

Improving Communication with Custom Manure Applicators



WI Custom Manure Industry

- **~115 firms across the state**
 - 1 solids only, 8 both, rest liquid
- **Range from 250,000 gal/year up to 400 million+ gallons per year**



WI Custom Manure Industry

- **Apply ~3.5 billion gallons annually**
 - 40% of the manure in the state
- **<10% of the reported spills / runoff involve the industry**



PNAAW

- State Association formed in 2001
- Self-directed certification program w/market based incentives



Certification

- Three levels
- Partnership with insurance industry (10-50% premium discounts)



Certification – Level 1

- 3 hours annual staff training
 - Regulations
 - Spill Response
 - Common Sense Application
 - Safety Issues



Certification – Level 2

- 6-8 hours training for crew supervisors
 - Regulations
 - Spill Response
 - Odor Management
 - Karst
 - Safety Issues
 - Nutrient Management
 - Calibration of equipment



Certification – Level 3

- **Business-level EMS (ISO 14001)**
 - Equipment inspection
 - Equipment maintenance
 - Documentation
 - Recordkeeping



Realities of Custom Application

- **Weather, field conditions play a key role in application methods**
- **Manure equipment can be heavy (160,000 lbs plus)**



Winter is not fun



Not agitating properly can leave solids in the pit

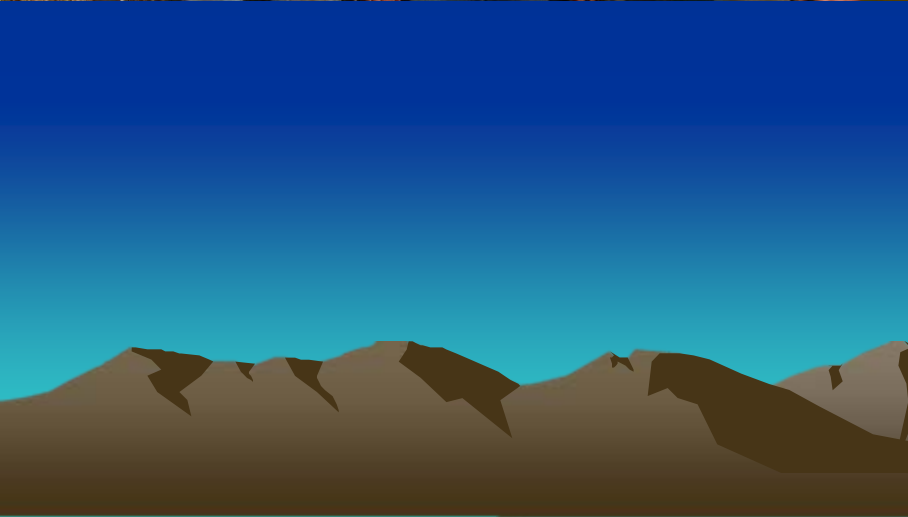


Panel Members

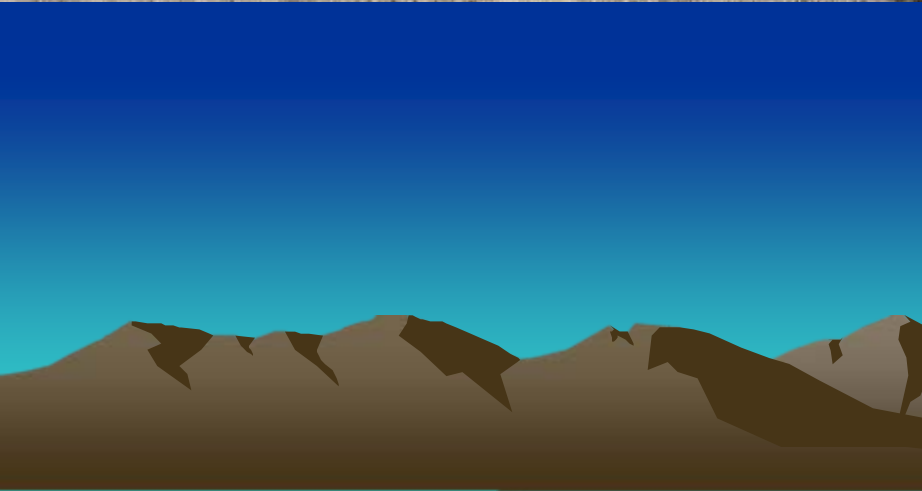
- **Brandon Vogel, Right Way Applications**
 - Valders (Dragline, Semis, WI)
- **Ernie Sundstrom, Sundstrom's Pit Pumping**
 - Colfax (Dragline, Trucks, Semis, WI / IL / MO / IA)
- **Tim Ransom, T-K Ag Works**
 - Darien (Dragline, Semis, Tracked Tank, WI, IL)



Right Way Applications



Sundstrom's Pit Pumping



T-K Ag Works

