

## 60- and 90-Minute Seminars - Wednesday, February 21

TRACKS	8:30 AM—9:30 AM (60 min.)	10:00 AM—11:30 AM (90 min.)	1:00 PM—2:30 PM (90 min.)	3:00 PM—4:00 PM (60 min.)	4:30 PM—5:30 PM (60 min.)
NASSCO - National Association of Sewer Service Companies	WE01 Active Flow Rehabilitation of a 96" to 108" Sanitary Sewer Interceptor	WE11 Critical Details for Municipal Grouting for the Experienced Contractors, Specifying Engineers and Public Works Officials	WE21 Manhole Assessment and Rehabilitation: An Owner's Perspective	WE31 The HOW and WHY of Effective Cementitious Manhole Lining	WE41 3D Wireless Manhole Scanning
NAWT - National Association of Wastewater Technicians	WE02 ATU: Care and Performance	WE12 Understanding EPA 503 Requirements for Land Application	WE22 Land Application Loading Rate	WE32 Case Study: Successful Repairs of Concrete Corrosion from MIC in a Septic Tank	WE42 Dealing With Tough Sites: Designs That Solve Problems
NEHA - National Environmental Health Association	WE03 Water Reuse and Pathogen Tracking			WE33 Water Reuse and Individual Systems	WE43 Sanitation Solutions for Challenging Environments
NOWRA - National Onsite Wastewater Recycling Association	WE04 From A to Effluent- The Essentials of Septic Tank Design	WE13 Hands on Training with 5 Control Panels Note: Same class as WE23	WE23 Hands on Training with 5 Control Panels Note: Same class as WE13	WE34 It's Not One Size Fits All - Designing ATUs	WE44 Proper Design - Putting the Pressure in Drip Distribution
PSAI - Portable Sanitation Association International		WE14 Preparing for Hazards in Portable Sanitation	WE24 Portable Sanitation and Special Events		
SSCSC - Southern Section Collecton System Committee	WE05 Expand Your Inspection Toolbox with High Tech and Emerging Technologies	WE15 Jetter Hose Inspection with Proper Repair Trailer Jetters to Combo Trucks (Includes hands-on swaging demo)	WE25 From Standard Cleaning to "YOU WANT ME TO DO WHAT?" A Comprehensive Look at the Pipeline Cleaning Process	WE35 Down Time is Deadly! Keep Your CCTV Equipment Running While Lowering Your Costs	WE45 Trenchless Technology Overview
SSPMA - Sump and Sewage Pump Manufacturers Association	WE06 Understand Digital and Analog Meters to Troubleshoot Your System	WE16 Basic Electrical Theory and Troubleshooting as It Relates to Floats and Onsite Septic Controls	WE26 Onsite Pump Sizing, Applications and Lessons Learned for the Service Contractor	WE36 Specifying Pumps: Why Do Pumps Fail?	
WJTA-IMCA - Water Jet Technology Association- Industrial Municipal Cleaning Association	WE07 Vacuum Excavation Mini Bootcamp: Tips for Enhanced Safety, Productivity and Profitability	WE17 Waterblasting Safety Practices	WE27 Demo: Understanding the Power of Vacuum (with close up camera projection onto the screen for attendee enhancement)	WE37 Maximizing Water Jet Safety With Automation	
SMALL BUSINESS OWNERS by Wastewater Education 501(c)3	WE08 Birthing The Baby! - How to Start or Retool a Wastewater Service Business	WE18 Getting It Right the First Time - the Legalities of Starting a Business	WE28 Elvis Wants to Leave the Building: How to End/Close Your Business	WE38 Komputers Are Not Just for Kids: Off the Shelf Business Programs	
BUSINESS STRATEGY AND LEADERSHIP	WE09 How to be a GREAT Boss	WE19 You're Hiring All Wrong	WE29 How to Motivate Your Employees and Get Your Team On the Same Side	WE39 Kickstart Your Content Marketing: Leverage Your Social Presence, Gain New Customers & Lock in Their Loyalty	WE46 Are You Pricing Yourself Out of Business? - All You Need to Know to Sell Profitably
MUNICIPAL SEWER AND WATER			WE30 Using Proven SOPs to Reduce and Control Your Sanitary Sewer Overflows		WE47 Coating Needs for Sanitary Sewer Structures: What is Best, and Why?
NEW PROFESSIONALS	WE10 WWETT 101: How to Get The Most from Attending the Show	WE20 Propelling Yourself and Your Business to the Next Level	11:30am-1:00pm / Networking Event for New Professionals Only		
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN					WE48 What You Should Know About Aerobic Treatment Unit Biology
WHAT'S TRENDING/ NEW TECHNOLOGIES					WE49 Using New Technology for Fast Collection System Assessment
WOMEN IN THE INDUSTRY				WE40 Watering the Seeds of Change	WE50 Women in the Industry Social Hour

# WWETT SHOW 2018 EDUCATION PROGRAM

Program-at-a-Glance, page 2

## 60- and 90-Minute Seminars and 4 Hr. Comprehensive Course - Thursday, February 22

Tracks	7:30 AM - 9:00 AM (90 minutes)	7:30AM-8:30AM (60 minutes)	9:00 AM—10:00 AM (60 minutes)	9:30AM-10:30AM (60 minutes)	9:30 AM—11:00 AM (90 minutes)	10:30 AM—11:30 AM (60 minutes)	11:00AM-12:00PM (60 Minutes)
BUSINESS STRATEGY AND LEADERSHIP	TH01 Be The Leader Committed to Safety			TH14 Cultivating Your Employees to Improve Your Bottom Line		TH18 Wouldn't it be Great to Run Your Contracting Business With Less Stress and More Success?	
MUNICIPAL STAKEHOLDER AND CONTRACTOR	<b>TH02 7:30am - 11:30am 4-HOUR Comprehensive Course</b> <b>Fundamentals of Municipal Grouting for Engineers, Municipalities, and Entry Level/Limited Experience Contractors</b> (This is an interactive program that includes videos, presentations and Q & A.)						
NOWRA - National Onsite Wastewater Recycling Association	<b>7:30am-4:30pm SEE NOWRA ONE-DAY INSTALLER CERTIFICATION COURSE IN ADDITIONAL ASSOCIATION CERTIFICATION OPTIONS BELOW</b>						
PLUMBERS		TH06 The Impact of Private Property Rainwater Connections to the Sanitary Sewer	TH10 Are You the Expert You Think You Are? The Best Way to Handle Sewer Lateral Inspections Profitably				
PORTABLE SANITATION			TH11 Strengthening the Family Business: Critical Conversations & Exercises			TH19 16 Secrets to More Success in the Portable Restroom Business	
SAFETY	TH03 Excavation Safety Practices				TH16 Confined Space for Utility Construction Impact Talk		
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN		TH07 What is a Failed Leach System? Proper Diagnosing & Options for Repair	TH12 Don't be Afraid of Grease			TH20 Understanding High Strength Wastes	
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	TH04 Nozzle Physics			TH15 An Explosive Look at Cross Bores Through Sewers			TH23 The Science of Pipe Cleaning
VACUUM TRUCK OPERATIONS			TH13 Choosing The Correct Tank for Your Application			TH21 Vacuum Truck Maintenance - For Maximum Life and Efficiency	
WASTEWATER TREATMENT	TH05 DeCentralized Wastewater-Onsite Wastewater Operations & Maintenance				TH17 Bio-Nutrient Removal		
WHAT'S TRENDING / NEW TECHNOLOGIES		TH08 On the Ground or In the Cloud: Advancement in Data Storage Solutions				TH22 Green Productivity Through Water Recycling	
WOMEN IN THE INDUSTRY		TH09 Preparing for the New Consumer – How You Can Acquire and Retain New Business					
<b>ADDITIONAL ASSOCIATION CERTIFICATION (Additional fee associated with this training)</b>							
NOWRA - NATIONAL ONSITE WASTEWATER RECYCLING ASSOCIATION	Thursday, February 22 / 7:30am-4:30pm / NOWRA One-Day Installer Certification Course						

60-Minute Seminars, 4 Hr. Comprehensive Course and Technical Tours - Friday, February 23					
Tracks	7:30 AM—8:30 AM	8:30 AM - 12:30 PM	9:00 AM—10:00 AM	10:30 AM—11:30 AM	12:15PM-4:00PM Technical Tours
BUSINESS/MARKETING STRATEGY	FR01 Building a Sales Funnel: How to Connect the Dots		FR08 Website Optimization for Beginners: How to Improve Search Rankings	FR14 Hook, Line and Sinker: Essential Online Elements That Engage, Educate and Convert	
MUNICIPAL SEWER AND WATER	FR02 Hydrofluoric (HF) - The Most Dangerous Acid		FR09 Valuable Lessons from the Global Survey of Sewer Cleaning and Maintenance	FR15 Sodium Hypochlorite – More Dangerous Than You Think?	
PSAI - PORTABLE SANITATION ASSOCIATION INTERNATIONAL	7:30am - 11:30am SEE PSAI SERVICE TRAINING FOR PORTABLE SANITATION PROFESSIONALS & CERTIFICATION EXAM IN ADDITIONAL ASSOCIATION CERTIFICATION OPTIONS BELOW				
SAFETY	FR03 Hazardous Atmospheres and Gas Detection for Sewer System Confined Space Entry		FR10 To Work Safely is to Understand Safety		
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN Hosted y Wastewater Education 501(c)3	FR07 - 8:30am - 12:30pm - 4-HOUR Comprehensive Course - Soils for Septics - close up HD video will be used to enhance the experience. Topics include soil color, texture, treatment, PERC tests, soils maps, mapping tools and more.				
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	FR04 JET UPI™ Taking Science to the Sewer@!			FR16 Tackling Water Utility Challenges Using Completely Portable Inspection Systems	
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	FR05 Manhole Rehabilitation Pilot Study Results: Comparing Geopolymer Lining System to Traditional Cementitious Liners		FR11 Case Study: Franklin Township Sewerage Authority's Point Repair Rehabilitation Program	FR17 Rockland County Interceptor Sewer Rehabilitation	
VACUUM TRUCK OPERATIONS	FR06 Vacuum Truck Applications		FR12 Vacuum Truck Hydraulic System: PTO, Transference, or Belt Driven		
WASTEWATER TREATMENT				FR18 Liquid Waste Processing	
WHAT'S TRENDING / NEW TECHNOLOGIES			FR13 Historical Evolution of Onsite Biofiltration Leading to Modern Innovative Solutions	FR19 Modern Remote Monitoring	
<b>TECHNICAL TOURS (Additional fee associated with tours)</b>					
TECHNICAL TOURS HOSTED BY CITIZENS ENERGY GROUP	Friday, February 23 / 12:15pm-2:00pm (Actual tour time 1 hour) / Belmont Advanced Wastewater Treatment Plant Friday, February 23 / 12:45pm-3:00pm (Actual tour time 1 hour) / Deep Rock Tunnel Pump Station Friday, February 23 / 1:45pm-4:00pm (Actual tour time 1 hour) / Deep Rock Tunnel Pump Station				NEW THIS YEAR - TECHNICAL TOURS
<b>ADDITIONAL ASSOCIATION CERTIFICATION (Additional fee associated with this training)</b>					
PSAI - PORTABLE SANITATION ASSOCIATION INTERNATIONAL	Friday, February 23 / 7:30am-11:30am / PSAI Service Training for Portable Sanitation Professionals and Certification Exam				