Manure Safety and Transport
Ryan DeBroux
DeBroux Custom Work, LLC
New Franken, WI

About Us
- Professional Application is our business
  - 2 Irrigation Hose Crews (2½ mile)
  - 5 9500 gal tractor tankers w/inj
  - 150 Million Gallons annually from 120 farms

Know the firm you hire
- We are a part of your farm’s reputation.
- If we leak manure on the road, tie up traffic or create a problem, your reputation suffers.

Know the firm you hire
- Hire the wrong firm—your reputation will suffer.
- Your hauler should hold themselves to a higher standard than you do.

Know the firm you hire
- Do you trust the drivers?
  - “I can teach a monkey to drive a tractor”
  - Hire operator, not a driver
Know the firm you hire

Questions to ask
- What is your training for staff?
- What is covered by your insurance?
- Will there be an on-site supervisor?

Know the firm you hire

Reputation
- The best firms are trusted by the DNR and county staff.
- Trust means small problems can be handled by phone, instead of a visit to the farm

Price vs. Cost

Price
- Assumes all farms are the same/very similar

Cost
- Sometimes can’t be fully understood for several pumping cycles

Farm variables
- How long to get a job done
- Farm’s reputation
- Neighborhood impact
- If neighbors want to work with you
- Bedding/water usage

Talk to your applicator in January

The fall rush is no time to try to explain your nutrient plan

Meet with applicator during off season to review
- Application Rates
- Setbacks/hazard areas
- Maps
- Spiteful neighbors
Talk to your applicator in January

- Provide copies of maps and rate guidance for every tractor and truck driver
  - Applicator does not need the full 3 ring binder

- The better the information I get from you, the better the job we can do
  - Rates, fields will change—need to update before I pull into the farm

Neighbor Issues

- Have alternative fields in case neighbors have an event going on
- Know who is responsible for road cleaning

I need to know about your neighbors

- What are their concerns?
- Times of day/days to avoid?

Safest Route

- We should drive routes to fields
  - Narrow bridges/culverts
  - Stop signs
  - Poorly built roads
  - Alternative Routes

Neighbor issues

- Roads too narrow?
- How much mud is too much?

My staff

- Won’t talk to anyone about rates
  - Not your hired man
  - Not your kids
  - Not the neighbors

- Prevents 95% of problems and rumors
Rates

- I have the authority to reduce rates to prevent runoff/problems.
- Decision is mine, not operator in the field
  - You’re my customer to gain or lose
  - I can’t afford to lose trust of you or agencies.

Closing Thoughts

- Open communication is key
- Have a back up plan
  - Have a list of neighbors with pits