



AGRIMENT SERVICES INC.
WASTE MANAGEMENT CONSULTANTS

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Dear Producer,

With the new NPDES rules now in effect one of the major concerns is **sludge**. As you are aware we at Agriment Services, Inc. have been marketing our bioremediation program technology as an operation and maintenance tool to reduce the sludge volumes and provide an alternative to the conventional clean out methods. Soon there will be many sludge determinations and evaluations completed on hog farms to satisfy the new NPDES permit requirements. Once this information is compiled, we feel like many producers will look for alternatives to address the sludge issue. As a result, there will be a flux of salesmen and products that come out of nowhere to cure any and every environmental issue that may or may not be a problem. This same array of products came when the odor issue was being talked about a few years ago. I am sure many industry folk can remember a substantial increase in these products at pork shows throughout the country. Most of these products were not effective and many just faded away along with many of the odor issues. If history repeats itself, and it often does, producers can look for the same scenario in regards to the Sludge Issues. I wanted to take a moment and ask that producers take a few things in account before buying bacillus or enzyme based products:

- **Note the bacillus count in Billions per Gram for the price.**
- **Note the type of bacillus in the Billions per Gram**
- **If you have a 7 billion per gram ratio on the bacillus product and 70 percent of the "bugs" are aerobic and the rest are anaerobic or facultative that means the product efficiency will be drastically reduced because we are dealing with an anaerobic environment so all the aerobes would be ineffective. (but you paid for them)**
- **If you are using strictly an enzyme product and your lagoon is already toxic to the natural occurring bacteria then you are providing food for dead organisms, which is not an effective method of managing sludge.**
- **Be wary of products you just pour into lagoons for quick results. More often than not the reason for the sludge problems in the lagoon is due to the lack of natural occurring bacteria. In other words, the lagoon lacks the capacity biologically to breakdown the waste stream effectively or the environment for the "bugs" has become toxic. A black, inactive, lagoon is a classic sign of biological problems. In order to have an effective product you must first have an effective program to stabilize the toxic environment or product efficiency will be drastically reduced.**

We at Agriment Services know that there will be hundreds of products and salesmen promoting their products as sludge eaters, nitrogen reducers, and odor reducers etc. I would encourage industry folks to look for **technical competence** and test these individuals by asking a few questions:

1. Have you done a sludge evaluation on my specific site?
2. Have you performed any waste analysis or sludge analysis on my specific site?
3. Do you know the thickness of the average sludge blanket is in my specific lagoon?
4. Do you know how much water column is above the sludge blanket?
5. Do you have any idea of how to get the solids in suspension?
6. Do you have any idea of how to eliminate dead zones in my specific lagoon?
7. Do you have any idea of how effective your product will be in my specific lagoon?
8. What is your experience with anaerobic lagoons?

We at Agriment Services have had experience with this technology dating back to 1995. I would challenge these individuals and if they could not answer these simple questions, our suggestion would be to not use their products. An analogy would be a Doctor trying to cure an illness without ever seeing the patient. We understand with all the sludge surveys to be conducted to satisfy the new NPDES permits, more attention to alternatives is inevitable. Please give us an opportunity to address the sludge issues with site-specific biological programs. As always we are committed to “remaining in compliance” and addressing issues as an **industry friendly** company.

If you have any further questions please feel free to give me a call.

With Kind Regards,

Ronnie G. Kennedy Jr.
President of Operations
Agriment Services, Inc.

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