



News & Views

A Monthly Publication Dedicated to the Feed, Seed, Grain and Farm Supply Industries of Wisconsin

WASA Convention

We have a great program lined up for you. We have John Phipps, ag columnist and host of the *Ag Day* television program, as well as a popular speaker from a couple years ago, Elwynn Taylor, Iowa state agricultural climatologist. Also included will be breakout speakers on a variety of topics including Mark Gold, a trader from the Chicago Board of Trade giving his analysis of where the grain markets are headed in the coming year. We also have Dr. John Lawrence, Director of the Iowa Beef Center at Iowa State University. Dr. Lawrence will provide a fascinating presentation on how biofuels and transportation costs are transforming and moving livestock and grain markets across the country. This is a presentation you won't want to miss.

As a special part of the program this year, we will have faculty members from both Kansas State and Texas A & M Universities providing the first half of a feed mill profitability workshop. (The second half of the program will be presented on March 4 at the Kalahari Resort.) This program will be limited to 40 individuals and will take place during the convention's Thursday afternoon and Friday morning sessions. This is a very hands-on program that will include computer instruction (attendees are required to provide a laptop computer to use during the class). The additional fee for this program covers both the Feed Mill Profitability program, as well as registration for the balance of the convention and trade show program. Please be aware, this program is not for the person that works the mixer. It is solely intended and designed for the general or feed division manager or the owner of a feed mill. This is a high level seminar meant to provide management with the tools to analyze current feed mill operations and make them more efficient and profitable. In

addition, attendance in this class is by pre-registration only. No walk-ins will be allowed.

And we have repeated a crowd pleaser from last year; following the Taste of Elegance on Thursday evening, we will have a WASA members-only reception and hospitality room. This event is sponsored this year by Ag States Agency. Last year, we heard from many happy attendees and we expect more of the same this year.

And don't forget, the day before the Convention starts, we hold our annual safety day. This year we will be focusing on safe bin entry and rescue procedures, as well as fire prevention at this year's Safety Day.

The training will be presented by qualified personnel who have special knowledge, skills and expertise in responding to grain bin entrapments as well as in preventing and fighting grain facility fires. The trainings will include hands-on experience using a unique mobile bin training system pictured above.

Both classroom and hands-on training sessions will be held inside the warmth of the Kalahari convention center. This exact program has been presented in other states and has received great reviews by attendees. We encourage you to consider sponsoring one, or more persons from your local fire department so they can attend along with your own employees.

Remember, this is a chance to mix business with pleasure, learning and having some fun at the same time. We hope to see you there.

Stolen Grain

We have already shared with most of the membership an incident that occurred earlier in the month in which a member became suspicious of the true ownership of grain that was being delivered to their facility. The General Manager of the facility

purchasing the grain grew suspicious regarding this first-time customer because of several points. First, the seller was from out-of-state, and secondly, the loads that were delivered (supposedly from out-of-state) physically couldn't have made the "turn times" the trucker alleged.

The GM called local law enforcement and explained the situation to them. They were skeptical of the situation as well, but there was no proof, only suspicions. WASA was subsequently called and we worked with the member the Wisconsin Department of Agriculture, as well as the trucker's home state Department of Agriculture.

To make a long story short, we wrote a letter to the in-state grain licensed membership detailing this issue and giving them a "heads up." We had no details of the specific commodity or state of origin of the trucker. Subsequently, we received a call from another member who having read the letter informed us their facility had a quantity of grain stolen. One point led to another, coincidences built up, and it became clear that we should put the two members in touch with one another, which we did. Currently, this case is actively being investigated by two state's law enforcement authorities regarding suspects in the case and, hopefully, we'll be able to report a resolution to the case soon.

But, once again, given the high prices for grain, please be aware that grain thefts are on the rise. The simplest way to solve a problem is to keep it from happening in the first place. The easiest way to do that is to know your customers and to make sure you secure your facility. Securing your facility doesn't have to mean turning it into Fort Knox. There are simple low-cost items you can, and should already be doing. For example; lock the doors (you'd be amazed how many folks don't); put lockouts on loud-out machinery; turn some yard lights on; and confront any unknown visitors to your site.

Who Pays for PPE? ■

The Occupational Safety and Health Administration (OSHA) recently published a final rule on who pays for personal protective equipment (PPE). This final rule becomes effective on Wednesday, February 13, 2008, and must be implemented by all employers by May 15, 2008.

Under the rule, all required PPE, with a few exceptions, must be provided at no cost to the employee. Employers must implement the PPE payment requirements no later than May 15, 2008. The rule does not specify the method that employers must use to pay for PPE. Many employers use allowances or reimbursement systems, or maintain a stock of PPE and hand it out to their employees. All these methods are acceptable, as long as the employee receives the PPE at no cost.

Examples under the new rule employers do NOT have to pay for:

- Non-specialty safety-toe protective footwear (e.g., steel-toe shoes/boots)
- Non-specialty prescription safety eyewear
- Sunglasses/sunscreen
- Sturdy work shoes
- Lineman's boots
- Ordinary cold weather gear (coats, parkas, cold weather gloves, winter boots)
- Logging boots required under Sec. 1910.266(d)(1)(v)
- Ordinary rain gear
- Back belts
- Long sleeve shirts
- Long pants
- Dust mask/respirators used under the voluntary use provisions in Sec.1910.134.

Examples under the new rule employers DO have to pay for:

- Foot protection
- Special boots for longshoremens working logs
- Rubber boots with steel toes
- Shoe covers--toe caps and foot guards
- Non-prescription eye protection
- Prescription eyewear inserts/lenses for full face respirators

- Prescription eyewear inserts/lenses for welding and diving helmets
- Goggles
- Face shields
- Laser safety goggles
- Fire fighting PPE (helmet, gloves, boots, proximity suits, full gear)
- Hard hats
- Hearing protection
- Welding PPE
- Non-specialty gloves: Payment is required if they are PPE, i.e. for protection from dermatitis or severe cuts/abrasions. Payment is not required if they are only for keeping clean or for cold weather (with no safety or health consideration).
- Rubber sleeves
- Aluminized gloves
- Chemical resistant gloves/aprons/clothing
- Barrier creams (unless used solely for weather-related protection)
- Rubber insulating gloves
- Mesh cut proof gloves, mesh, or leather aprons

If you have any questions on how this new rule could affect your operations, feel free to contact the WASA office at your convenience. To obtain the complete text of the OSHA standards, go to the OSHA website home page at: www.osha.gov.

Injury & Illness Log Due

A Summary of Work-Related Injuries and Illnesses (OSHA 300A) for calendar year 2007, must be completed, certified by a "company executive" and posted in the workplace, from February 1 thru April 30, 2008.

For purposes of certifying the 300A, OSHA defines a company executive as one of the following: an owner of the company; an officer of a corporation; the highest ranking official at the establishment; or the immediate supervisor of the highest ranking official working at the establishment, if this person is headquartered off-site.

You can download a copy of the recordkeeping forms and instructions, from the OSHA website at:

www.osha.gov/recordkeeping/pub3169text.html

DOT Safety Audits

In addition to the requirement that all motor carriers obtain a USDOT ID number, The Federal Motor Carrier safety Administration is required to perform a safety review on all carriers to establish their Safety Rating. While these reviews have typically been done on those carriers with a history of out-of-service inspections and/or vehicles accidents, we are aware of the inspections also being done on carriers with good records. This is especially the case for those carriers that have not updated their carrier information within the past two years, as required.

As a motor carrier, you are required to maintain files on your commercial motor vehicles (CMVs) and your drivers. It is important to point-out that: a CMV includes trucks and trailers over 10,000 lbs.; and an employee does not need to hold a CDL to be considered a "driver."

While the required files can be maintained in either an electronic format on your computer or in folders in a cabinet, they must contain specific information. Failure to maintain the files as required could result in significant penalties and fines for both you and your drivers.

For more information on what is required in the driver and CMV files, along with how to review and update your company information on-line, please contact the WASA office at your convenience.

Looking Down the Road

- Jan. 23** **WASA Safety Day**
Kalahari Resort, Wisconsin Dells
- Jan. 24 & 25** **WASA Annual Convention & Trade Show**, held in conjunction with the Wisconsin Corn/Soy Expo
Kalahari Resort, Wisconsin Dells
- Mch. 4** **Feed Profitability Workshop, Part 2 (Part 1 will be held during the Convention and Trade Show)**
Kalahari Resort, Wisconsin Dells

Route:

- General Manager
- Feed Department
- Grain Department
- Agronomy
- Safety Director
- Personnel
- _____

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**The WASA office will be closed on
Dec. 24 & 25 and Dec. 31 & Jan. 1,
in observance of the Christmas and
New Year's holidays, respectively.
We wish you a happy and joyful time
with your family and friends during
this time.**

