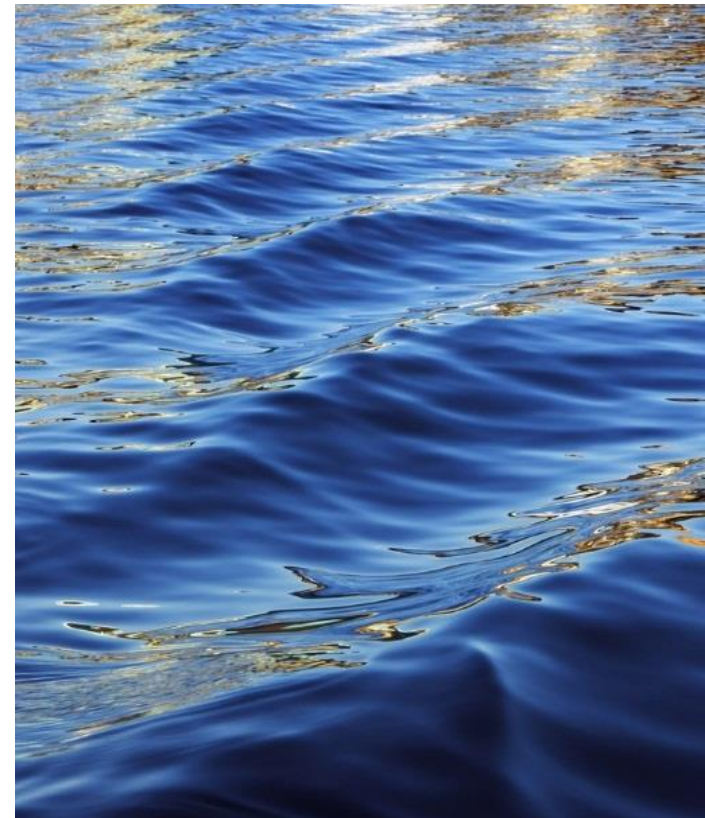




Working Together

Eric Dresbach, President, W.D. Farms LLC

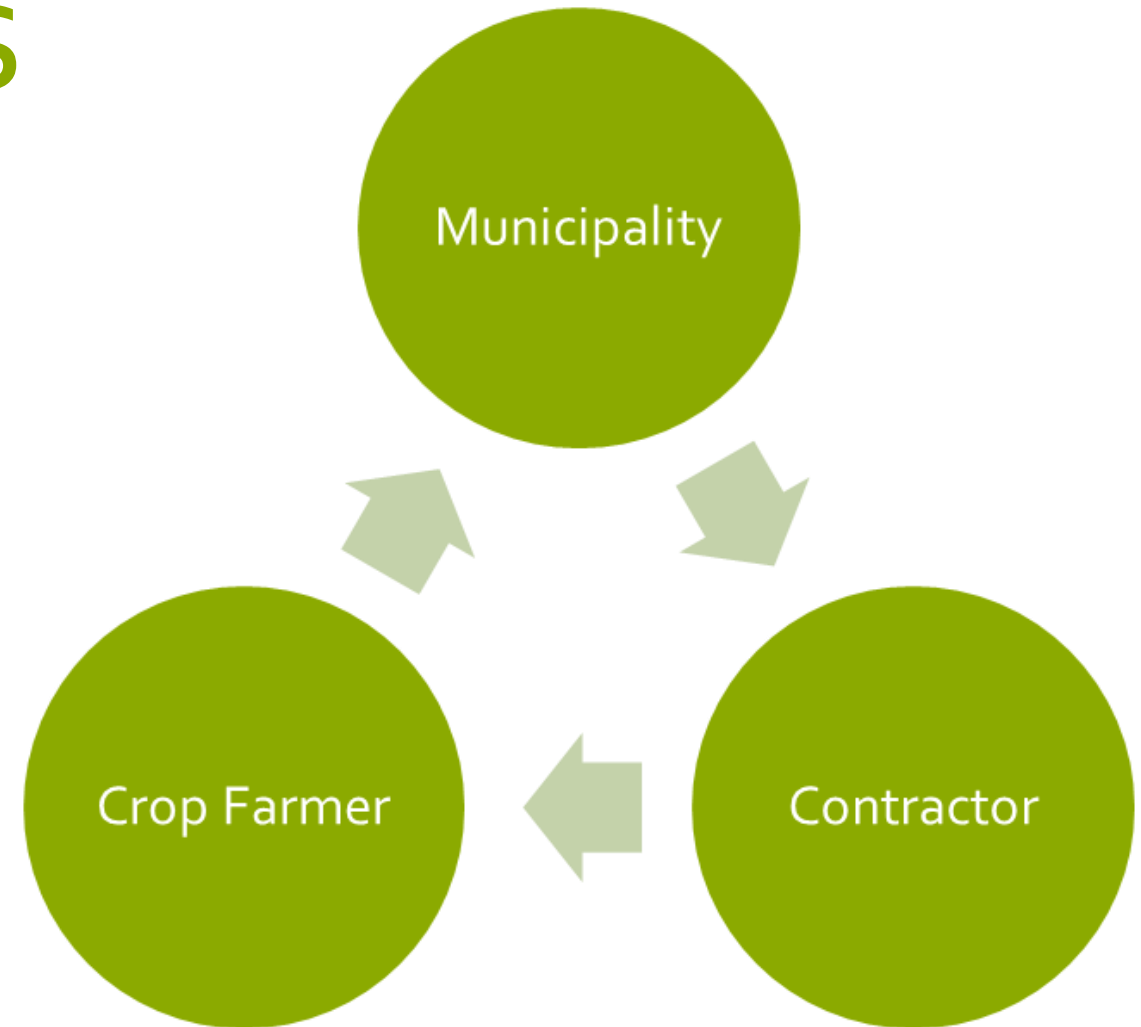


Background

- 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?