WWETT SHOW 2020 EDUCATION PROGRAM

Program-at-a-Glance, Page 1

60-Minute Sessions - Monday, February 17 1:30pm-5:30pm

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<tr>
<th>Tracks</th>
<th>1:30PM - 2:30PM</th>
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<tbody>
<tr>
<td>BUSINESS STRATEGY AND LEADERSHIP</td>
<td>MO01 Adopting A New Technology Needs More Evaluation Than The Initial Costs</td>
<td>MO06 Creating Great Techs From the Younger Workforce</td>
<td>MO11 Choosing Your Prospect: The Key To Efficient Selling</td>
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<tr>
<td>PLUMBERS</td>
<td>MO02 Outside the Box; Trenching and Excavation for Plumbers</td>
<td>MO07 Using Technology to Keep Customers In The Loop</td>
<td>MO12 How to Talk the Talk for Drain Inspections</td>
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<td>PORTABLE SANITATION</td>
<td>MO05 Improve the Operation and Success of Your Portable Sanitation Business</td>
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<tr>
<td>SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN</td>
<td>MO03 Complete Pump System Design</td>
<td>MO08 Why Drainfields Fail - 6 Major Issues</td>
<td>MO13 More Than Just Dirty: Pathogen Exposure to Workers in the Onsite Industry</td>
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<td>VACUUM TRUCK OPERATIONS</td>
<td>See Profitability Playbook Workshop below</td>
<td>MO09 Evaluating Emerging Truck Technologies for Operational Impact</td>
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<td></td>
<td>See TU14 - GPS Tracking</td>
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Certification Classes (Additional fee) - Monday, February 17 9:30am-5:30pm

| NAWT                                  | NAWT One-Day Inspector Certification Course                                     |
| NOWRA                                 | NOWRA One-Day Installer Class                                                   |
| PSAI                                  | PSAI New Technical Training for Portable Sanitation Professionals and Certification Exam |

WORKSHOP (Additional fee) - Monday, February 17 12:00pm-3:00pm

| WORKSHOP                              | Profitability Playbook - This workshop is for Contractors and Service Providers who are wanting to enjoy a steady, realizable income stream and gain the confidence to bid projects/services for what they're really worth. It will help business owners understand why they aren't as profitable as they could be AND what they can do about it. The only way to be independently wealthy is to understand common concepts of business finance. When you have a playbook and a coach, all you need to do is follow the plan, pace yourself and take consistent action. |

Note: This agenda is subject to change.
### Morning Sessions 60- and 90-Minute Sessions - Tuesday, February 18

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<tr>
<th>Tracks</th>
<th>7:30-8:00AM</th>
<th>8:00-8:30AM</th>
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<td>TU01 Business Strategy and Leadership</td>
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<td>TU10 Quality of Life: The New Employee Retention Model</td>
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<td><strong>MARKETING</strong></td>
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<td>TU12 Getting Comfortable Being Uncomfortable: Developing a Prosperity Plan</td>
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<td>TU04 Modern Consumer Behavior and Marketing</td>
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<td>TU02 Technologies for Locating Underground</td>
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<td>Pipe and Buried Objects</td>
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<td>TU03 Putting Your Best Face Forward on</td>
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<td>Facebook in the Portable Sanitation Industry</td>
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<td>**SEPTIC SYSTEM INSTALLATION, REPAIR AND</td>
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<td>TU11 Advanced Troubleshooting of Onsite Systems</td>
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<td>DESIGN**</td>
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<td>TU05 Operations and Maintenance Friendly</td>
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<td>Design and Install of Septic Systems</td>
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<td><strong>VACUUM TRUCK OPERATIONS</strong></td>
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<td>TU06 Writing a Specification for a</td>
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<td><strong>WHAT’S TRENDING / NEW TECHNOLOGIES</strong></td>
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<td>See SMART WASTEWATER Track on Tuesday</td>
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### 60-Minute Afternoon Sessions - Tuesday, February 18

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<tr>
<th>Tracks</th>
<th>1:30 PM-2:30 PM</th>
<th>3:00 PM-4:00 PM</th>
<th>4:30 PM-5:30 PM</th>
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<tbody>
<tr>
<td>MUNICIPAL SEWER AND WATER</td>
<td>TU15 Technologies for Detecting and Pinpointing Water Line Leaks, and Managing Water Loss</td>
<td>TU20 Municipal Fats, Oils, &amp; Grease Programs</td>
<td>TU25 Why Should You Clean the Sewer and How Do You Select the Right Nozzle?</td>
</tr>
<tr>
<td>REHABILITATION, RELINING AND REPAIR</td>
<td>TU17 Emerging Renewal Technologies for Pressurized Pipelines</td>
<td>TU22 Lateral CIPP Lining: A Part of Many Engineers' Toolkits, but at what Priority Level?</td>
<td>TU27 Impossible Excavation Leads to Innovative Repair of Fully Obstructed Pipeline</td>
</tr>
<tr>
<td>WASTEWATER TREATMENT</td>
<td>TU18 Municipal Wastewater-Type Treatment Technology for Small Systems</td>
<td>TU23 A DIY Approach to Upgrading For Ammonia Removal</td>
<td>TU28 Turning Wastewater Into Money - An In-Depth Examination of RNG Creation in Wastewater Facilities</td>
</tr>
<tr>
<td>SMART WASTEWATER (presented by WASTEWATER ED 501c3)</td>
<td>TU19 Principles of Smart Water / Wastewater</td>
<td>TU24 Smart Wastewater Instrumentation, Data Quality and the Value of Information</td>
<td>TU29 A Future Vision for Smart Water / Wastewater Systems</td>
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<td><strong>NOTE:</strong> This will be presented on both Tuesday and Thursday.</td>
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## WWETT SHOW 2020 EDUCATION PROGRAM

### Program-at-a-Glance, Page 4

**60- and 90-Minute Sessions - Wednesday, February 19**

<table>
<thead>
<tr>
<th>Tracks</th>
<th>Time Slots</th>
<th>Topics</th>
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<tbody>
<tr>
<td><strong>SPECIAL EXPERT PANEL: SMART WATER / WASTEWATER</strong></td>
<td>8:00 AM—9:00 AM (60 min.)</td>
<td>WESS Delivering Smart Wastewater: Expert Panel Session</td>
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<tr>
<td><strong>NASSCO - National Association of Sewer Service Companies</strong></td>
<td>9:30 AM—11:00 AM (90 min.)</td>
<td>WE01 PACP: What Is It and How Does It Help Us?</td>
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<tr>
<td><strong>NAWT - National Association of Wastewater Technicians</strong></td>
<td>12:30 PM—2:00 PM (90 min.)</td>
<td>WE09 Lateral Rehabilitation Codes &amp; Practices: Cracking the Codes</td>
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<td><strong>NEHA - National Environmental Health Association</strong></td>
<td>2:30 PM—3:30 PM (60 min.)</td>
<td>WE18 Pipe Rehab Safety Hot Spots: Monitoring Styrene, Confined Space &amp; Pipe Plugs</td>
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<td><strong>NOWRA - National Onsite Wastewater Recycling Association</strong></td>
<td>4:00 PM—5:00 PM (60 min.)</td>
<td>WE28 Rehabilitated Pressure Pipe O&amp;M and Lessons Learned</td>
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<tr>
<td><strong>PSAI - Portable Sanitation Association International</strong></td>
<td>60- and 90-Minute Sessions - Wednesday, February 19</td>
<td>WE37 Pipe Cleaning – A Boots on the Ground Perspective</td>
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<tr>
<td><strong>SSCSC - Southern Section Collection System Committee</strong></td>
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<td>WE30 Systems Operation and Wastewater Treatment Troubleshooting (with Emphasis on the Strategic Use of Air)</td>
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<tr>
<td><strong>SSPMA - Sump and Sewage Pump Manufacturers Association</strong></td>
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<td>WE38 Installing a System That &quot;Needs a Lift&quot;</td>
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<td><strong>ONSITE WASTEWATER INSPECTIONS hosted by WASTEWATER EDUCATION 501C3</strong></td>
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<td>WE39 Design Concerns with Restaurants, C-Stores, and Commercial Waste</td>
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<tr>
<td><strong>BUSINESS STRATEGY AND LEADERSHIP SAFETY</strong></td>
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<td>WE40 Making Infiltrative Decisions During Design</td>
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<td>WE06 Legality, Liability, Professional Ethics and Common Sense Best Practices</td>
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<td>WE07 Build a Business You Love: Don't Make Your Job Harder Than It Needs To Be</td>
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<td>WE08 OSHA Confined Space Entry and Air Monitoring – OSHA Reg. 1910.146: Overview &amp; Refresher</td>
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<td>WE09 Lateral Rehabilitation Codes &amp; Practices: Cracking the Codes</td>
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<td>WE10 Soils and the Installer - What You Need to Know</td>
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<td>WE11 Introduction to Key Soil Properties for Design</td>
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<td>WE12 New Standards - New Future - for Portable Sanitation and Nonsewered Waste Systems</td>
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<td>WE13 State-of-the-Art Pipeline and Manhole Rehabilitation Technologies</td>
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<td>WE14 Submersible Pump Application, Design, Sizing and Servicing</td>
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<td>WE15 Step-by-Step Guide to Locating and Recording the Condition of All System Components</td>
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<td>WE16 Business Exit Strategies: Selling Your Company on Your Terms</td>
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<td>WE17 Q&amp;A Panel for New Professionals</td>
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<td>WE18 Pipe Rehab Safety Hot Spots: Monitoring Styrene, Confined Space &amp; Pipe Plugs</td>
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<td>WE19 Installing Advanced Media Technologies</td>
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<td>WE20 Design of Pressure Distribution</td>
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<td>WE21 Preparing for Extremes in Portable Sanitation</td>
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<td>WE22 An In-Depth Study of Pipeline Cleaning; Nozzles, Procedures and Technology</td>
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<td>WE23 Troubleshooting Floats and Onsite Septic Controls</td>
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<td>WE24 Step-by-Step Guide to Locating and Recording the Condition of Treatment Field and Treatment Components</td>
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<td>WE25 Ten Tips for Marketing Success and Fast-Track Growth</td>
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<td>WE26 OSHA Focus Four Hazards</td>
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<td>WE27 Women in the Industry Fun and Games Event</td>
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<td>WE28 Rehabilitated Pressure Pipe O&amp;M and Lessons Learned</td>
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<td>WE29 What Are the Soils Telling Us?</td>
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<td>WE30 Systems Operation and Wastewater Treatment Troubleshooting (with Emphasis on the Strategic Use of Air)</td>
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<td>WE31 The Essentials of Septic Tank Design</td>
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<td>WE32 GIS - What You Need to Know</td>
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<td>WE33 Alternative Pump Controls</td>
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<td>WE34 Increasing Service Profitability by Using These 4 Steps</td>
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<td>WE35 OSHA Trenching and Excavation Safety</td>
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<td>WE36 Q&amp;A Panel for Women in the Industry</td>
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<td>WE41 CCTV and Cleaning; A Practical Approach to Cleaning and Video Projects</td>
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<td>WE42 Everyone Communicates, Few Connect</td>
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<td>WE43 Your Website is Your Face to the World: Does It Reflect Who You Are?</td>
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## WWETT SHOW 2020 EDUCATION PROGRAM

### Program-at-a-Glance, Page 5

#### Tracks

- **BUSINESS STRATEGY AND LEADERSHIP**
  - TH01: Understand Your Market and Set Your Strategies - Finding Your Niche
  - TH05: Stopping Flow Safely and Economically
  - TH06: Principals of Smart Water / Wastewater

- **MUNICIPAL SEWER AND WATER**
  - TH02: Development of the Pump Forward Flow Return (PFFR) Concept for Treatment of Small Wastewater Flows
  - TH07: The Fortune Is In The Follow-Up

- **SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE**
  - TH03: Don't Blow The Commode
  - TH08: Reducing I&I and Sanitary Sewer System Overflows Through Aggressive Rehabilitation

- **SEWER AND PIPE REHABILITATION, RELINING AND REPAIR**
  - TH04: Stopping Flow Safely and Economically
  - TH09: Inspection Technologies and Applications
  - TH10: Grouting vs. Point Repair: The Classic Pipeline Rehabilitation Debate
  - TH11: Cracking the FOG Code for Success
  - TH12: Smart Wastewater Instrumentation, Data Quality and the Value of Information

- **WASTEWATER TREATMENT**
  - TH07: The Fortune Is In The Follow-Up
  - TH08: Reducing I&I and Sanitary Sewer System Overflows Through Aggressive Rehabilitation
  - TH09: Inspection Technologies and Applications

- **SMART WASTEWATER (presented by WASTEWATER ED 501c3)**
  - TH06: Principles of Smart Water / Wastewater
  - TH08: Reducing I&I and Sanitary Sewer System Overflows Through Aggressive Rehabilitation

### 60-minute Sessions - Thursday, February 20

<table>
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<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8:00-9:00AM</td>
<td>TH01: Understand Your Market and Set Your Strategies - Finding Your Niche</td>
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<td>TH02: Development of the Pump Forward Flow Return (PFFR) Concept for Treatment of Small Wastewater Flows</td>
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<td>10:00-11:00AM</td>
<td>TH03: Don't Blow The Commode</td>
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<tr>
<td>11:00-12:00PM</td>
<td>TH04: Stopping Flow Safely and Economically</td>
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### Technical Tours (Additional Fee Associated with Tours)

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<th>Time</th>
<th>Tour Description</th>
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<tr>
<td>8:00-12:30PM</td>
<td>OSHA Confined Space Entry and Air Monitoring – OSHA Reg. 1910.146: 4.5 Hour Certification Class and Exam. After successful completion of this 4.5 hour session, you will receive a Certification of Completion as a Supervisor, Entrant and Attendee. This Certificate meets the requirements of most contracts, employers and complies with OSHA and NIOSH guidelines. Attendees should be aware that most states require government employees to, at a minimum, comply with the provisions of this Regulation.</td>
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### Certification Classes (Additional fee) - 8:00am-12:30pm

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Information Classification: General