

Working with Custom Manure Applicators



WI Custom Manure Industry

- ~100 firms across the state
 - 1 solids only, 95 liquid only, 8 both
- Range from 250,000 gal/year up to 400 million+ gallons per year



WI Custom Manure Industry

- Apply ~4 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

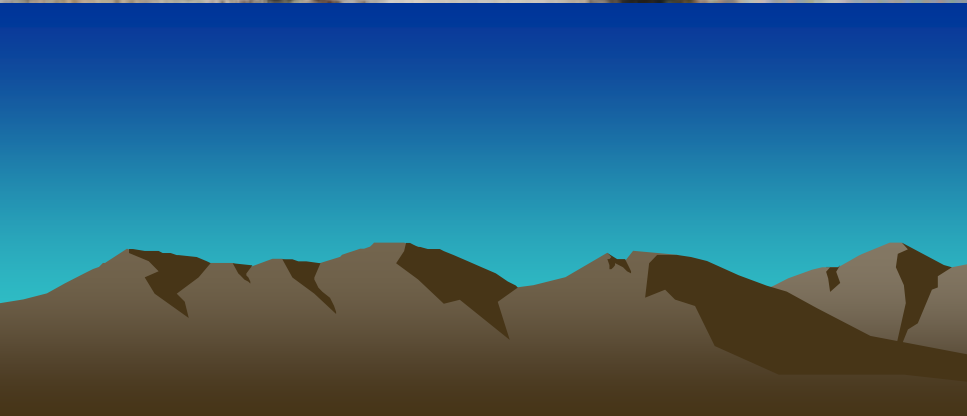


Realities of Custom Application

- 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

- **Dana Cook, Cook's Trucking**
 - North Freedom (Truck tanks, WI / IL)
- **Dave Eisentraut, Eisentraut Ag**
 - Waldo (Dragline, Semis, WI / IL / IN / OH / MI)
- **Chris Lindstrom, Practical Applications**
 - Durand (Truck tanks, custom truck work, WI only)



Cook's Trucking



Eisentraut Ag



Practical Applications

