

## Waste or Resource?

Let's say that you own and manage a stable and every day you or your crew clean out the stalls and tote the manure and spent bedding to a big pile located out behind the barn. Now imagine that you are standing out at the pile and taking a good look at it. Perhaps there is a strong odor coming off of it and a lot of flies. You also notice that the ground around the edge of the pile is stained dark brown or that there are puddles of standing black water. The pile just keeps growing bigger until one day you know that you will have to bring someone in to load it all out and it will cost quite a bit more than you want to spend - and you sure hope the county water management people don't pay you a visit and make you clean it up when you can least afford it.



Or perhaps you deposit the manure into a 30-cubic yard roll-off container that gets picked up once or twice or twelve times each and every month. And every month, like clockwork, the hauler's bill comes and you write the check and you think about how you could use that money to make repairs around the stable, buy a new trailer, or even pay for a short vacation. Now imagine that you are looking at that same pile or container and that you have just learned how to convert this very same material, this waste, into a value added product that we call "compost". Imagine that you can now handle the material in a very simple and systematic way that solves your odor, fly and leachate problems and yields a high quality product in only 60 to 90 days.

Imagine that your neighbors, local nurseries and landscapers, and other people who you've never met are calling you to find out when the next batch will be ready. And when you load their truck or trailer with this fragrant, dark earthy material they gladly hand you their money and are excited to get home and use it in their gardens. So let me ask you... Is the manure and spent bedding produced by your horses a waste or a natural resource? My answer is... "it all depends on how you look at it".



The solution to your manure management "issue", in whatever form it takes, is about making a decision to do things differently. It is about making an investment in your future.



It seems that we often do things the same way – sometimes for years or decades – simply because that’s the way we’ve always done it, or that’s how everyone else does it. In fact, we often do things the same way because we don’t know that there is any other way to do it or we don’t want to take the time to research alternatives and work through an expensive trial-and-error process with no guarantee of success. Who has the time and money for that? None of us do.

The O2Compost Training Program **GUARANTEES YOUR SUCCESS.**

With the exception of construction materials, the O2Compost Training Program includes everything that you will need to build and operate a compost system that is tailored to your specific needs. With our technical support, the Training Program will then help you market and sell your finished compost, thereby converting a current operating expense into a new profit center for your farm. By following a simple step-by-step procedure, you will effectively convert your “waste” into a “natural resource”. In the process, you will become a leader in your community, and be viewed as a person of vision.