

CUSTOMNews

Representing Custom Farming in Wisconsin | SUMMER 2020



From left: Zach Bemis, Dan Wiese, Peggy Coffeen and Ed Liegel at the 2020 Forage Symposium.
Photo by Tracey Leeder.

Hemp provides diversification options

By Mary Hookham for WCO

As hemp production becomes more popular and streamlined in Wisconsin, WCO is exploring the crop itself and the services the surround it as a possibility for custom operators. The 2020 Forage Symposium offered a panel of hemp farmers, processors and experts to discuss current hemp-related laws and growing practices.

Zach Bemis, attorney with Godfrey & Kahn, S.C. of Madison, explained how farmers could diversify with hemp to boost their bottom line. He warned that despite some movement forward in the industry with the 2014 farm bill, hemp regulations are still being developed.

"Wisconsin has gone a long way to remove a lot of the risk for growers,"

Bemis said.

He feels confident growers have enough guidelines and regulations to be successful when producing hemp but said it pays to keep an eye on legislation. The nature of the industry is to draw in other industries where farmers can sell their product and simply look for other hemp-related opportunities, which is another aspect of the industry to watch, he said.

"It's amazing how many different facets of the Wisconsin economy are getting pulled into this industry," Bemis said. "There's enough regulations in place that I think people can make a good go of production and have the certainty they need, but what I think this industry is

INSIDE:

President's Cab.....	2
Policy center.....	2
Remembering Keith Bolsen.....	4
Sanitize equipment.....	6
WCO sponsors.....	8
Membership incentive.....	9
WCO Mini-grant program.....	10
Permit links.....	12

UPCOMING DATES:

WCO Mini-grant program
Accepted on a rolling basis

WCO board meeting
July 21, via Webex

Forage Symposium
Feb. 15-17, 2021
Chula Vista, Wisconsin Dells

CONTACT WCO:

execdir@wiscustomoperators.org
(608) 577-4345



From the President's Cab

By Bryce O'Leary



Hello everyone, the world never stops turning and things are always happening, some good, some not good. Every day the news is full of stories of election news, Covid19, protests, riots and unrest. Yet

farmers go about their business doing their work at times for little or no pay and even less respect. If you take a road trip through the countryside, you will notice that manure was hauled, crops were planted and first hay crop was put up timely. This was all done by people who enjoy what they do, take pride in their work and at the end of the day, can watch another sunset feeling proud of their accomplishments.

In April, I worked the primary election as I have for the past 18 years. In our town this past April, we had nearly 300 mail-in ballots out of 1800 registered voters. Of these, one third were filled out wrong and would not be accepted by our voting machine. It takes three poll workers to inspect those ballots, remake them to make sure the ballot is being voted exactly as the original. The average cost of a mail-in ballot is \$3.50, while in-person voting is about 50 cents. I am talking about this because it is important to make sure if you vote absentee, be sure to use black ink and don't mark anywhere but the candidate you are voting for.

Soon we will be going strong on fall harvest, manure hauling and field work. As you organize your plan this year, you need to add the task of sanitizing the operator station of equipment if you have different people operating the equipment. We want everyone safe and healthy.

Finally, I will close with this, during tough times I have always listened to music as a way to think and refocus. With everything that is going on in the world right now, the song I have listened to many times this Spring is a cover of the Simon and Garfunkle song *The Sounds of Silence* by the group Disturbed. Look up their adapted version on YouTube *Sound of Silence - World in Lockdown due to Covid 19* - you will be very moved. 🇺🇸

-Bryce

Policy center *issues to watch*

Ag related bills and regular legislative session In early March, a package of ag bills to help rural Wisconsin passed the Assembly. These bills were ready for a Senate vote when the Coronavirus crisis led to a temporary adjournment of the Senate session. The session, however, never happened as the state focused on COVID19 and social unrest. The capitol was eventually closed and the session cancelled.

What to expect for 2021 budget planning: In January, the legislature will begin to craft a budget repair bill to address the losses caused by COVID19. Any additional spending, like funding for transportation, will not be addressed. While this will be frustrating, it is expected given the situation. WCO has some ideas for streamlining Farm Service CDL's, which would be cost-neutral, that we will continue to suggest to legislators. 🇺🇸

Welcome new members!

These individuals/sponsors joined WCO from March 2020 - July 2020

Keith Gundlach – Gundlach Agriculture Consulting LLC

Mark Meyers, Ledgeview Custom Services LLC

James Degeneffe, Ledgeview Custom Services LLC

Christopher Lisney

Paul Salm, Salm's Custom Harvesting

Austin Naber, Spotted Angus Beef LLC

Forage Symposium Feb. 15-17

There is a tremendous amount of uncertainty for fairs, conferences and meetings, even as we look into 2021. However, at this time, plans are moving forward for the Forage Symposium as normal. We will keep you posted with any updates. We already have several speakers confirmed and we hope to offer you another great event. Registration opens early December. **Mark your calendars for Feb. 15-17** again at the Chula Vista in Wisconsin Dells. This event is a WCO, MFA and PNAAW partnership. 🇺🇸



Hemp (continued from p. 1)

really craving is more certainty.”

Wisconsin growers cautioned farmers in attendance to beware of the extra work involved in growing hemp. They also advised farmers to secure a buyer for their product prior to planting and have at least two back-up plans.

Dan Wiese of Ledge Rock Hemp in Greenleaf, Wisconsin got involved in hemp production because of his curiosity, but he says hemp production requires focus and money.

“Size yourself up by the amount of money you won’t need back for awhile,” Wiese said. “Get a set of blinders, wear them and focus.”

Ed Liegel of Driftless Extracts of Lone Rock, Wisconsin experiences the pain-relieving benefits of hemp every day. He consumes the product for diabetes and arthritis relief.

“I would never stop taking this,” he said.

Green Bay hemp producer Peggy Coffeen said although the production of the crop is intense and labor is all completed by hand, she believes there are opportunities for direct marketing in the future. She said producing a quality product is crucial for traceability as well.

“Consumers continue to want to know where their products are coming from,” she said.

Coffeen and her husband own and operate their own product brand called Pri CBD. They produce and process their own products and market them to help customers with stress, fatigue and pain. Their products are delivered with a personalized prayer card based on Galatians 5:22 in the Bible.

Growers continue to learn about the benefits of hemp production not only for the consumer demand but also for soil

health. Some producers are using it in their crop rotations, said Liegel.

“Hemp removes toxic chemicals from the soil and naturally fights mold,” he said. “It’s revitalizing, recyclable and sustainable.”


Wiese warns that consumers need to watch out for themselves during random drug tests. “It’s buyer beware,”

he said. “The Food and Drug Administration (FDA) has set guidelines but the products have always been marketed as dietary supplements.”

Bemis warned that lost revenue is a major risk but said interest in growing it in Wisconsin last season was impressive with 1,200 growers licensed. Only about 800 to 900 growers actually planted hemp, he said.

“A gap remains between issues with the FDA and where the public interest lies on this issue,” he said.

WCO President Bryce O’Leary from Janesville, Wisconsin enjoyed the panel presentation and discussion



The majority of Wisconsin Hemp is planted and harvested by hand, however, mechanized production is gaining popularity.

on hemp production. He can clearly see growing it requires being very careful, working hard and securing buyers before the plants are in the ground, he said.

“You have to be careful what you’re getting so you can get a product you can sell,” he said. “But it’s a crop with a ton of potential in Wisconsin.” 🇺🇸



A small business with a BIG reach!

- All-natural microbial inoculant
- Proprietary combination lactic acid bacteria, bacilli and enzymes
- Competitive prices, superior product and customer care

Learn more at multisile.com

In memory of Dr. Keith Bolsen



On Friday, May 29, 2020, Dr. Keith K. Bolsen passed away suddenly at his Spicewood, Texas home.

He is survived by his beloved wife, Ruthie Bolsen; his daughter and son-in-law, Krista and John Corkill; his sister, Drusilla Bolsen Hollingsworth and her husband, John; five grandchildren and 11 great grandchildren; He is preceded in death by his parents, Henry E. Bolsen and Faye Kearney Bolsen, and his sister Marjorie Blazer.

Keith was a professor emeritus of

Cattle Nutrition in the Animal Sciences & Industry Department at Kansas State University in Manhattan. He was born May 22, 1943, and was raised on his parent's grain and livestock farm near the small town of Bement, Illinois. Keith received his BS and MS degrees in Animal Science from the University of Illinois in 1966 and 1967, and he received a PhD in Cattle Nutrition from the University of Nebraska-Lincoln in 1971. Keith was also an emeritus director on the board of a bible and agriculture college in Les Cayes, Haiti.

Keith began a 32-year teaching and research career at Kansas State University in 1971, where he focused

on performance of growing cattle fed silage-based rations, agronomics of silage crops, silage fermentation and additives, storage losses and the application of a team approach to silage management. He taught two principles of livestock feeding courses and a silage technology course, and he served as the major professor for 39 graduate students who earned 28 MS and 19 PhD degrees at K-State.

Keith conducted research on silage additives and the ensiling of tropical forages during sabbatical leaves at the Grassland Research Institute in Hurley, England in 1978, the Volcani Institute in Bet Dagan, Israel in 1993, and the Dairy Training and Research Institute at

SCHERER PROCESSORS FOR THE 8000 SERIES FORAGE HARVESTERS

FEATURES

- ▶ 50% DIFFERENTIAL ROLL SPEED
- ▶ OIL LUBRICATED BEARINGS
- ▶ HINGE OPEN-STYLE DESIGN
- ▶ ROLL ASSEMBLY UNITS
- ▶ TWIN CUT SLEY ROLLS
- ▶ COMPLETE REPLACEMENT ROLL ASSEMBLY
- ▶ SCHERER SENTRY 2.0 TEMP MONITORING SYSTEM



CONTACT YOUR LOCAL
JOHN DEERE FORAGE PRO DEALER



BETTER STORAGE BETTER FORAGE



Find your local dealer or learn more at:
AG-BAG.COM • AGBAGPLASTIC.COM
(800) 334-7432

the University of the Philippines at Los Banos in 1994. Keith lectured on silage technology in over 40 countries.

Most people knew Keith as The Silageman™ and he probably had his hands on and evaluated more silage than anyone else since 'ensilage' was introduced into the Western Hemisphere in 1870s. Keith retired from K-State in June, 2003. He was active sharing his silage management expertise and philosophy in numerous national and international programs and conferences.

In 2017 Keith and Ruthie founded the Keith Bolsen Silage Safety Foundation, and he embraced his mission to make everyone aware of how to work safely around silage; sending everyone home safe during harvest while managing it. His tireless energy and perseverance in delivering this message is unrivaled. Ruthie and the Foundation board of directors will develop a plan for the organization going forward in the next months. 🇺🇸



**WHETHER YOU'RE IN THE NEW CAB
OR OFF THE FARM,
YOU'RE IN CONTROL.**

The new AFS Connect™ Steiger® puts power and productivity at your fingertips. The all-new cab is designed to provide for maximized comfort and connectivity. And with the all new AFS Pro 1200 display and AFS Vision Pro operating system, you get the full AFS Connect experience no matter if you're on or off the farm. Visit your local dealer to see how the AFS Connect Steiger gives you the freedom to farm your way.



All rights reserved. Case IH is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.V., its subsidiaries or affiliates. www.caseih.com

CASE IH
AGRICULTURE

OWN A KRONE



Ask your dealer how you can get
LOW MONTHLY PAYMENTS



**Applying Innovation
Delivering Customer Service**



4103 & 5105 liquid or dry systems, 5105 drag hose



2334 merger



oxbo.com 800-628-6196     



BRILLION, WI
920.989.1517

LENA, WI
920.829.5131

BEAVER DAM
1-800-468-5009

CLAAS

Staying safe in the cab during the COVID-19 pandemic

By John Shutske, Extension Agricultural Safety and Health Specialist



Lately, questions have come up for minimizing risk for those who operate farm tractors, trucks, and other enclosed ag equipment—especially when the same machine is being operated over the course of a day or work week by multiple people.

When you have employees or others who might be trading off and using the same machine it's important to minimize risk. Even if a person appears healthy, shared equipment should be cleaned between operators.


Every operator should start each workday/shift with clean

and laundered clothing. Everyone should shower since their last contact with the "public" and/or since their last work shift.

Between operators – if possible, leave cab windows/doors as open as possible (as long as the machine is parked in a secure location). Wind blowing through the cab will help clear and clean the air in the cab.

As you approach a vehicle to begin a day or shift – consider EVERY part/location that might have been touched by the last operator – this includes handholds, fuel tank caps, ladders, oil dipsticks and door handles. These should be wiped down thoroughly. Also consider

Continued on next page



FENDT
fendt.com | Fendt is a worldwide brand of AGCO.

YOU'LL BE GLAD YOU DIDN'T SETTLE FOR LESS.

Save up to \$25,000* when you pre-order a Fendt® tractor.

Visit **McFarlanes'** or give our team a call to schedule your demo.

McFARLANES'
RETAIL & SERVICE CENTER
Member - McFarlane Mfg Family of Businesses

**780 Carolina St.
Sauk City, WI 53583
www.mcfarlanes.net
608.643.3321**

*See dealer for details. Offer subject to change. Subject to availability.
©2020 AGCO Corporation. Fendt is a worldwide brand of AGCO Corporation. AGCO and Fendt are trademarks of AGCO. All rights reserved.



Each vehicle should be stocked with cleaning gloves, sanitizer, spray cleaner, wipes and rags to clean in between employees.

Continued from previous page

wiping down hitches, wagon tongues, and hitch pins on equipment. When cleaning, wear waterproof protective gloves – then remove and store these carefully when cleaning is complete both inside and outside the operator's station.

Several options exist for cleaning. The virus is broken down with soapy warm water and a wet towel/cloth. Some operators are using antibacterial "wipes" or other commercial spray cleaners. Another option that kills and breaks down the virus is a diluted bleach/water solution. CDC recommends 1/3-cup of household bleach per gallon of water OR 4 teaspoons of bleach per quart of water applied generously through a spray bottle. Bleach/water solution should only be applied to hard, non-porous surfaces. When bleach-water solution is used, it should be sprayed on and allowed to dry. Never apply bleach directly to cloth, fabric, electronic components, the operator's panel, touch screens, etc. While bleach/water is effective against the virus, it may permanently stain clothing and other fabric or damage some components in the cab.

Wipe down EVERYTHING that may have been touched, sneezed or coughed on, or otherwise exposed to the previous operator. This includes the steering wheel, throttle, all levers/controls, knobs on heater/AC, door handles, window levers, etc. Again, warm soapy water or other disinfecting products are recommended. Windows can be wiped down with warm, soapy water and then finished with window cleaner.

Do not use harsh cleaners on electronic parts, touch screens or other components. Check the operator's manual. Consider



carrying a pocketful of cleaning wipes that have isopropyl alcohol (which kills the virus) to wipe down these parts. Also, use these wipes to frequently clean your eyeglasses (including sunglasses) and your smartphone.

Once things are wiped down in the cab and you are ready to roll, remove and store protective gloves and use some gel or foam hand sanitizer. If you keep hand sanitizer in the cab (recommended) – keep it out of direct sunlight and know that over time some of the alcohol will evaporate (even though it is sealed) – so replace often.

Consider more frequent cab air filter changeouts – most air handling systems are bringing in and filtering outside air. While there are no known concerns about these filters spreading virus, air movement in the cab during operation is important and a clean filter will help insure maximum airflow and comfort for the operator.

With all of these precautions, some operators are also purchasing and using a bundle of thick cotton work gloves they can wear throughout the day – changing

gloves frequently between tasks (like hitching/unhitching) or touching any surface not known for sure to have been cleaned. Used and dirty cotton gloves can then be thrown into a sealed plastic bag and laundered each night with other work clothes. Do not use cloth gloves for tasks that involve liquids/wet conditions. Never use leather gloves for virus protection – they cannot be laundered and could harbor the virus. Waterproof gloves will also provide protection and should be used during cleaning but are not durable and are not comfortable for long term use for most people.

While hand sanitizers and gloves do help by killing or reducing contact with the virus, nothing beats handwashing. Wash with soap, warm water, and scrub hands thoroughly for at least 20 seconds. Dry with a CLEAN paper towel.

Staying safe and healthy during these times require that you think like a "CSI investigator" and consider how and where the virus might spread. It takes a little bit of extra work and care, but your health is vital, and our growing world population needs you! 🇺🇸

MOW. CONDITION. REPEAT.



KUHN

FC 3525 DF & FC 10030 D TRIPLE MOWER CONDITIONERS

- Protectadrive® protects cutterbar from damage by major field obstacles
- Lubed-for-life Optidisc® cutterbar and Fast-Fit® blades
- Industry leading suspension and flotation for ultimate ground adaption
- Complete direct drive eliminates belts and routine adjustments



Up to 32'6" of cutting and conditioning in one pass

INVEST IN QUALITY®

www.kuhn.com

Thank you 2020 sponsors

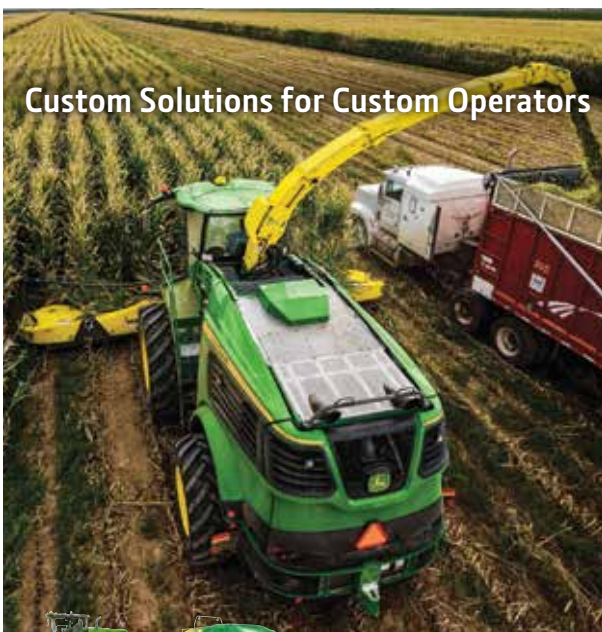
Platinum:



Gold:



Custom Solutions for Custom Operators



JOHN DEERE

JohnDeere.com/CommercialHay

Silver:

Frontier Ag & Turf

Ritchie Implement

Lallemand Animal Nutrition

Vita Plus

Riesterer and Schnell

Membership incentive program

Don't forget - WCO has a membership incentive program! If you sign up a new member you receive \$25 towards your 2021 membership. Sponsors can participate also. Simply list your company name on the "referred by" line and earn money towards your 2021 membership or sponsorship.

Incentive not to exceed cost of membership or sponsorship. Help WCO grow our membership base!

Welcome to WCO

General Members (\$50/year) derive their income (whole or part) from custom farming. Receive full voting rights and featured on website with business information.

Associate Members (\$50/year) support the custom farming industry, but do not engage in custom farming themselves.

Name: _____

Business Name: _____

Address: _____

City: _____ State: _____

Email Address: _____

Website: _____

Home Phone: _____

Cell Phone: _____

Membership Type: _____ General _____ Assoc.

Amount Paid: _____ Date: _____

Referred By: _____

**Please return membership form
with payment to:**

Wisconsin Custom Operators, Inc.
PO Box 567
DeForest, WI 53532
Join and pay online at
www.wiscustomoperators.org



NO NEED TO COMPROMISE.

NEW HOLLAND
AGRICULTURE
EQUIPPED FOR A NEW WORLD™

New Holland FR Forage Cruiser models feature powerful engines tuned expressly for forage harvesting, the widest cutterhead and crop processor in the industry for maximum throughput, and a cab that feels more like a home office. There's no need to choose between high capacity and high quality - choose a New Holland Forage Cruiser. Learn more at www.newholland.com/na

©2016 CNH Industrial America LLC. All rights reserved.



SWIDERSKI EQUIPMENT INC. SEI
Mosinee Wausau Thorp Antigo Waupaca

**YOUR PARTNERS
ON THE JOB**

**Game-changing feed quality
for winning herds.**

**Stop by to see the FR Forage Cruiser firsthand
or give Team Swiderski a call today!**

Mosinee 715.693.3015 • Wausau 715.675.2391
Thorp 715.669.5255 • Antigo 715.623.4668
Waupaca 715.258.3266

swiderskiequipment.com

WCO launches Mini-grant program

New this year, WCO created a mini-grant program designed to provide smaller, more flexible awards to assist with important projects or programs that will benefit the custom farming community and the ag community as a whole.

The WCO board feels strongly that it is important to invest in great people and innovative ideas. Thanks to the support of WCO members and sponsors, the organization is in a strong financial position and it's important to put those dollars to good use. To learn more about the mini-grant program and to download the application, go to wiscustomoperators.org and click the "about us" tab.

Timeline:

Applications are accepted on a rolling basis. The first grant cycle began in February 2020 at the WCO Annual Meeting at the Forage Symposium.

Project funding:

Awards range from \$500-\$5,000. Funding is available as soon as application is approved by the WCO Scholarship and Awards Committee. Funds are distributed as follows: 50% upon application approval and 50% upon receipt of final report.

Deadline:

Applications are accepted on a rolling basis.

Project duration/final report:

Final reports are due by Dec. 31 of the year following the award. Awardees may be required to present project at Forage Symposium or other alternative venue if unable to present at Symposium. Final reports and photos will be used as newsletter content.

Selection priority:

Priority is given to projects that:

- Directly benefit the custom farming community
- Involve custom farmers or clients of custom farmers
- Involve post-secondary student research or organization opportunities
- Emphasize farm safety and health, leadership, teamwork, sustainability, innovation or community involvement

Who can apply:

- University/technical college faculty, staff, students, student organizations
- Non-profit organization, with an IRS status of 501(c)(3) or (c)(5)
- Others as deemed appropriate by

the WCO Scholarship and Awards Committee

Examples of programs we will consider funding:


- Funding for student researchers or other staff as part of larger project
- Costs associated with hosting an event, research symposium, farmer meeting etc.
- Speaker travel, per diem, honorarium, continuing education or other expenses
- Incentive funds for farmers/custom farmers to try new practices

What we will not consider funding:

- Political or social organizations
- Endowments
- Artistic or religious programs
- Loans, start-up expenses or seed capital funding for private businesses
- Building projects

Grant criteria:

The WCO Scholarship and Awards Committee will evaluate proposals based on shareability, replicability, leadership, impact etc.

Contact us with any questions at (608) 577-4345 or execdir@wiscustomoperators.org 

Please send your photos to WCO

Photos featured in the *Custom News* are taken by staff or submitted by members and sponsors. We are always looking for high quality images of custom farmers in action. We do our best to feature multiple brands of equipment and diverse custom farming practices.

Please e-mail your high-resolution images (1MB or larger) to execdir@wiscustomoperators.org and we will be sure to feature you on our social media channels and in our publications. Thank you in advance!



Put Your Business in the Driver's Seat.

It's time to drive more business in your direction. With up to 10.5% greater throughput, superior chop quality, 10% better fuel economy, and 25 mph between fields, JAGUAR 990TT and 960TT deliver more for your bottom line. Built around the industry's only factory-fitted tracked undercarriage, these machines also give you greater stability on slopes, unmatched traction in muddy conditions, and headland protection that reduces grass cover damage – keeping you working when others call it quits.

CLAASclaas.com

Dairy & Ag Specialists

*Equipment & Farmstead Sales
Equipment Service & Parts
Facility Design
Manure Handling & Processing
Equipment Rentals
Grain Handling
Irrigation*

W4666 State Hwy. 85 | Durand, WI | 715.672.4263
36275 Tower Drive | Whitehall, WI | 715.538.1495
www.komrosales.com



Strong Microbes for a Stronger World

Premium Inoculants

Forage • Corn • Dry Hay (up to 26%)

- Available in Organic or Buchneri
- Highest concentration of CFUs
- 3:1 Return on Investment
- Great Customer Service!
- Safe for All Animals
- Made in the USA
- No Corrosion

SuperDFM= Premium Probiotics

HoneyBee • Poultry • Dairy • Steer

StrongMicrobials.com 920-251-5916



PO Box 567
DeForest, WI 53532

wiscustomoperators.org

“Even if a person appears healthy, shared equipment should be cleaned between operators... your health is vital, and our growing world population needs you! ”

-John Shutzke. Read his article on p. 6

To complete your no fee IoH/Ag CMV permit applications
(Required as of January 1, 2015), go to
wisconsin.gov and search “no fee ag permits”

Questions about IoH definitions and rules? Go to
wiscustomoperators.org/resources