

SPREADING LOG

*The newsletter of the Professional Nutrient Applicators
Association of Wisconsin*

December 2006

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OFFICIAL NOTICE: ANNUAL MEETING

The annual business meeting of the Professional Nutrient Applicators Association of Wisconsin will be held on Wednesday, January 31, 2007 at the Howard Johnson's/Antigua Bay Resort in Wisconsin Dells from 1-2:30 p.m.

Election for four seats on the PNAAW board will be held at the meeting: This includes:

- Two 3-year at-large positions
- The Northwest Regional Representative (2 years)
- The Southern Regional Representative (2 years)

The duties of board members include: Attending five meetings per year (including the annual meeting) usually held outside the busy seasons, assisting in planning the Expo and Road Weight study, and serving as a resource for members such as answering technical or regulatory questions.

Please consider running for one of the four open slots on the PNAAW board. It will provide you an opportunity to have an impact on the future of the industry. A nominating committee (Dave Eisentraut, Brandon Vogel, Ryan DeBroux) has already begun contacting members in the regions about serving on the board. Nominations can also be made the day of the annual meeting from the floor. For information, contact Brandon Vogel at 920.901.0192

CERTIFICATION UPDATE

Initial training for applicators for both Level 1 and Level 3 Certification will be held on the first day (Jan 30) of the annual meeting. New this year is a session on safety and confined space entry/manure gasses in Level 1.

If you are training your own employees on Level 1, you are strongly encouraged to have at least one employee attend this new session.

The Level 3 session is for those firms that have not yet developed their first EMS plan, or those that want a refresher.

BEGINNING JAN 1, a tracking system will be in place for those needing continuing education for level 1. ALL EMPLOYEES SHOULD BRING THEIR LEVEL 1 CERTIFICATION CARD TO THE ANNUAL MEETING

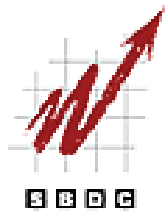
For the past four years, the association has hosted an informal gathering of applicators from across the upper Midwest the first evening of the annual meeting. All are invited to this session at 4:30 p.m. on January 30.

**MULTI-STATE
HAULER GATHERING**

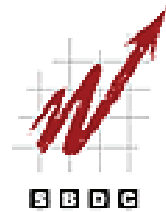
Personnel Issues? Cash Flow Problems: Free Assistance for Wisconsin Businesses

With the rush of trying to finish all of your pumping before the snow flies, it's easy to overlook the day to day details of keeping your business running smoothly. But now that things have slowed down (somewhat!), it's probably a good time to think about dealing with some of those issues that have the potential to limit your growth or even kill your company.

That's where the UW-Extension Small Business Development Center (SBDC) can help. The SBDC is a free business steering and counseling service, with local business experts at 12 locations around the state. Assistance is available in the following areas:



- Accounting & Budgeting
- Advertising & Promotion
- Cash Flow Management
- Computer Systems & Applications
- Employee Benefits
- Export/import
- Financial Management
- Financial Statement Analysis
- Government Procurement
- Income Taxes
- Labor Relations
- Management & Planning
- Marketing Strategy
- Pricing
- Project Management
- Recruitment and Training
- SBA Loans
- Startup Financing
- Strategic Market Analysis



In addition to the in-person assistance, the SBDC also offers a toll-free answerline. They're available to give free answers to your business start-up or management questions from Monday to Friday, 8:30 to 4:30 p.m. You can call once or on an ongoing basis-SBDC Business AnswerLine counselors will give you personalized attention for as long as you need it.

Call 1-800-940-7232 for a live question-and-answer session with an SBDC expert. Or, request assistance at <http://www.wisconsinsbdc.net/busanswer/>

Locations include:

UW - Eau Claire

Phone (715) 836-5811

UW - Green Bay

Phone (920) 496-9010

UW - LaCrosse

Phone (608) 785-8782

UW - Madison

Phone (608) 263-7680

UW - Milwaukee

Phone (414) 227-3240

UW - Oshkosh

Phone (920) 424-1453

UW - Parkside

Phone (262) 898-7414

UW - Platteville

Phone (608) 342-1038

UW - River Falls

Phone (715) 425-0620

UW - Stevens Point

Phone (715) 346-3838

UW - Superior

Phone (715) 394-8351

UW - Whitewater

Phone (262) 472-3217

ANNUAL DUES

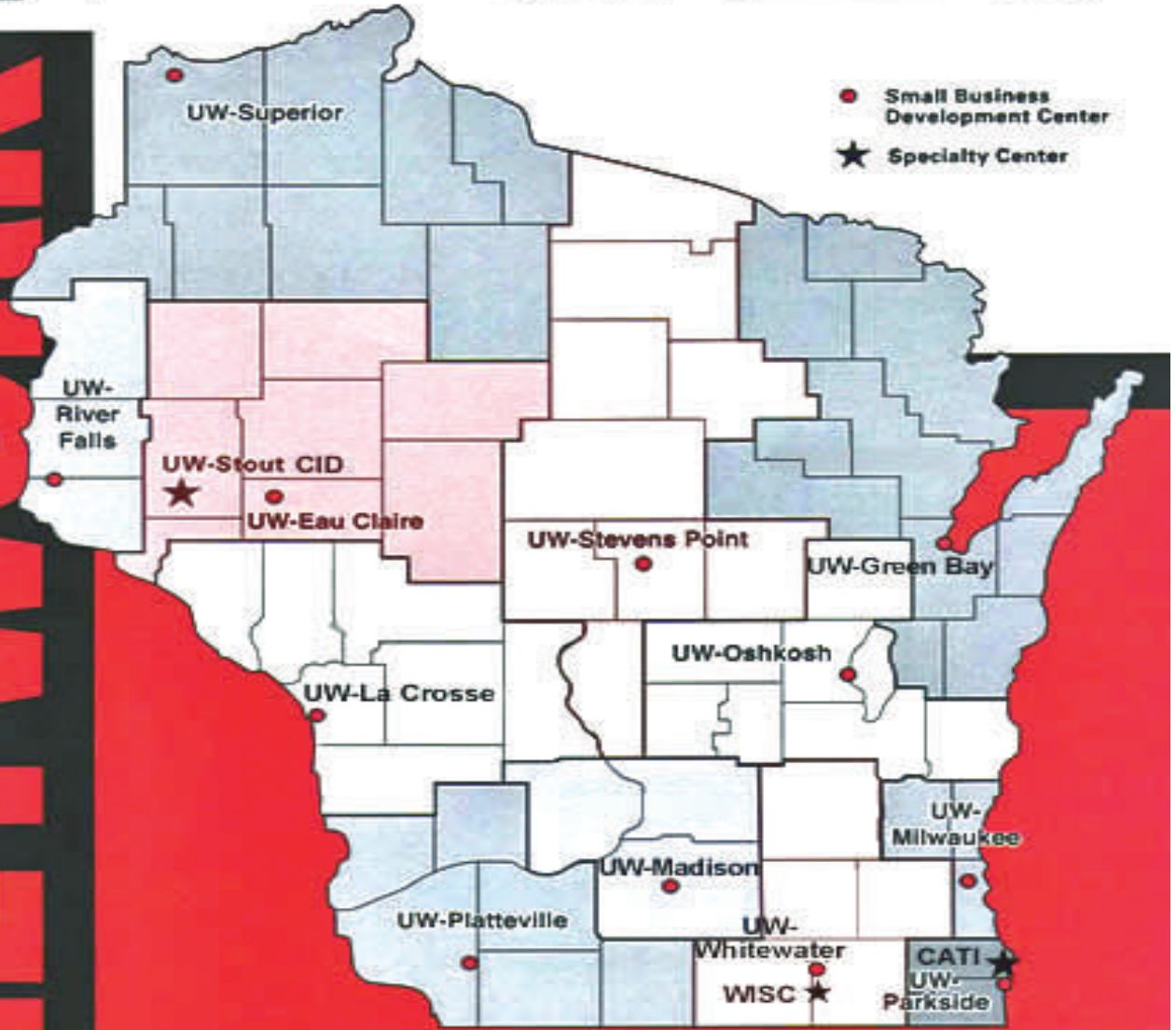
To be eligible to vote at the annual meeting, you will need to have paid your dues prior to 12 Noon on January 31. You may include them on the registration form (\$100) for the annual meeting or pay at the door.



WISCONSIN SMALL BUSINESS DEVELOPMENT CENTER



STATEWIDE
NETWORK



1-800-940-SBDC (7232)

www.wisconsinsbdc.org



WISCONSIN SMALL BUSINESS DEVELOPMENT CENTER

