



Iowa Commercial Nutrient Applicators Association
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Dear Commercial Applicators:

The Iowa Commercial Nutrient Applicators Association (ICNAA) is excited to announce a special opportunity to renew your membership, or become a first-time member. ICNAA will refund your admission fee to the World Pork Expo by reducing your 2012 membership dues by \$15.00. ICNAA is working with several World Pork Expo vendors in order to make this opportunity possible. During the Expo stop by a designated vendors' booth (Stutsman, Puck Enterprises, Nuhn, Hydro Engineering, or Midwest Labs) and make a check payable to ICNAA for your 2012 membership dues. Annual dues for a voting commercial applicator member is normally \$100/year, but for this promotion you'll receive \$15 off your 2012 dues and only have to pay \$85.00.

ICNAA is continuing to promote our industry with the Iowa Legislature, IDNR and other regulatory agencies, environmental organizations, and the general public. Recently the Association worked closely with the Iowa Department of Transportation on a bridge study, and we're looking forward to future projects with the agency.

For the last two years, ICNAA has been providing another opportunity to obtain your Commercial Certification, in cooperation with Iowa State University, by having a live event at the Agribusiness Showcase and Conference. During the training applicators can interact with and ask the presenters questions. We would like to continue these training sessions and certification option with your support.

ICNAA is also working on some insurance possibilities for our members. Concerns we've heard from our members are lack of knowledge on their operations, types of coverage that is needed, and what should be covered on a claim. Wouldn't it be great if a company would look at our members, and if certain criteria are met, provide them coverage that ICNAA helped develop specifically for our industry? Currently we are exploring companies and options. If you work with an insurance company that has been reliable, provides excellent customer service, and affordable rates, please call the ICNAA office so we may reach out to them.

ICNAA is also working with the 2011 North American Manure Expo in Norfolk, Nebraska. Mark your calendars for July 20, 2011 from 7 a.m. to 5 p.m. This will be a great event to see the latest in application equipment, industry innovations, technology demonstrations, and educational events. For more details and registration, please go to: www.manureexpo.org.

Commercial applicators are well aware that our industry is strictly scrutinized and heavily regulated; however, without representation our voices won't be heard. ICNAA would like your support to continue be a unified voice for our industry. We also would like to continue our work with IDNR and Iowa State University to provide additional educational opportunities and certification training. We look forward to bringing new possibilities to our members.

Stop in at a vendor and get your 2012 membership at a discounted price and enjoy the Pork Expo.

Sincerely,

Tony Sents
ICNAA President