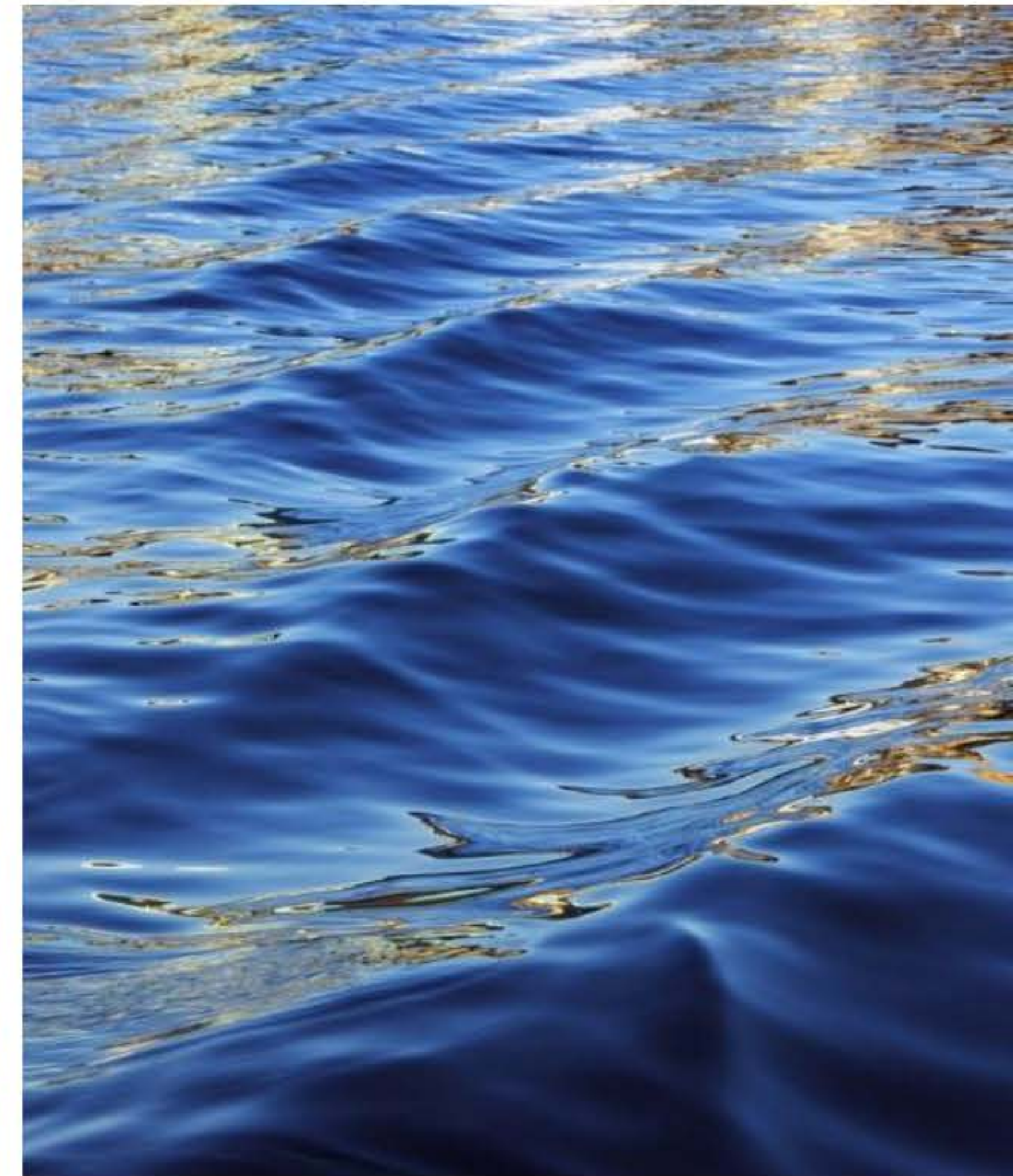




# Working Together

Eric Dresbach, President, W.D. Farms LLC

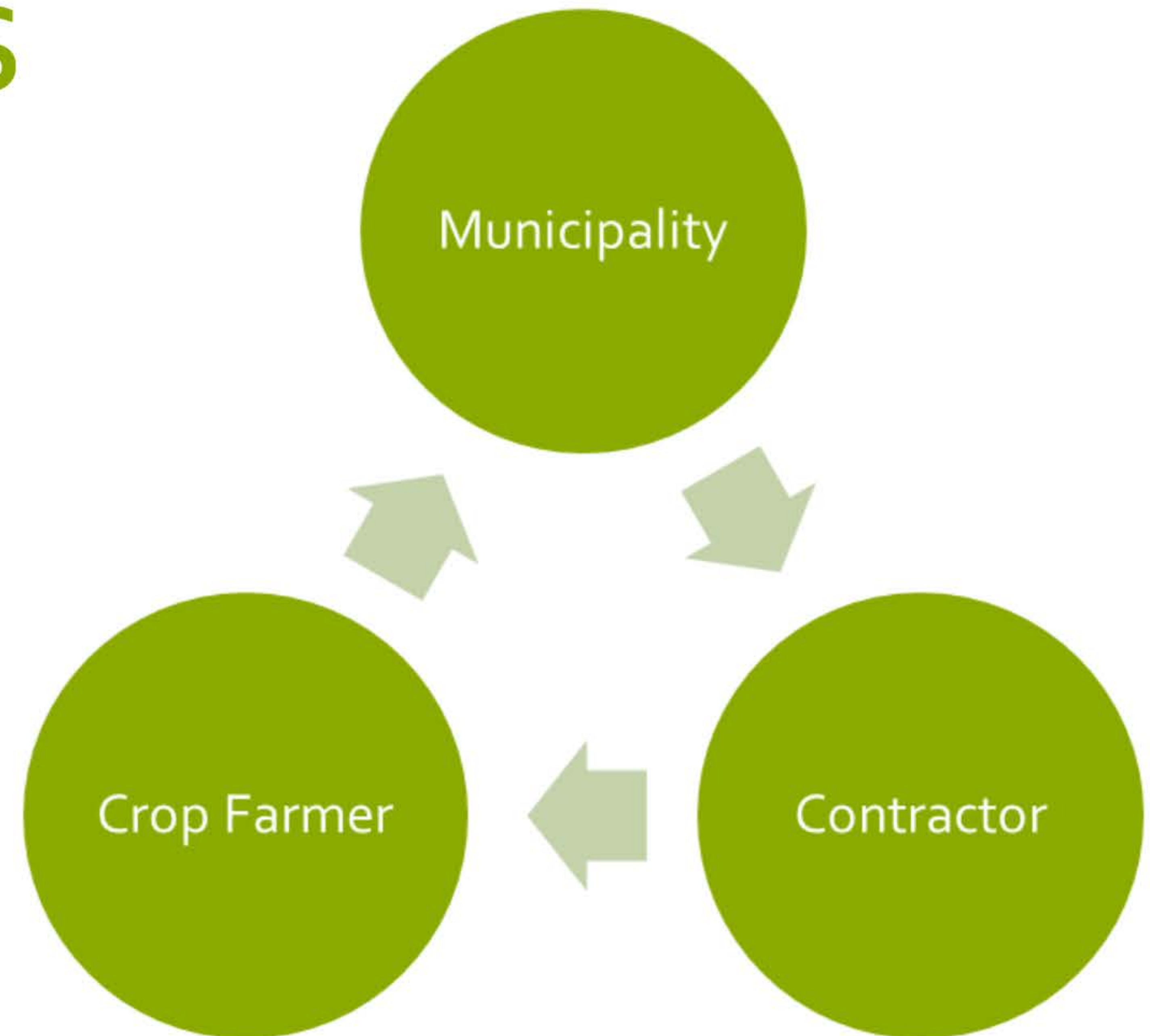


# Background

- Farm boy – crops and livestock
- Circleville, Ohio
- Degree from OSU in agronomy
- Started W.D. Farms as a trucking company in 1985
  - Organic land application in 1987
  - Family business, second generation is involved

# Relationships

- Good communication
  - Initiated by either side
- 3-legged stool
  - Everyone needs to win
- All parties need to understand each other's sides
  - Reasonable expectations



# Plant Design

- Access to tanks
  - Equipment Flow
  - Semis
- Days of Storage
- Percent solids
  - Pumpable – 5 to 7.5%

# Contract Specifications

- Clear/Reasonable Expectations
- Who is responsible for what?
  - Permits
  - Record Keeping
  - Field Locations
- Unnecessary Requirements
  - Special Certifications/Licenses that are unattainable
  - Performance Bonds
  - Deconstruction not construction, do not need prevailing wage
- Lowest AND Best bid
- Fuel Surcharge
  - Protects applicator and utility

# Applicator Qualities

- Background checks on applicators
  - Call other utilities
- The applicator is representing the utility
- “Speak Farmer”

# Crop Farmer Wants/Needs

- Nutrients and organics to grow a crop
  - Reduce commercial fertilizer bill/usage
- Nutrient value depends on quality of application
- Neighborhood Relations
  - Does the applicator have straight pipes on their semis?
  - Does the applicator allow the use of jake brakes?
  - Open top tankers
  - Cleanliness of Equipment
    - Dirty can mean lack of attention to detail, translates to lack of detail to other parts of the operation

# Need Help Talking to Administration?

- Need to understand both sides of the desk
  - Legalities of hiring a contractor
  - Needs of the utility
- Eric and Megan available to help facilitate conversations



Questions?