

TRAINING BULLETIN 2019

**Michigan Department of Environment, Great Lakes, and Energy (EGLE)
Drinking Water and Environmental Health Division
Septage Waste Program – Continuing Septage Education**

2019 Nuts & Bolts Educational Conference

LOCATION: 4 Riverway, Houston, Texas 77056

DATE: November 5-8, 2019

TIME: See Schedule Below

CREDIT HOURS: Possible of 21.25 CSE

AGENDA:

Tuesday, November 5, 2019

Credits	Time	Title	Instructor
1.5	4:00 – 7:00	Portable Sanitation & Work Sites	

Wednesday, November 6, 2019

Credits	Time	Title	Instructor
7.5	9:00 – 4:30	Site Visits: National Toilet Rentals & Texas Outhouse	

Thursday, November 7, 2019

Credits	Time	Title	Instructor
1.0	9:00 – 10:00	Coffee Break, Networking, and Tabletop Exhibits	
1.0	10:30 – 11:30	Topical Round Table Discussions 1	
1.0	1:00 – 2:00	Reducing Your Tax Burden & Maximizing Financial Results for Your Portable Sanitation Company	Barbara Weltman – Author of JK Lasser’s “1,001 Deductions & Tax Breaks 2019”
1.0	2:00 – 3:00	Topical Round Table Discussions 2	
1.0	3:15 – 4:15	How to Thrive No Matter What Happens: Adjusting Your Business Sails for the Economic Winds	Barbara Weltman – Author of “Small Business Survival Book”
1.25	4:15 – 5:30	Winning Large: Special Events, Contracts & Delivering Excellence on Site	Panel Discussion

Thursday Roundtable Discussion Topics:

Session 1 – Choosing & Outfitting the Right Truck; Winterizing Units, Tanks, and Trailers; Succeeding with Government Contracts; Figuring the Real Cost of Doing Business; Addressing Disposal Issues; Getting it Right: OSHA Safety Log 300; Maximizing Your Reach with Social Media Advertising; Personal Protective Equipment (PPE) Options; Conducting Customer Satisfaction Surveys; The Importance of Employee Performance Plans; Creative Collections; and Quality Control in the Field.

Session 2 – Succeeding with Special Events; Leveraging Specialty Trailers to Grow Your Business; Choosing & Outfitting the Right Truck; Winterizing Units, Tanks, and Trailers; Succeeding with Government Contracts; Figuring the Real Cost of Doing Business; Getting it Right: OSHA Safety Log 300; Personal Protective Equipment (PPE) Options; Inventory Control Techniques that Work; Open Discussion on Hot Topics; Creative Collections; Attracting & Retaining Employees.

Friday, November 8, 2019

Credits	Time	Title	Instructor
6.0	8:00 – 5:00	Basic Service Technician Training Series Followed by the Certification Exam (Separate reg./fees)	

Friday, November 8, 2019

Credits	Time	Title	Instructor
1.0	8:15 – 9:15	Topical Round Table Discussions 3	
1.0	9:15 – 10:15	Safety Starts Before the Truck Rolls	Chris Payne – VP National Toilet Rentals
1.0	10:45 – 11:45	Waste Disposal in the Portable Sanitation Industry	Karleen Kox – Director of the PSAI

Friday Roundtable Discussion Topics:

Session 3 – Succeeding with Special Events; Leveraging Specialty Trailers to Grow Your Business; Addressing Disposal Issues; Maximizing Your Reach with Social Media Advertising; Conducting Customer Satisfaction Surveys; The Importance of Employee Performance Plans; Open Discussion on Hot Topics; Quality Control in the Field; Attracting & Retaining Employees.

CREDIT: The courses will count toward the continuing 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 21.25 CSE credits may be earned during the conference.

A certificate will be issued for each class attended.

Advisories

Registration/Fees: For further information, contact PSAI.org. You may also contact 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. EGLE is not responsible for any course cancelled or rescheduled by a course sponsor. Course sponsors are strongly encouraged to notify EGLE 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 contact Mr. Matt Rockhold, EGLE, at 517-284-6540 or by email at RockholdM@Michigan.gov.