

SPREADING LOG

The Professional Nutrient Applicators Association of Wisconsin Newsletter

August 2007

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Annual Meeting Report

Professional Applicator Dinner
Regional Applicator Board Meeting
Monday, August 20, 2007

Attendance is Limited to Professional Applicators

Located at:

Green Acres Restaurant
Corner of US12 and WI78
East Side of Sauk City, WI

Meal:

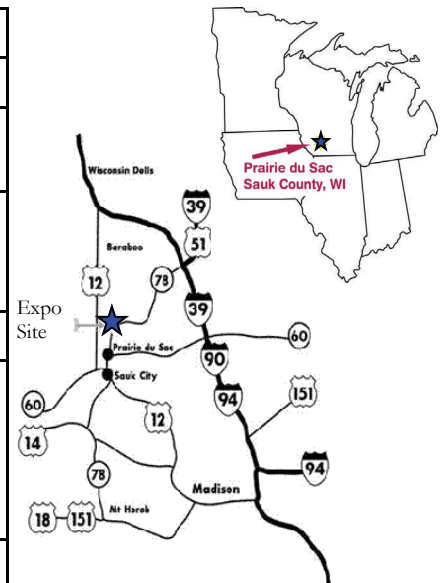
Dutch Treat Off The Menu



Manure Tech 2007

Upper Midwest Manure Handling Expo
August 21, 2007

Agenda	
8:00 a.m.	Registration
8:30 a.m.	Manure Pit Agitation Demonstrations Trade Show Open
10:00 a.m.	Managing Manure with Precision Farming Technology Confined Space Safety & Rescue Compost & Bedded Pack Barn Management
11:00 a.m.	Equipment Displays/Lunch Available
12:30 p.m.	Soil Moisture, Weather and Manure Application Preventing Manure Run-Off Manure Management in No-Till Reducing Soil Compaction during Manure Application Summer Manure Application on Grass and Alfalfa
1:30 p.m.	Application Equipment Demonstrations Tanker—Dragline—Solid
3:30 p.m.	Manure Spill Response Demonstrations



Expo Site
S8822 State Hwy. 78
Prairie du Sac, WI 53578

Manure Tech 2007

Upper Midwest Manure Handling Expo

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Equipment Demonstrations/Displays



Vendor	Equipment	Model
<i>Agco Corporation (AgChem)</i>	Tanker	9250 NMS
<i>AerWay</i>		Aer-Way Unit
<i>Balzer</i>	Tankers	6350 LoPro, 7500 Eliminator
<i>Bazooka Farmstar, Inc.</i>		Farmstar 18 3/4 Aerator with Drag Appliator
<i>Brown Bear Corp.</i>	Compost Turner	Compost/Bedded Pack Turner
<i>Cadman Power Equipment</i>	Dragline, Portable Storage Bags	4500M Hard Hose with Reel and Splash Boom, Winbag 200 (53,000 gal)
<i>H & S Manufacturing Co., Inc.</i>	Solid Spreaders	HP550VB, 2606 VB
<i>Houle</i>	Agitators, Tanker	42 ft Agri-Pump, 52' Screw Agitator, 7300 w/DMI Injectors
<i>Husky Farm Equip. Ltd.</i>	Agitators, Tanker, Dragline	35 ft Prop, PL 490 Pump, 7400 w/DMI Injectors
<i>Hydro Engineering</i>		
<i>Jamesway Farm Equipment</i>	Agitator, Tanker	8000 Prop, 7400 Tanker
<i>Kuhn Knight Mfg. Corp.</i>	Spreader	2054T Verticle Beater
<i>Mensch Manufacturing</i>	Tanker	Tanker with Manure Vacuum
<i>Meyer's Equipment Mfg.</i>	Spreader	VB750 Twin Twister
<i>Meyer Mfg. Corp.</i>	Spreader	Meyer 7500, Meyer 8720
<i>N-Tech</i>	Agitators	4100, Maxi Prop
<i>Oxbow International Corp.</i>	Tanker	OxBo Low-Pac
<i>Puck Custom Enterprises</i>	Hose Reel and Layer	HC-8 Hose Cart
<i>Roto-Mix/Cliff's Inc.</i>	Spreader	532 Spreader

Additional Vendors



<i>Ag Resources Management</i>	<i>Manure Manager</i>
<i>Agri-View</i>	<i>Mowers Soil Testing Plus, Inc.</i>
<i>AgSource Soil & Forage Lab</i>	<i>NAL Services</i>
<i>Artex (Maintenance Plus)</i>	<i>PNAAW</i>
<i>Braun Electric, Inc.</i>	<i>Remote Load, Inc.</i>
<i>Circle K Communications</i>	<i>Rock River Laboratory, Inc.</i>
<i>Conestoga-Rovers Assoc.</i>	<i>Sludge Monitoring Boat, U of Georgia</i>
<i>D & D Distributing</i>	<i>USDA-NRCS</i>
<i>Dairyland Labs</i>	<i>U.S. Dairy Forage Research Ctr.</i>
<i>DATCP Snap Plus</i>	<i>UW Ctr. for Ag Safety & Health</i>
<i>DM Machinery, Inc.</i>	<i>UW-Extension/Nut. Mgt. Team</i>
<i>Engineered Storage Products Co.</i>	<i>UW Soil & Forage Lab</i>
<i>Environmental Credit Corp.</i>	<i>Vincent Urban Walker & Assoc</i>
<i>Harvey's Farm Cycle, Inc.</i>	<i>Wisconsin Focus on Energy</i>

Business Tip of the Month

Four things customers never forget:

1. *Customers do not forget attitudes.* This includes the attitudes of everyone in your company they deal with—the receptionist, the secretary, even the driver or messenger who delivers your product to their office. Each member of your corporate team is an extension of the sales and customer service experience, and if any person has a sour attitude, or doesn't care about the customer, this will spoil the whole experience of your customer.
2. *Customers never forget your promises.* Your business is based on trust. When you lose a customer's trust, there is really no basis for continuing the business relationship.
3. *Customers do not forget how you handle any issues or misunderstandings.* Be aware that an issue or problem is always an opportunity for your customers to remember the professional way you handled an uncomfortable situation.
4. *Customers never forget the small stuff.* The best marketing tool available to you is your customer's satisfaction after the sale. You can really set yourself apart by becoming an after-the-sale customer champion.

Reference: Cottrell, D. & Layton, M.C. (2006). Listen up! customer service: a guide to develop customer loyalty. Dallas: Cornerstone Leadership Institute.

