

# TRAINING BULLETIN 2015

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

## 2015 Water & Wastewater Equipment, Treatment, & Transport (WWETT) Show

**Location:** Indiana Convention Center  
Indianapolis, Indiana

**DATE:** February 23rd to February 25<sup>th</sup>, 2015

**TIME:** 8:00 A.M. – 5:30 P.M.

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

### Monday, February 23, 2015 Concurrent Sessions Rooms 234-236

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Pre-Trip Inspections	Joe Zito
1.0	9:30-10:30	Hours of Service Overview	Joe Zito
1.0	11:00-12:00	Roadside Inspections	Joe Zito
1.0	1:30-2:30	Environmental Impact Study: Effects of Water Softener on Septic Tank Performance	Eric Yeggy
1.0	3:00-4:00	A Study of Microbiological Induced Corrosion	Claude Goguen
1.0	4:30-5:30	Ask the Expert Q & A	Jim Anderson & Dave Gustafson

### Rooms 133-135

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Ladies & Gentleman: Create Your Personal Brand & Strategic Network for Success in 5 Easy Steps	Suzan Chin
1.0	9:30-10:30	Effective Website Design & Engaging Customers in the Digital Age	Suzan Chin
1.0	11:00-12:00	Tapping into the Power of Social Media & Content Marketing	Suzan Chin
1.0	1:30-2:30	A Trucker's Guide to Washington Speak	John Conley
1.0	3:00-4:00	Cargo Tank Safety & Regulatory Report	John Conley
1.0	4:30-5:30	Compliance with Part 180 & Preparing for a Tank Truck CT Shop Audit	John Conley

### Rooms 140-142

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Hydroexcavation – Tools to Stay Current in a Changing Marketplace	Neil McLean
1.0	9:30-10:30	Maximizing Productivity on Vacuum/Air Mover Projects	Gary Toothe
1.0	11:00-12:00	Waterblast Safety Can Enhance Productivity, Quality, & Profits!	Gary Toothe
1.0	1:30-2:30	Protecting Private Enterprise	Gil Longwell

### Rooms 231-233

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Combination Vacuum Unit Operation Overview	Chris Lopez
1.0	9:30-10:30	Been There, Done That, Got the T-Shirt (Small Business From a Hands-On Perspective)	Jim Aanderud
1.0	11:00-12:00	So You Think You Are the Best? CCTV Inspection In Its Highest Form	Duane Johnson
1.0	1:30-2:30	Avoid the Pitfalls – Trenchless Pipeline Repair & Renewal	Mark Hill PE
1.0	3:00-4:00	Nozzles, Nozzles, Nozzles!	Rick Lewis
1.0	4:30-5:30	Ask the Experts Q & A	Chris Lopez, Jim Aanderud, Duane Johnson, Mark Hill, Rick Lewis

### Rooms 130-132

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Overview of Manhole Rehabilitation Technologies	Tim Beck P.E.
1.0	9:30-10:30	When, Why and How to Defeat Infiltration Cost Effectively	Donald Rigby
1.0	11:00-12:00	New Opportunities in Small-Pipe Relining & Reinstatement	Troy Miller P.E.
1.0	1:30-2:30	Pipeline Cleaning Best Practices	John Manijak
1.0	3:00-4:00	Large-Diameter Pipe & Drain Rehabilitation Technologies	John Moody
1.0	4:30-5:30	Ask the Experts	John Moody, Gerry Muenchmeyer, Lynn Osborn, Tim Back, Donald Rigby, Troy Miller P.E., John Manijak

### Rooms 237-239

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	New Technologies for Non-Potable Water Use Part 1	Dr. Allen Rubin
1.0	9:30-10:30	Rules & regulations with New Technologies & working with Regulators	Anthony Smithson
1.0	11:00-12:00	New Technologies for Non-Potable Water Use Part 2	Dr. Allen Rubin
1.0	1:30-2:30	OSHA Regulations & Smart Business	Doug Lassiter
1.0	3:00-4:00	Sales & Marketing with New Technologies	Doug Lassiter
1.0	4:30-5:30	Ask the Experts	Doug Lassiter, Dr. Allen Rubin, Anthony Smithson

### Rooms 243-245

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Mastering the Busy Season	Beverly Lewis
1.0	9:30-10:30	A Great Customer Experience	Beverly Lewis
1.0	11:00-12:00	Employee Retention & Recruitment	Beverly Lewis
1.0	1:30-2:30	Sizing Guidelines for New or Replacement Sewage Pumps	Deron Oberkorn
1.0	3:00-4:00	Backup Battery & Combination Pump Systems Evaluation & Installation	Alan Schulman
1.0	4:30-5:30	Specifying Pumps: Why Do Pumps Fail?	Jeff Hawks

**Rooms 136-138**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Grow or Go! Why Most Companies Fail to Grow Effectively & What You Can Do To Keep Your Company From Failing	J. Kelly Newcomb
1.0	9:30-10:30	Target Marketing: How to Effectively & Efficiently Grow Your Sales	J. Kelly Newcomb
1.0	11:00-12:00	Effective Branding & How it Can Help Your Business	J. Kelly Newcomb
1.0	1:30-2:30	Business Basics 101	Ellen Rohr
1.0	3:00-4:00	Build the Business You Really Want	Ellen Rohr
1.0	4:30-5:30	Women in Wastewater Roundtable Discussion	Lara Mottolo, Therese Wheaton, Shanna Sands, Joyce Gresh

**Rooms 240-242**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Lobbying	Eric Casey
1.0	9:30-10:30	Field Inspections Part 1	Scott Hetrick
1.0	11:00-12:00	Field Inspections Part 2	James Bell
1.0	1:30-2:30	Septic Tank Safety – Lethal Lids	Pat Mulhall
1.0	3:00-4:00	Time Dosing	Tom Ashton
1.0	4:30-5:30	Ask the Experts	Eric Casey, Scott Hetrick, James Bell, Pay Mulhall, Tom Ashton

**Tuesday, February 24, 2015  
Concurrent Sessions**

**Rooms 234-236**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Septage Processing Introduction: Working with an Engineer	Dave Gustafson P.E.
1.0	9:30-10:30	Analyzing Your Resources: What Goes on Around You is Important!	Tom Frank
1.0	11:00-12:00	Introduction to Odor Control	Tom Ferrero

**Room 231-233**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Soils, Design, O&M: What Every Installer Should Know	Brendan Cory
1.0	9:30-10:30	Best Installation Practices for Trouble-Free Pump Controls	Brett Wilfong, Mark McCollum
1.0	11:00-12:00	Introduction to Effluent Filters	Bob Smith

**Rooms 237-239**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Mapping Solutions for Repair & Maintenance of Water Distribution Systems	Lynn Hurley
1.0	9:30-10:30	The Shift From Reactive to Proactive Wastewater Management Best Practices	Ed Richards
1.0	11:00-12:00	Why Hasn't Your Sewer System Eval. Surveying Testing Worked?	Scott Belz

### Rooms 240-242

CSE	Time	Topic	Presenter
1.0	8:00-9:00	An Emerging Technology for Lagoon-Based Nutrient Removal	Tim Canter
1.0	9:30-10:30	The New Wastewater: Collection System Challenges Caused by Today's Modern Trash	Robert Domkowski
1.0	11:00-12:00	Wastewater Microbiology	Ryan Hennessy

### Rooms 243-245

CSE	Time	Topic	Presenter
1.0	8:00-9:00	New Trends & Technology in Equipment for Excavation Safety	Mike Ross
1.0	9:30-10:30	Best Practices: Use, Care & Repair of High-Pressure Sewer Cleaning Hose	Bernie Hengels Bob Glick
1.0	11:00-12:00	Development & Execution of a Cross-Bore Prevention Program	Matt Timberlake

### Rooms 130-132

CSE	Time	Topic	Presenter
1.0	8:00-9:00	How to Position Your Company in the Market Today	Mike Agugliaro
1.0	9:30-10:30	Six Proven Tactics to Generate Leads & Turn Them Into Revenue	Heather McLeod Dianna Worthington
1.0	11:00-12:00	Growth by Acquisition or Exiting Gracefully: Buying or Selling a Septic or Sewer Business	A. Rhodes Wilson

### Rooms 133-135

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Drain Cleaning Methods – Then & Now	Jake Saltzman
1.0	9:30-10:30	The Physics of Pipe Leaning Tools & How I Make it Work for Me	Kurt Rivoire
1.0	11:00-12:00	Lateral Lining – Are You Using the Right Tool?	Leke Osi

### Rooms 136-138

CSE	Time	Topic	Presenter
1.0	8:00-9:00	How to Manage Septic Systems Using Remote Monitoring	Scott Robinson
1.0	9:30-10:30	GPS Tracking: Hype Vs. Reality	Richard Banks
1.0	11:00-12:00	Wireless Controls in the Waterjet Industry: Sacrificing Safety for Convenience	Terry Gromes Sr., Terry Gromes Jr.

### Rooms 140-142

CSE	Time	Topic	Presenter
1.0	8:00-9:00	True Crime Scene Stories: How to Inspect & Troubleshoot Suspect On-Site Systems	Dawn Long
1.0	9:30-10:30	One Man's Waste is Another Man's Treasure	Gary MacConnell P.E.
1.0	11:00-12:00	Dewatering Options for Roll-Off Containers	Andy McKinlay

**Wednesday, February 25, 2015  
Concurrent Sessions**

**Rooms 234-236**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
6.0	8:00-5:00	Advanced Installer Course	Jim Anderson & Dave Gustafson

**Rooms 140-142**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Considerations in Building Your Next Vacuum Truck	William Jones, Roy Coffee
1.0	9:30-10:30	Grease Collection & Treatment: Raising the Bar Via Resource Recovery	Ed. Weinberg P.E.
1.0	11:00-12:00	Analyzing Common On-Site Septic System Malfunctions & the Options for Prevention & Correction	Dennis Hallahan P.E.

**Rooms 231-233**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Retrofit of the Lansdowne Sanitary P/S	Randy Colombo
1.0	9:30-10:30	Huntington Beach Successfully Navigates Emergency Repair of Fragile Storm Drain	Joe Cherry
1.0	11:00-12:00	Collection System Rehabilitation – Alternative Technology	Jill Davis

**Rooms 237-239**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Implementation of Acoustic Inspection Technology at the City of Augusta	Alex Churchill
1.0	9:30-10:30	Highlights from the 7 <sup>th</sup> Edition of Operation & Maintenance of Wastewater Collection Systems Manual	Chuck Hansen
1.0	11:00-12:00	Technology Advancements Fulfill the Promise of Zoom Survey Paradigm	Jake Wells

**Rooms 136-138**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Portable Sanitation – Special Events	David Roncadori
1.0	9:30-10:30	Making Your Portable restroom Business Lean & Mean – How to Boost Productivity & Increase Your Bottom Line	Jeff Thomas
1.0	11:00-12:00	Building & Coaching Your Portable Sanitation Team	Randy Martin

**Rooms 240-242**

<b>CSE</b>	<b>Time</b>	<b>Topic</b>	<b>Presenter</b>
1.0	8:00-9:00	Utility Regulation Basics for Grease Haulers	Wayne Ludwig
1.0	9:30-10:30	The Waste in Our Wastewater	Denver Stutler
1.0	11:00-12:00	Security Issues & Best Practices for Water/Wastewater Facilities	Jeff Hayes

### Rooms 243-245

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Integrating Temperature Sensor Technology Within Lateral Pipeline CIPP Installations	Jason Mathey
1.0	9:30-10:30	CIPP Calibration & Vacuuming	John Heisler
1.0	11:00-12:00	Extending Life Expectancies with Corrosion-Resistant Coatings & Linings	Kevin Morris

### Rooms 133-135

CSE	Time	Topic	Presenter
1.0	8:00-9:00	Team Building for Profit	Don Daub
1.0	9:30-10:30	Ten Commonsense Ways to Grow & Improve Your Business	Lane Post
1.0	11:00-12:00	Setting Expectations – The Key to Sales & Customer Satisfaction	Matthew Sutton

**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 Inc at 1-866-933-2653.**

### COURSE FEE REIMBURSEMENT

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

[www.michigan.gov/deqseptage](http://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.