

Reduce Your Pumping Costs by Pumping Thicker Solids

It takes fewer gallons to clean out your lagoon; which means less cost overall



Often producers or customers only look at the cost per gallon and feel they are getting a better deal with gallons pumped at a lower price. Pumping thicker than normal slurries is the least understood concept by customers and the greatest risks to a custom pumping company; as it does cost more to pump heavy or high percent of solids in the slurry. When pumping heavier solids there are costs associated that are taken for granted; but if they are not addressed will bankrupt the pumping company.

Factors that affect the costs of pumping heavier percent solids:

- Heavier solids create more friction loss in the hose and pumps
- This slurry friction slows down the gallons that can be pumped per hour and day
- To accommodate for this friction loss and high solids the pumper has to ...
 - Use more pumps to overcome the friction loss
 - Spend more time pumping less gallons per day
- When using more equipment and pumping longer hours these hidden costs arise ...
 - Spend significantly more time agitating the lagoon into a pumpable slurry
 - More engine hours utilized on all the equipment
 - More fuel is needed, so higher fuel costs are incurred
 - More labor hours involved, so higher labor costs are incurred
 - Higher maintenance costs on the pumps and equipment
 - Less useful life on the pumps, engines and hoses used
- In addition, larger pumps and engines are needed to handle pumping higher solids
 - This has a higher initial investment
 - Larger HP engines are required which has higher cost to run and maintain.

No producer or customer wants to pay more for their pumping or lagoon clean out than they have too. If the total facts are known, it is less expensive to pump fewer gallons of heavier solids at a higher price than to pump more gallons of a thinner slurry at a lower price.

If a custom pumper does not charge more for pumping thicker solids, then the custom pumper will lose money on your job. When our competitor pumpers realize they are losing money on your project they will often cut corners, pump only the top water, leave solids in the lagoon, pull out leaving the project half finished, or they will find some way to charge you more (*ie. unexpected invoice items, pump more gallons than you thought, inflate the gallons actually pumped, raise the price when billing, etc.*) This overcharging is worse than knowing that you will be paying more up front.

Lagoon Pumping is upfront and transparent in our pricing policies. We are also committed to doing the job right, completing the job started, at the prices we agreed upon. If we suspect higher solids, we will be upfront with you. Lagoon Pumping is keenly aware of the costs associated with pumping higher solids and have made adjustments to our pricing structure. If we did not account for these higher solids' costs, then we would have become another pumping business that cut corners, leave jobs half-finished or go out of business.

While the lagoon owner or producer may not want to concern themselves with the financial welfare of their pumping contractor, they ultimately will pay some type of price in the long run. Either by having a project half finished, a project finished to less than expected, pumping more than expected gallons, have some unexpected items added to their bill, have some old equipment malfunction or hose ruptures causing the attention of EPA and local regulatory agencies.

A financially viable custom pumper will use current pumping technology, updated hoses, tractors and equipment, attract better employees, and otherwise provide for you a better pumping experience.

To keep your pumping cost down when pumping heavy solids, we recommend the following:

- Pump your heavy solids to closer fields, this will limit the number of pumps needed
- Pump the heavy solids during the summer months when Lagoon Pumping & Dredging offers off-season discounts.
- Enter into a solids' guarantee arrangement with LPD (*additional water is required*)

Certified Lab results confirm solids being pumped.

Lagoon Pumping is transparent in our reporting to our customers. We take slurry samples every 30-40 acres. This is done for two reasons: 1) to give the customer confirmed N-P-K nutrient results delivered to the field, and 2) to give absolute certified clarity to the customer of the solids delivered to each field.

We want to be fair to our customers, as well as cover our increased costs associated with pumping heavier solids. We also give the customer the benefit of the doubt; we round down fractions to the lower % of solids. If we pump 14.8% solids we round down to 14%.

More Gallons or Less Gallons at Thicker Solids ...

Lagoon Pumping & Dredging has purchased a *state-of-the-art* in-line solids meter. This gives constant readings of the percent solids being pumped as it is being pumped.

This allows the customer to make on the spot decisions of whether they wish to have the manure slurries pumped at thicker solids, billed at the higher prices; or to add water to thin the slurry down and then pay less per gallon.

While the cost per gallon is higher to pump thicker solids you will be pumping less gallons to clean out your lagoon; less gallons saves money. *It is less expensive in the total bill to clean a lagoon at higher percent of solids* than it is to pay lower prices but have to pump more gallons. (*Ask our salesman to show you the relative costs to remove a dry ton of solids while pumping at various % of solids in slurry*)