

TRAINING BULLETIN 2014

Michigan Department of Environmental Quality
Resource Management Division
Septage Waste Program and Continuing Septage Education

2014 Pumper & Cleaner Environmental Expo International

Location: Indiana Convention Center
Indianapolis, Indiana

DATE: February 24th to February 26th, 2014

TIME: 8:00 A.M. – 5:30 P.M.

COURSES: The following courses are approved for Continuing Septage Education (CSE) credits:

**Monday, February 24, 2013
Concurrent Sessions (Maximum Possible CSE = 6)**

PSAI Room 136-138

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Preventing Tank truck Rollovers	John Conley
1.0	9:30-10:30	Visions of the PSAI & the Education Initiative	Jeff Wigley & Todd Hilde
1.0	11:00-12:00	Industry Image	Sarah Nasby & Nancy Gump
1.0	1:30-2:30	State of Global Sanitation	Steve Brinton & Rajeev Kher
1.0	3:00-4:00	What's New with OSHA Safety Requirements	Anthony Kuritz
1.0	4:30-5:30	Introduction to Entering the Federal Government Contracting Arena	Terri Baldwin Flanigan

NOWRA Room 240-242

Site Evaluation & Design of Onsite Wastewater Treatment Systems

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Why Do We Care About Soils?	Randy Miles
1.0	9:30-10:30	Design for Dummies	John Buchanan
1.0	11:00-12:00	How to do a Good Site Evaluation	Randy Miles
1.0	1:30-2:30	Designing for Tough Sites	John Buchanan
1.0	3:00-4:00	Wastewater & Soils: Clean it Up AND Get it to Go Away	Randy Miles
1.0	4:30-5:30	Good Installation for Long-Term User Satisfaction	John Buchanan

NOWRA Room 2 Room 243-245
From Installation to Marketing Your Business & Everything in Between

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Look Out for Gophers! Taking Care of Mound Systems	Sara Heger
1.0	9:30-10:30	ATUs – How to Make Them Work	Tom Fritts
1.0	11:00-12:00	Rest Stops: A Case Study of Challenging Wastewater	Sara Heger
1.0	1:30-2:30	Troubleshooting Onsite Systems	Tom Fritts
1.0	3:00-4:00	Installation Mistakes: How to Avoid & Fix Them	Sara Heger
1.0	4:30-5:30	Marketing & Customer Service for Small Business Owners	Tom Fritts

SSCSC Room 231-233

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Personal Safety	John Chadwell
1.0	9:30-10:30	Understanding the Nuances of a Quality CCTV Inspection Program	Jim Aanderud
1.0	11:00-12:00	In the Trenches with Trenchless Pipeline Repair & Renewal	Mark Hill, P.E.
1.0	1:30-2:30	Nozzle Application: What, Why, Where, When and How?	Duane Johnson
1.0	3:00-4:00	Stop It!	Denis Pollak
1.0	4:30-5:30	Getting the Most Out of Your Combination Unit	Rick Lewis

WJTA-IMCA Room 133-135

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Preparing for Your First High Pressure Waterjetting Job	Gary Toothe
1.0	9:30-10:30	Vacuum Truck Operation & Safety	Gary Toothe
1.0	11:00-12:00	Hydroexcavation: Getting the Best Bang for Your Buck	Neil McLean
1.0	1:30-2:30	Marketing on a Shoestring	Suzan Chin
1.0	3:00-4:00	Getting Some...	Suzan Chin
1.0	4:30-5:30	The Online Marketing Toolbox	Suzan Chin

NAWT Room 234-236

CSE	Time	Topic	Presenter
1.0	8:00-9:00	CSA 2010 Implementation/Impact on Carriers/Drivers	Buddy Mauger
1.0	9:30-10:30	Data Q's: When & How to Challenge	Buddy Mauger
1.0	11:00-12:00	US DOT Update / Recent, Upcoming & Proposed Regulations	Buddy Mauger
1.0	1:30-2:30	What is a Good Septic System Inspection?	Frank Parker
1.0	3:00-4:00	The History of the PSMA Hydraulic Load Process	Ray Erb
1.0	4:30-5:30	Improving Arizona's Inspection Program to Meet Modern Challenges	Kitt Farrell-Poe & Dawn long

NEHA Room 237-239

CSE	Time	Topic	Presenter
1.0	8:00-9:00	DEER in the Headlights	Doug Lassiter
1.0	9:30-10:30	Basic Chemistry of Onsite Wastewater Treatment Systems	A. Robert Rubin
1.0	11:00-12:00	Making the Most of Your Experience: Training & Credentials for Onsite Wastewater Professional	Anthony Smithson
1.0	1:30-2:30	Winners Communicate	Doug Lassiter
1.0	3:00-4:00	Best Available New Technology	A. Robert Rubin
1.0	4:30-5:30	Best Available New Technology: How to Get Your Regulator On Board	Anthony Smithson

NASSCO Room 130-132

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Lessons Learned During Sewer Rehabilitation on Public & Private Property	Scott Belz & Robert Kelly P.E.
1.0	9:30-10:30	Pipe Bursting a Mature & Diverse Trenchless Technology	Matt Timberlake & Matt Werth
1.0	11:00-12:00	Resurgence of Chemical Grout Industry: Nice Business Opportunities	Richard Schantz P.E. & Donald Rigby
1.0	1:30-2:30	Chemical & Biological Control of F.O.G. in a 2,500 Mile Collection Sys	Brian Conroy & Jim Elliott & Rich Schici
1.0	3:00-4:00	Lateral Rehabilitation, What's Available?	Jacob Trapani
1.0	4:30-5:30	Fiber Optic Temperature Sensing Technology for CIPP Cure Quality Control	Don Barnhart

**Room 140-142
Sales & Customer Service**

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Be Always Profitable: Setting up the Sale	Frank Taciak
1.0	9:30-10:30	Be Always Profitable: Your best Sales Presentation	Frank Taciak
1.0	11:00-12:00	Be Always Profitable: Servicing Your Sale	Frank Taciak
1.0	1:30-2:30	Be Always Profitable: Our Attitude to Success	Frank Taciak
1.0	3:00-4:00	7 Things you Should Know About Design, Installation & Maintenance of Precast Concrete Septic Tanks	Claude Goguen P.E.
1.0	4:30-5:30	Grease Interceptors: A Slick Solution to a Greasy Problem	Cyndi Glascock

**Tuesday, February 25, 2014
Concurrent Sessions (Maximum Possible CSE = 3)**

SSCSC Room 231-233

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Don't Fear the Shapefile	Mark Hill
1.0	9:30-10:30	What's Important for Your Company; Is it Size, or Profit or Both?	Duane Johnson
1.0	11:00-12:00	1+1=14: Cleaning & Inspection Equipment Working as on Entity	Jim Aanderud

NAWT Room 234-236

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Be Ready to Land Apply	Bill Toffey
1.0	9:30-10:30	Soils & Cropping Systems	Dave Gutafson & Bruce Fox
1.0	11:00-12:00	Land Application Rates & Nutrient Management	Jim Anderson & Bruce Fox

Customer Svc and Employee Development Room 237-239

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Gen Y + Gen X + Baby Boomers = #@\$%???	Jerard Nighorn
1.0	9:30-10:30	Get & Keep the Best Coworkers	David Heimer, Service Roundtable
1.0	11:00-12:00	Win, Win, Win in Residential Service Contracting	Bill Raymond, Nexstar

Safety Compliance Room 240-242

CSE	Time	Topic	Presenter
1.0	8:00-9:00	OSHA Confined Space & Fall Protection Untangled	Chris Cira, MTech
1.0	9:30-10:30	Air Monitoring Application for the Liquid Waste Industry	Ed Fitzgerald, Jack Doheny Companies
1.0	11:00-12:00	Water Jetting Hose & Nozzle Safety	Nick Woodhead

General Room 243-245

CSE	Time	Topic	Presenter
1.0	8:00-9:00	The Best of Both Worlds	David Roncadori, J & J Chemical Co
1.0	9:30-10:30	Taking the Mystery Out of Vacuum Truck Operation	Bill Akins, Vac- Con Services Inc
1.0	11:00-12:00	The Value of DOT Certification for Vacuum Trucks	Anne Brantley, Wastequip Cusco

Municipal Track Room 130-132

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Take Control of Inflow & Infiltration in Manholes	William Goff, Sealing Systems
1.0	9:30-10:30	DC Water is Utilizing Perma-Liner to Rehabilitate the Nation's Capital	Muminu Badmus, Perma Liner Industries LLC
1.0	11:00-12:00	Nozzle Explanation & Selections	Scott Paquet, NozzTeq Inc

Installer Track Room 133-135

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Septic Tank Bells & Whistles	Bob Smith, Orenco Systems Inc
1.0	9:30-10:30	Aeration Units for On-Site Septic Systems	David Flagg, Moro USA-Septic Services
1.0	11:00-12:00	Understanding ATU, Their Service Requirement, and Maintenance	Doug Dent, Ecological Labs

**Wednesday, February 26, 2014
Concurrent Sessions (Maximum Possible CSE =6)**

Installer Track Room 234-236

CSE	Time	Topic	Presenter
6.0	8:00-5:00	COLE Publishing's Onsite Installer Course	Jim Anderson & Dave Gustafson

Portable Sanitation Track Room 237-239

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Deodorizers & Making the Right Choices	Dale Wallace, Greenway Products by PolyPortables
1.0	9:30-10:30	Oh Shift! Six Future Trends You Must Gear Up For to Complete & Succeed	Beverly Lewis, Beverly Lewis Group
1.0	11:00-12:00	Portable Restroom Service Units	Randy Tischendorf, Imperial Industries Inc

Business Track Room 240-242

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Improving Profitability through Tracking	Clint Smith, CallSource
1.0	9:30-10:30	How Anywhere, Anytime Paperless Operations Save Time & Money	Joel Smith, Clear Computing Inc
1.0	11:00-12:00	Book More Calls – Wow More Customers	Brigham Dickinson, Powerselling Pros

Marketing Track Room 243-245

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Advertising & Marketing for Service Companies	Jeff Bruss, COLE Publishing
1.0	9:30-10:30	Achieving Financial Balance in Your Business	Russ Decker, Trade-Serve
1.0	11:00-12:00	7 Incredibly Effective Ways to Improve Your Sales	Ara Mahdessian, ServiceTitan

Municipal Track Room 130-132

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Sewer Cleaning 101	Ken Billingham, KEG Technology
1.0	9:30-10:30	Underground Coatings – Restore Deteriorated Infrastructure	Stewart Nance-Quadex, Interfit USA
1.0	11:00-12:00	How Small Contractors Can Make Big Money Doing Manhole Rehabilitation	Bill Shook, AP, M Permaform

Liquid Waste Track Room 133-135

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Right Sizing Your Pump System	Jason Reading
1.0	9:30-10:30	Make More Money by Using a Biological Product with Your Services	Mireya Eavey, One Biotechnology
1.0	11:00-12:00	Septic Drainfield Restoration	Mark Reynolds, RCS II Inc

CREDIT: Each of the courses offered above counts toward the continuing education requirements outlined in Section 11703 of Part 117, Septage Waste Servicers, Natural Resources and Environmental Protection Act, 1994 PA 451. All continuing Septage education (CSE) credits will be credited to the designated “responsible agent” for a given Michigan licensed septage firm.

Total maximum CSE hours = 15

COST: Registration fees and other conference details can be found by calling **Cole Publishing at 1-866-933-2653- or at www.pumpershow.com.**

COURSE FEE REIMBURSEMENT

Information on CSE course fee reimbursement can be found on the MDEQ, Septage Program website at:

www.michigan.gov/deqseptage

Registration/Fees: For further information, contact

Course Cancellation/Rescheduling: Some courses may be cancelled or rescheduled due to low enrollment/registration or other reasons. The DEQ is not responsible for any course cancelled or rescheduled by a course sponsor. Course sponsors are strongly encouraged to notify the DEQ and those who have registered for the course in a timely manner when a course is cancelled or rescheduled prior to the date the course is scheduled to be offered. Course attendees from Michigan are encouraged to make adequate consultation with the course sponsor before registering for the course.

For additional information, you may call Mr. Matt Rockhold, DEQ, at 517-284-6540.