

TRAINING BULLETIN 2018

**Michigan Department of Environmental Quality
Drinking Water and Municipal Assistance Division
Septage Waste Program and Continuing Septage Education**

2018 Nuts & Bolts Educational Conference

Location: 725 South Harbour Island Boulevard, Tampa, FL

Date: November 14-17, 2018

Time: As Scheduled Below

Credit Hours: Possible of 13 CSE

Agenda:

Thursday November 15th

Credits	Time	Title	Instructor
4.0	12:30-4:30	Site Visit: City of Largo Wastewater Reclamation Facility	

Friday November 16th

Credits	Time	Title	Instructor
1.0	10:00-11:00	Buying, Selling, & Valuing A Portable Sanitation Business	James R. Waite
1.0	11:00-12:00	Round Table Discussion 1, See Below For Topics	
1.0	4:30-5:30	Round Table Discussion 2, See Below For Topics	

Friday Roundtable Discussion Topics:

Session 1 & 2 - Credit & Collections, Dealing With Vandalism & Theft, Rental Contracts & Damage Waivers, Emergency Response, Special Events, Leveraging Trailers To Grow Your Business, The Latest Ideas On Trucks, Valuing A Portable Sanitation Company.

Session 1 only - Innovative Ways To Promote Your Company, When The Owner Is Away, Diversifying Your Business.

Session 2 only - Company Culture, Sustaining & Managing Growth, Tracking Units In The Field.

Saturday November 17th

Track 1

Credits	Time	Title	Instructor
4.0	8:00-12:00	Basic Service Technician Training Course & The PSAI Certification Exam (Separate reg./fees)	

Saturday November 17th

Track 2

Credits	Time	Title	Instructor
1.0	8:00-9:00	Round Table Discussion 3, See Below for Topics	
1.0	9:00-10:00	Success, Internet, Your Business: 7 Fundamentals Of Online Activity Part 1	Charly Caldwell II
1.0	10:30-11:30	Success, Internet, Your Business: 7 Fundamentals Of Online Activity Part 2	Charly Caldwell II
1.5	11:30-1:00	Roundtable Lunch & Learn, See Below For Topics	
1.5	1:00-2:30	PSAI Training: Health, Safety, & Professional Excellence In Portable Sanitation	Scott Thone

Saturday Roundtable Discussion Topics:

Session 1 & 2 - Disposal Issues & Strategies.

Session 1 only - Effective Bidding, Diversifying Your Business, Innovative Ways To Promote Your Company, When The Owner Is Away, Sustaining & Managing Growth, Tracking Units In The Field.

Lunch only - Developing Your Workforce, Company Culture, Social Media Strategies, New Standards for Trailers – Impact On Your Feet, Succeeding With Government Contracts, Developing & Managing Remote Locations.

CREDIT: The courses will count toward the septage education (CSE) requirements outlined in Section 11703 of Part 117. Only the CSE credits earned by the “responsible agent” for a given Michigan licensed septage firm will be credited to that firm.

Due to concurrent course session scheduling, no more than 13 CSE credits may be earned during the conference.

A certificate will be issued for each class attended.

Advisories

COURSE FEE REIMBURSEMENT

Information on CSE course fee reimbursement can be found on the [MDEQ, Septage Program website](http://www.michigan.gov/deqseptage) (www.michigan.gov/deqseptage).

Registration/Fees: For further information, contact www.psai.org. You may also call Ms. Karleen Kos at 952-854-8300.

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.