Points of Interest

- Level 1 Certification Training
- Dragline 101
- Liability Insurance
- Manure Samples
- Minnesota Update
- Pump School

PNAAW and UW-Extension have scheduled a number of Level 1 training sessions this spring. Every employee must complete Level 1 every 12 months to remain certified. Level 1 training and exams can also be done in-house if you have a Level 2 certified individual on staff. However, test scores must be forwarded to the Association immediately after the test and training are completed.

Please note:
1. Advance reservations are needed, as seating is limited at some locations.
2. The fee for training is $5.00 per person with advance reservations (made at least 3 business days prior) or $10/person at the door.
3. The Shawano and Chilton sessions will include a refresher on recognizing karst features (sinkholes) in the field.

Chilton
March 12—Calumet Co. UW-Extension Basement; 9:00 am-12:00 pm.
Contact Kevin Erb 920-391-4652

Platteville
March 11—UW Platteville Pioneer Farm Technology Center; 9:00 am-12:00 pm; contact Ted Bay 608-723-2125

Barron
March 24—Barron Electric Cooperative; 1:00 pm-3:30 pm; contact Jerry Clark 715-726-7958 (Address: 1434 St HWY 25 North, Barron)

Waupun
March 27—Lemmens Custom LLC; 9:00 am – 12:00 pm; contact Kevin Erb 920-391-4652

Dragline 101—March 14th

Dragline 101 is a new hands-on, half-day training session for front line employees that will provide a solid foundation for dragline operation. It will be held SATURDAY, March 14, 12:30 - 4 pm, at Lemmens Custom’s shop, N11135 Cottonwood Road, Waupun.

Instructors include Jake Buttles, Dave Eisentraut, Abe/Issac Lemmenes, and Mike Schmidt. The session is free to PNAAW members and $10 for non-members. Seating is limited and pre-registration is required http://tinyurl.com/dragline101.

Topics covered include:
* The basics of dragline equipment.
* Hose layout, hose fittings and repairs.
* Smartphone apps for dragline layout.
* Safety dos and don’ts.
* Pumping sand.
* Uphill runs.

Environmental Liability Insurance

BACKGROUND: As noted in the January newsletter, recent court decisions in Washington state and Washington County, WI, have changed the landscape for both farmers and manure applicators.

Many farmers are scrambling after learning their policies exclude bacteria, and finding adequate coverage is not as simple as buying other types of insurance. (Continued on page 3)
As state and local agencies have reviewed farmer's nutrient management plans, one common deficiency is having enough manure samples. This is not only a service that manure applicators can facilitate, but also charge for the value-added service of keeping the farmer in compliance.

Crop consultants and nutrient management plan writers often get asked by farmers and applicators if there is a real reason to sample manure, or if previous year’s numbers are good enough. To answer these questions, we asked each of the certified soil testing labs their opinion.

Steve Peterson of the AgSource Lab in Bonduel notes that analyzing manure is the first step to effectively using its nutrients. While book values (averages) can be helpful, knowing the exact nutrients in the manure is much better for your crop fertilizer plans.

“Manure haulers can stand out from their competitors by taking timely manure samples and providing the manure results of your applications to your clients as you spread.” He noted that AgSource can email or fax results to farmers in 3 days but often less.

We asked Rod Ellwanger of Dairyland Labs (Arcadia) if their lab saw much difference between samples. His said the differences can be large from the top of the pit to the bottom, and agreed that this can have a significant impact on crop growth.

“In reviewing thousands of manure samples over the last few years, it is amazing how much variability there can be from sample to sample and farm to farm” Rod wrote.

Common variables noted by Rod and Steve included:
- The ration fed to the animals
- Water added to the pit
- Amount and type of bedding, sand
- Seasonal variations
- Different sources of manure (young stock vs dairy herd)
- Storage types that are difficult to mix (take samples throughout the emptying process and label properly)
- How well the pit has been agitated and mixed.

It is very common to see variability from manure samples taken at various points in the pit as it is emptied. Both recommend taking multiple samples as manure is being hauled and keep good records of which samples correspond to the fields that received that manure.

Manure is not a waste product, it is a source of valuable plant nutrients like any other fertilizer. We need to apply it as accurately as we can and fully utilize and credit the nutrients applied, noted Ron.

Steve added that care and consistency for a proper sample are important when developing a sampling routine. Remember, you are trying to take a sample that represents the entire batch, or that part of the pit that is going on a particular field or set of fields. Follow the directions on the forms carefully – samples that get too warm will not provide accurate results.

Each of the state-certified soil testing labs in the state were invited to provide a summary of the services they have for manure applicators. For those that responded, their summaries are below.

**AgSource Laboratories** offers a variety of manure analysis packages or individual specialty manure tests. You can request free sampling containers and mailing boxes by calling (715)-758-2178 or online at [http://AgSource.crinet.com/page5170/OrderManureKits](http://AgSource.crinet.com/page5170/OrderManureKits). All samples should be frozen. Place the frozen sample jar inside the provided zip-lock plastic bag in the shipping box along with the information sheet. Mailing early in the week prevents samples from being delayed over weekends.

For more info on manure analysis with AgSource call (715)-758-2178 email [Bonduel@AgSource.com](mailto:Bonduel@AgSource.com) or [http://AgSource.crinet.com/page5604/ManureAnalysis](http://AgSource.crinet.com/page5604/ManureAnalysis).

**Dairyland Laboratories** has manure kits available for our customers. The kits include a sample bottle, zip lock bag to secure the filled bottle, prepaid mailing label, an information sheet, and box to use for shipping. Our regular customers can include their account information and we will bill them, individual farmers can include payment with the sample and we will provide a manure report including laboratory analysis within a few days. Manure haulers and larger customers can take multiple samples in bottles that we will provide, label each bottle and provide appropriate information, pack the bottles in a box and ship using prepaid UPS shipping labels that we provide. Supplies can be requested at [www.dairylandlabs.com](http://www.dairylandlabs.com), email [info@dairylandlabs.com](mailto:info@dairylandlabs.com), or call 608-323-2123.

*(Continued on page 4)*
When the Professional Nutrient Applicators Association of Wisconsin formed more than 10 years ago, one of the early priorities was finding affordable business liability and pollution liability insurance for the industry.

To make insurance more affordable, PNAAW integrated the certification program which provides a 10% premium reduction on general liability insurance for firms achieving Level 1/2 and up to 50% off of pollution liability insurance for those achieving Level 3. The level 1/2 savings totaled $78,000 in 2013 and the Level 3 savings totaled $44,000 the same year.

Even with these savings, premiums are becoming less affordable. At the urging of the insurance industry, the board began exploring the potential of moving to a group insurance program for pollution liability insurance. This was discussed at the business meeting in the Dells in January and again by the board earlier this month.

This approach would save some PNAAW members more than $10,000 per year, while others will see a significant increase in maximum coverage with no change in premiums.

**CURRENT UPDATE/Impact on Certification Program:**

The board has chosen to move forward with a group program. Interested firms will need to commit by March 14. Late enrollments will not be taken, however, after 6 months, a 2nd enrollment window will be offered.

The board chose to go with a once a year enrollment opportunity starting in 2016. Eligibility requirements are as follows:

1. An Active Member of PNAAW (dues paid, can document you haul manure for-hire).
2. ALL staff on the job site must complete Level 1 training and testing annually. Verification of certification will be handled by Extension (no change)
3. There must be a Level 2 certified individual on each job site at all times. Verification of certification will be handled by Extension (no change)
4. Firms must complete the PNAAW Performance Standards Checklist annually. This includes documentation of equipment calibration (flow meters, tankers and spreaders). Only the Bronze level will be required. For those who are participating in the insurance program, verification will be completed by Vincent Urban Walker Insurance of Green Bay. For those who are certified by not participating, documentation will be submitted as usual.
5. Level 3 certification will be required. No change to the verification process.

If you are interested in finding out more information or enrolling, contact Dave Anderson at Vincent Urban Walker and Associates - 920.432.7246.

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**Minnesota Update**

The Minnesota custom manure applicators, working with their regulatory agency, have updated their Commercial Animal Waste Technician training manual, The 2015 version combines the two previous versions (Liquid, Solid) into one document.

It can be found at: [http://www.mda.state.mn.us/licensing/licensetypes/~/media/Files/licensing/chemicals/cawtmanual.pdf](http://www.mda.state.mn.us/licensing/licensetypes/~/media/Files/licensing/chemicals/cawtmanual.pdf)

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**Pump School**

Lemmene’s Custom Farms and Puck Enterprises are offering Pump School at Lemmenes’s shop near Waupun on Friday, March 27, after the Level 1 training.

Pump School is free of charge for anyone who wishes to attend. Level 2 credit is offered for Wisconsin, Illinois and Michigan applicators

Sign Up online at: [http://www.puckenterprises.com/PumpSchool.html](http://www.puckenterprises.com/PumpSchool.html) or call PCE at 712-653-3045.
**Manure Samples: New Revenue Source? (continued from page 2)**

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<th>Lab Contact Info</th>
<th>Address</th>
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<tr>
<td><strong>A &amp; L Great Lakes Laboratories, Inc.</strong></td>
<td>3505 Conestoga Drive</td>
<td>Fort Wayne, IN 46808</td>
<td>260-483-4759</td>
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<tr>
<td><strong>AgSource Cooperative Services</strong></td>
<td>106 N. Cecil Street</td>
<td>Bonduel, WI 54107</td>
<td>715-758-2178</td>
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<tr>
<td><strong>Dairyland Laboratories</strong></td>
<td>217 E. Main Street</td>
<td>Arcadia, WI 54612</td>
<td>608-323-2123</td>
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<tr>
<td><strong>Rock River Laboratory</strong></td>
<td>710 Commerce Drive</td>
<td>Watertown, WI 53094</td>
<td>920-261-0446</td>
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<tr>
<td><strong>UW Soil &amp; Forage Analysis Lab</strong></td>
<td>2611 East 29th Street</td>
<td>Marshfield, WI 54449</td>
<td>715-387-2523</td>
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