



FEBRUARY 21-24  
INDIANA CONVENTION CENTER  
INDIANAPOLIS

# wwett<sup>TM</sup>18

Water & Wastewater Equipment, Treatment & Transport Show

THE INDUSTRY MARKETPLACE



**REGISTRATION IS NOW OPEN!**

Early bird rates end December 18, so don't delay—REGISTER TODAY.

[www.wwetshow.com](http://www.wwetshow.com)



A full-page background image showing two construction workers in safety gear (hard hats, high-visibility vests, and jeans) working on a trench. One worker is using a long, flexible Cat pump hose to clean the trench walls, while the other stands nearby. The scene is outdoors, with a residential street and houses visible in the background.

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## SHOW INFORMATION

The WWETT Show – Water & Wastewater Equipment, Treatment & Transport – is the world’s largest annual trade show for wastewater and environmental service professionals. Thousands of attendees gather from across the U.S and beyond to see the latest in equipment and technology from nearly 600 exhibitors, watch the live demos, participate in some of the 100+ education sessions, and network with professional colleagues. WWETT Show 2018 will take place at Indiana Convention Center in Indianapolis, IN from February 21-24, 2018.

## WHO ATTENDS THE WWETT SHOW?

People from a variety of business sectors within the environmental service industry. For example:

- Municipal water & sewer management
  - Septic pumping and maintenance
  - Sewer contractors, installers, and cleaners
  - Septic installation and repair
  - Portable restroom service
  - Plumbing & drain cleaning
  - Relining, rehabbing and bursting
  - Waterblasting
  - Treatment plant operators
- And many more!

**Gather with your peers - make your plans to join us in Indianapolis for WWETT Show 2018.**



Original founders of the WWETT Show, COLE Publishing continues today as a partner in the presentation of the event. COLE Publishing is North America’s largest publisher of print and web properties serving the water and wastewater industries.

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\*Versus RP 330-B



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# MARKETPLACE EXPO

**The WWETT Show is THE market place for the wastewater industry and the Expo Hall is the HUB.** With 600 exhibitors displaying in over 350,000 square feet of exhibit space, attendees come to the WWETT Show to shop.

Join your peers as you:

- See the new product launches for 2018
- Learn about the latest trends and technologies driving the industry
- Meet directly with manufacturers and product reps
- See, touch, and feel equipment, products, and services – and see them in action
- Purchase products and equipment—the WWETT Show floor is WHERE DEALS GET DONE





# WWETT LIVE!

## WWETT LIVE! AT LUCAS OIL STADIUM

Lucas Oil Stadium is the scene for WWETT Live! – a festival of demos, industry education, and FUN!

Come to Lucas Oil Stadium between 11am and 5pm on Thursday and Friday and watch leading manufacturers showing off their newest trucks and latest equipment. You will see it all, running and “In-Action”! Then after the demo, get up close and meet the reps, and maybe you’ll make that deal to take it home with you!

Companies to see include:



### NEW FOR 2018

These hands-on, instructor-led sessions will educate on best safety practices on a variety of products and machinery. And participation is free to all WWETT Show attendees.

When you are ready for a break, head onto the Colt’s field to toss a football and meet the Indianapolis Colts cheerleaders.

Check [wwettshow.com](http://wwettshow.com) for WWETT Live! schedules and times.





## EXHIBITOR DEMO HIGHLIGHTS

### EXHIBITOR DEMONSTRATIONS IN THE MARKETPLACE EXPO

**Want to see how a piece of equipment works?** Find out how it can help you do your job more efficiently? Don't miss the Exhibitor Demonstrations at WWETT Show 2018.

These live action, how-to sessions led by top manufacturers will demonstrate the products for you, and show you tips and best practices that will help increase your productivity and boost your business. Here are a few of the participating companies.



**Hammerhead**  
Booth #5208



**I.S.T.**  
Booth #6333



**Perma-Liner Industries, LLC.**  
Booth #3423



**Picote**  
Booth #4316



**Ridgid**  
Booth #1348

Check [wwettshow.com](http://wwettshow.com) for demo details and times.



**NozzTeq®**  
Taking Science To The Sewer®

**Booth: 1454**



EDUCATION: FEBRUARY 21-23, 2018  
EXHIBITS: FEBRUARY 22-24, 2018  
INDIANA CONVENTION CENTER

**Live Demos February 22 & 23, 2018**  
in the Lucas Oil Stadium

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## EVENTS



### SPARTAN TOOL KICK OFF PARTY AT LUCAS OIL STADIUM Thursday, February 22 | 5:00 pm | Lucas Oil Stadium

On Thursday, after a day of Expo hall and education, start your evening at the Spartan Tool Kick Off Party at Lucas Oil Stadium. Gather with your friends for food, drink, and great music as we celebrate WWETT Show 2018, courtesy of hosts **Spartan Tool**. All registered WWETT Show attendees are invited.

### WWETT SHOW INDUSTRY APPRECIATION PARTY Friday, February 23 | 5:30 pm | Indiana State Museum

For 2018, the WWETT Show Industry Appreciation Party is going “off-campus”. We will take over the beautiful Indiana State Museum, located just a short walk from the Indiana Convention Center. Gather with your peers for music, drinks, food, and lots of fun activities in this stunning setting. All registered attendees are invited.

## INDIANA STATE MUSEUM



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## HOTELS

When it comes to accommodations, WWETT Show Housing powered by onPeak has you covered. When you book your housing through [www.wwettshow.com](http://www.wwettshow.com), you will find rooms at the best and most convenient hotels, with special show discounts on prices.

onPeak is the official housing vendor for the WWETT Show. They've negotiated travel discounts and secured a limited number of reduced-rate hotel rooms to help give you a great and affordable Indianapolis experience. Rooms at the group rate are limited and available on a first come, first-served basis. Don't delay—book today! Visit the Travel page at [www.wwettshow.com](http://www.wwettshow.com).

*Please note—onPeak is the only official hotel agent for WWETT 2018. No other hotel company or travel agency is authorized to place hotel reservations on behalf of the WWETT Show.*

## CONVENTION APP

Have all the WWETT Show information you need at your fingertips with the free convention app. Floor plans, schedules, local information—it's always up-to-date and instantly available.

The app will be available in mid-January. Search 'WWETT Show 2018' in iTunes or the Google Play stores.





# CONFERENCE HIGHLIGHTS

Take advantage of Best-in-Class Industry Education at WWETT Show 2018. You'll find over 100 sessions spanning three days covering a wide variety of wastewater and business-related topics. Sessions are led by top industry experts and professionals from leading associations, businesses and manufacturers. And sessions count toward fulfilling required continuing educational units (CEUs) in over 45 state and regional licensing organizations.

When you register for the convention, you will sign up for education sessions as well. By preregistering online, you'll gain the following benefits:

- Your session agenda will print on your registration badge with the times and room numbers
- You will be able to download copies of the presentations for your scheduled sessions
- You will be able to download certificates of completion if you preselect sessions. (Select sessions + scan at door = Certificate)

You always have the option to manage or change your selected sessions by logging back into your registration profile.

## CONFERENCE ADVISORY BOARD

The WWETT Show gratefully acknowledges the contributions made to the 2018 Education Program by our Conference Advisory Board.

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# CONFERENCE OPTIONS

In addition to the great selection of classes, you can take advantage of a menu of great options from WWETT Show Education. These include –

## **CERTIFICATION CLASSES** (additional fees apply)

### **NOWRA Installer Certification Course**

Thursday, February 22 | 7:30 am - 4:30 pm

One-Day Installer Training. Sign up for this session and your Expo Pass will be free.

### **PSAI Service Training**

Friday, February 23 | 7:30 am - 11:30 am

PSAI Service Training for Portable Sanitation Professionals and Certification Exam

## **TECHNICAL TOURS – NEW FOR 2018!** (additional fees apply)

### **Hosted by Citizens Energy Group**

#### **Belmont Advanced Wastewater Treatment Plant**

You will tour the Secondary Treatment System and Control Room at the Belmont Advanced Wastewater Treatment Plant. The Plant has a capacity of 300 million gallons per day (MGD) and accepts flows from a combined sewer system. The secondary treatment system includes an air nitrification system installed in 2012 and an oxygen nitrification system that was constructed in 1967. The oxygen nitrification system was converted to an air nitrification system in 2012 and expanded to handle wet weather flows of 300 MGD. See [www.wwettshow.com](http://www.wwettshow.com) for tour times.

#### **Deep Rock Tunnel Pump Station**

You will be touring the Deep Rock Tunnel Pump Station, which will be newly in-service in February. Citizens Energy Group has constructed an underground storage tunnel for wet weather storage of combined sewer overflows. The 270-million-gallon storage facility is 250 feet underground, 27 miles long, and scheduled to be completed in 2025. The first section of the tunnel is nine miles long, 90 million gallons, and will be in-service by the end of calendar year 2017. The Deep Rock Tunnel Pump Station is also 250 feet underground and includes four, 30 MGD pumps that will pump wastewater from storage tunnel to the Southport Advanced Wastewater Treatment Plant. See [www.wwettshow.com](http://www.wwettshow.com) for tour times.

## **NETWORKING**

### **New Professionals Network Gathering**

Wednesday, February 21 | 11:30 am – 1:00 pm

We saved a seat for you! Bring your lunch and come network with other New Professionals, our Advisory Board, and some select speakers during the lunch hour. Making connections makes your business stronger! Drinks and desserts will be provided. Pre-registration is required.

### **Women in Industry Happy Hour**

Wednesday, February 21 | 4:30 pm – 5:30 pm

Here's a chance for you to meet other women in the wastewater and environmental services industries, or to reconnect with those you met last year. Whether you are new to the industry or have decades of experience, this networking event is for you. Share ideas, find answers, discuss challenges, or just have some fun over a glass of wine or beer. After a long day of education sessions - plan to unwind at this social hour. Pre-registration is required.



# EDUCATION PROGRAM-AT-A-GLANCE

## 60 & 90 MINUTE SESSIONS - Wednesday, February 21

TRACKS	8:30 am — 9:30 am	10:00 am — 11:30 am
<b>NASSCO - National Association of Sewer Service Companies</b>	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
<b>NAWT - National Association of Wastewater Technicians</b>	WE02: ATU: Care and Performance	WE12: Understanding EPA 503 Requirements for Land Application
<b>NEHA - National Environmental Health Association</b>	WE03: Water Reuse and Pathogen Tracking	
<b>NOWRA - National Onsite Wastewater Recycling Association</b>	WE04: From A to Effluent- The Essentials of Septic Tank Design	WE13: Hands on Training with 5 Control Panels Note: Same class as WE23
<b>PSAI - Portable Sanitation Association International</b>		WE14: Preparing for Hazards in Portable Sanitation
<b>SSCSC - Southern Section Collection System Committee</b>	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)
<b>SSPMA - Sump and Sewage Pump Manufacturers Association</b>	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
<b>WJTA-IMCA - Water Jet Technology Association- Industrial Municipal Cleaning Association</b>	WE07: Vacuum Excavation Mini Bootcamp: Tips for Enhanced Safety, Productivity and Profitability	WE17: Waterblasting Safety Practices
<b>SMALL BUSINESS OWNERS by Wastewater Education 501(c)3</b>	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
<b>Business Strategy and Leadership</b>	WE09: How to be a GREAT Boss	WE19: You're Hiring All Wrong
<b>Municipal Sewer and Water</b>		
<b>New Professionals</b>	WE10: WWETT 101: How to Get The Most from Attending the Show	WE20: Propelling Yourself and Your Business to the Next Level
<b>Septic System Installation, Repair And Design</b>		
<b>What's Trending/ New Technologies</b>		
<b>Women In The Industry</b>		

*Note: Conference education sessions are subject to change and/or cancellation*

1:00 pm — 2:30 pm	3:00 pm — 4:00 pm	4:30 pm — 5:30 pm
WE21: Manhole Assessment and Rehabilitation: An Owner's Perspective	WE31: The HOW and WHY of Effective Cementitious Manhole Lining	WE41: 3D Wireless Manhole Scanning
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
	WE33: Water Reuse and Individual Systems	WE43: Sanitation Solutions for Challenging Environments
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
WE24: Portable Sanitation and Special Events		
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
WE26: Onsite Pump Sizing, Applications and Lessons Learned for the Service Contractor	WE36: Specifying Pumps: Why Do Pumps Fail?	
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	
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	
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
WE30: Using Proven SOPs to Reduce and Control Your Sanitary Sewer Overflows		WE47: Coating Needs for Sanitary Sewer Structures: What is Best, and Why?
11:30am-1:00pm / Networking Event for New Professionals Only		
		WE48: What You Should Know About Aerobic Treatment Unit Biology
		WE49: Using New Technology for Fast Collection System Assessment
	WE40: Watering the Seeds of Change	WE50: Women in the Industry Social Hour



# PROGRAM-AT-A-GLANCE (cont.)

## 60 & 90 MINUTE SESSIONS and 4 HOUR COMPREHENSIVE COURSE - Thursday

TRACKS	7:30 am — 9:00 am	7:30 am — 8:30 am	9:00 am — 10:00 am
<b>BUSINESS STRATEGY AND LEADERSHIP</b>	TH01: Be The Leader Committed to Safety		
<b>MUNICIPAL STAKEHOLDER AND CONTRACTOR</b>	7:30 am - 11:30 am   4-HOUR Comprehensive Course TH02: Fundamentals of Municipal Grouting for Engineers, Municipalities, and Entry Level/Limited Experience (This is an interactive program that includes videos, presentations and Q & A.)		
<b>NOWRA - National Onsite Wastewater Recycling Association</b>	7:30 am - 4:30 pm   See NOWRA one-day certification course in additional certification options		
<b>PLUMBERS</b>		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
<b>PORTABLE SANITATION</b>			TH11: Strengthening the Family Business: Critical Conversations & Exercises
<b>SAFETY</b>	TH03: Excavation Safety Practices		
<b>SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN</b>		TH07: What Is a Failed Leach System? Proper Diagnosing & Options for Repair	TH12: Don't be Afraid of Grease
<b>SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE</b>	TH04: Nozzle Physics		
<b>VACUUM TRUCK OPERATIONS</b>			TH13: Choosing The Correct Tank for Your Application
<b>WASTEWATER TREATMENT</b>	TH05: DeCentralized Wastewater-Onsite Wastewater Operations & Maintenance		
<b>WHAT'S TRENDING / NEW TECHNOLOGIES</b>		TH08: On the Ground or In the Cloud: Advancement in Data Storage Solutions	
<b>WOMEN IN THE INDUSTRY</b>		TH09: Preparing for the New Consumer – How You Can Acquire and Retain New Business	
<b>ADDITIONAL ASSOCIATION CERTIFICATION</b>			
<b>NOWRA - NATIONAL ONSITE WASTEWATER RECYCLING ASSOCIATION</b>	7:30am-4:30pm NOWRA One-Day Installer Certification Course		

*Note: Conference education sessions are subject to change and/or cancellation*

y, February 22			
9:30 am — 10:30 am	9:30 am — 11:00 am	10:30 am — 11:30 am	11:00 am — 12:00 pm
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?	
ited Experience Contractors			
ns below.			
		TH19: 16 Secrets to More Success in the Portable Restroom Business	
	TH16: Confined Space for Utility Construction Impact Talk		
			TH20: Understanding High Strength Wastes
TH15: An Explosive Look at Cross Bores Through Sewers			TH23: The Science of Pipe Cleaning
		TH21: Vacuum Truck Maintenance - For Maximum Life and Efficiency	
	TH17: Bio-Nutrient Removal		
		TH22: Green Productivity Through Water Recycling	
(Additional fee associated with this training)			

# PROGRAM-AT-A-GLANCE (cont.)

## 60-Minute SESSIONS, 4 Hr. Comprehensive Course and Technical Tours - Friday

TRACKS	7:30 am — 8:30 am	8:30 am — 12:30 pm
BUSINESS/MARKETING STRATEGY	FR01: Building a Sales Funnel: How to Connect the Dots	
MUNICIPAL SEWER AND WATER	FR02: Hydrofluoric (HF) - The Most Dangerous Acid	
PSAI - PORTABLE SANITATION ASSOCIATION INTERNATIONAL	7:30am - 11:30am SEE PSAI SERVICE TRAINING FOR PORTABLE SANITATION PROFESSIONALS & CE BELOW	
SAFETY	FR03: Hazardous Atmospheres and Gas Detection for Sewer System Confined Space Entry	
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN Hosted by Wastewater Education 501(c)3		FR07 - 8:30am - 12:30pm - 4-HOUR Course the experience. Topics include soil color,
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	FR04: JET UP!™ Taking Science to the Sewer*!	
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	FR05: Manhole Rehabilitation Pilot Study Results: Comparing Geopolymer Lining System to Traditional Cementitious Liners	
VACUUM TRUCK OPERATIONS	FR06: Vacuum Truck Applications	
WASTEWATER TREATMENT		
WHAT'S TRENDING / NEW TECHNOLOGIES		
TECHNICAL TOURS (Additional)		
TECHNICAL TOURS HOSTED BY CITIZENS ENERGY GROUP	12:15pm-2:00pm (Actual tour time 1 hour) / Belmont Advanced Wastewater Treatment 12:45pm-3:00pm (Actual tour time 1 hour) / Deep Rock Tunnel Pump Station 1:45pm-4:00pm (Actual tour time 1 hour) / Deep Rock Tunnel Pump Station	
ADDITIONAL ASSOCIATION CERTIFICATION		
PSAI - PORTABLE SANITATION ASSOCIATION INTERNATIONAL	7:30am-11:30am PSAI Service Training for Portable Sanitation Professionals and Certification Exam	

*Note: Conference education sessions are subject to change and/or cancellation*



y, February 23		
9:00 am — 10:00 am	10:30 am — 11:30 am	12:15 pm — 4:00 pm Technical Tours
FR08: Website Optimization for Beginners: How to Improve Search Rankings	FR14: Hook, Line and Sinker: Essential Online Elements That Engage, Educate and Convert	
FR09: Valuable Lessons from the Global Survey of Sewer Cleaning and Maintenance	FR15: Sodium Hypochlorite – More Dangerous Than You Think?	
CERTIFICATION EXAM IN ADDITIONAL ASSOCIATION CERTIFICATION OPTIONS		
FR10: To Work Safely is to Understand Safety		
Comprehensive Course - Soils for Septics - close up HD video will be used to enhance texture, treatment, PERC tests, soils maps, mapping tools and more.		
	FR16: Tackling Water Utility Challenges Using Completely Portable Inspection Systems	
FR11: Case Study: Franklin Township Sewerage Authority's Point Repair Rehabilitation Program	FR17: Rockland County Interceptor Sewer Rehabilitaion	
FR12: Vacuum Truck Hydraulic System: PTO, Transercase, or Belt Driven		
	FR18: Liquid Waste Processing	
FR13: Historical Evolution of Onsite Biofiltration Leading to Modern Innovative Solutions	FR19: Modern Remote Monitoring	
Additional fee associated with tours)		
ment Plant		
(Additional fee associated with this training)		

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# SESSION DESCRIPTIONS

**IMPORTANT NOTE:** If you want credit or certificates of completion, you must be registered for each session and be scanned at the door. Registration + scan = certificate/credit. We will not be able to offer manual sign in sheets this year.

You can attend any sessions you choose as long as you pay for them, but you will not receive proof of attendance or continuing education credit unless you are registered for the session and scanned at the door. Please take some time to review the education options available to you, and be prepared to select your classes when you register online or in person at the show.

For additional detail and speaker information, visit the education section at [www.wwetshow.com](http://www.wwetshow.com).

## WEDNESDAY | FEBRUARY 21, 2018

8:30 am - 9:30 am

### Active Flow Rehabilitation of a 96" to 108" Sanitary Sewer Interceptor

Code: WE01 | Track: NASSCO

This case study is a project consisting of the rehabilitation of over 40,000 feet of 96" to 108" sanitary sewer in live continuous flows. Many rehabilitation techniques were utilized, including manhole rehabilitation, access shaft installation, cured-in-place pipe (CIPP), chemical grout, cementitious grout and cementitious lining. The work required the implementation of a safety/accident prevention plan specific to the dangers anticipated in deep sewer work as well as the influence of gasses and leaching from two landfills.

### ATU: Care and Performance

Code: WE02 | Track: NAWT

This session will cover Advanced Treatment Units; how to care for these types of units; what type of Operations and Maintenance is needed; understanding how an ATU performs; interpreting the reading and results of an ATU. At the conclusion of the session the applicant will understand the importance of the functionality of ATUs and why Operations and Maintenance is critical to its performance.

### Water Reuse and Pathogen Tracking

Code: WE03 | Track: NEHA

Water reuse is the topic of more and more dinner table conversations. So how can we be sure that we are protecting public health with the new water reuse systems? We need to look at new ways of defining and implementing water quality monitoring systems. This presentation will focus on the science of pathogen tracking and treatment, identify roadblocks, challenges and potential solutions.

### From A to Effluent - The Essentials of Septic Tank Design

Code: WE04 | Track: NOWRA

We will examine the evolution of tank design; discuss essential key aspects for effective septic tanks; explore the importance of water tightness and ways to maintain it; and identify factors that maximize retention time to lower demand on downstream processes. We will discuss newer technologies that can be incorporated into the septic tank to increase its effectiveness and expand its capacities, and we'll review national and international standards that apply to septic tanks.

### Expand Your Inspection Toolbox with High Tech and Emerging Technologies

Code: WE05 | Track: SSCSC

Every agency has pipelines that are challenging to inspect, ones that are critical, non-redundant, with a high consequence of failure. These are the pipelines that keep collection system operators up at night. This class will showcase equipment and technology for specialty inspection projects. This will provide detailed information and considerations for inspecting critical pipelines and discuss when the high-tech approach is warranted. It will review technologies available, capabilities and limitations.



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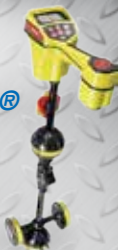
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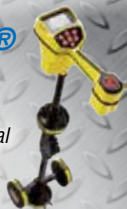
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# SESSION DESCRIPTIONS (cont.)

WEDNESDAY | FEBRUARY 21, 2018

8:30 am - 9:30 am

## Understand Digital and Analog Meters to Troubleshoot Your System

Code: WE06 | Track: SSPMA

This session is designed to assist the contractor in understanding the capabilities of digital multimeters vs. analog meters as well as typical usage for troubleshooting pumps, panels, switches and VFDs. Specific issues addressed will include types of meters and their capabilities such as checking voltage, amperage, resistance, insulation resistance, continuity and capacitor measurements.

## Vacuum Excavation Mini Bootcamp: Tips for Enhanced Safety, Productivity and Profitability

Code: WE07 | Track: WJTA-IMCA

This “mini boot camp” covers vacuum excavation essentials for enhanced safety, productivity and keeping the job profitable. Gain the perspective of the equipment manufacturer and operator with regard to hydro and air excavation considerations, including scoping the work before starting a job, job site setup, safety practices, maximizing productivity, and hiring and training employees/operators.

## Birthing The Baby! How to Start or Retool a Wastewater Service Business

Code: WE08 | Track: Small Business Owners

So you want to be a septic/port-a-potty service superstar? Why? Do you have a business plan? Have you assessed the market? Do you know how to choose a name, create branding, do effective/low cost marketing? How do you get a license? Attend this session to find out the answers to these questions and more.

## How To Be a GREAT Boss

Code: WE09 | Track: Business Strategy and Leadership

Are your team members driving you crazy? Are you buried under projects and it seems like they have plenty of time to whine? Are they just not...motivated? Perhaps the problem isn't them, but you. Attend this lively program to discover what it takes to be a great boss. Your team members will fix everything for you, if you help them win. Discover what it takes to create a culture of success.

## WWETT 101: How to Get The Most From Attending the Show

Code: WE10 | Track: New Professionals

Are you a first-time WWETT Show attendee, or have you attended in the past but could use a refresher? This session will help you optimize your experience at the WWETT Show. You'll get tips on

- Making a “game plan” for your duration at the show
- Navigating the Marketplace Expo Hall
- The importance of networking and successfully participating in networking events

Then, the session will conclude with a Q&A for your individual needs.

10:00 am - 11:30 am

## Critical Details for Municipal Grouting for the Experienced Contractors, Specifying Engineers and Public Works Officials

Code: WE11 | Track: NASSCO

The single biggest factor to a successful municipal grouting project is not the grout, it's the quality of installation. The contractor is primarily responsible for following the specifications for grout mixing, including grout concentration, additives, and proper gel-times. Thus, the relevance of experienced grout technicians and on-site inspection for guidance and oversight is apparent. Attendees of this session will know the 7 key success factors that determine the volume of infiltration removal and long-term effectiveness of a municipal grouting project.

# SESSION DESCRIPTIONS (cont.)

WEDNESDAY | FEBRUARY 21, 2018

10:00 am - 1 1:30 am

## Understanding EPA 503 Requirements for Land Application

Code: WE12 | Track: NAWT

We will review the EPA 503 requirements for land application; delve into the history of the regulation and its importance to the environment; how to interpret the regulation; and how to meet the regulation specific for Land Application. At the conclusion of the session the applicant will have a better understanding of EPA 503 Requirements and how they may be able to qualify for and use land application for their disposal needs.

## Hands on Training with 5 Control Panels (Repeat of WE23)

Code: WE13 | Track: NOWRA

This hands-on presentation will teach the importance of designing a control panel for an onsite project that achieves the desired functions, meets the sites electrical restrictions, and is serviceable after the installation. Four control panels will be set up as stations for hands-on training. Different technologies capable of various flow and electrical requirements will be featured. During the hands-on portion of the class, attendees will be split into small groups and spend time with engineers from each technology featured. Participants will be able to ask questions and physically program the panels.

## Preparing for Hazards in Portable Sanitation

Code: WE14 | Track: PSAI

The PSAI has captured the most effective ways to prepare for the extreme conditions your portable sanitation company will face. This session will cover how to handle intense heat, cold, and wind effectively. You'll learn how to react and protect your company if disaster strikes, ensuring you can respond to the business opportunities that may arise. Whether you are experienced at preparing for extremes or relatively new to this aspect of the business, you should attend this session.

## Jetter Hose Inspection with Proper Repair - From Trailer Jetters to Combo Trucks (includes hands-on swaging demo)

Code: WE15 | Track: SSCSC

Attend this session to gain valuable working knowledge and understanding of the make up of a high pressure sewer hose, how to ensure proper use, inspection, repair and longevity. The class will cover proper safeguarding of all diameters and pressures of hose while in use. We'll also look at possible failures and learn the steps needed to avoid them. We will offer a hands-on swaging element to this session where you will be able to use a swaging machine to do a proper hose repair.

## Basic Electrical Theory and Troubleshooting as It Relates to Floats and Onsite Septic Controls

Code: WE16 | Track: SSPMA

This presentation will provide attendees a better working knowledge of the electronics of a control panel, and how to safely and correctly identify a problem in the field. Basic electrical theory for residential/light commercial control panels will be discussed. Control panel components and how they relate and work together to make the control panel operate properly will be reviewed - including digital multi-meter use, proper ways to troubleshoot a float, and time saving troubleshooting techniques.

## Waterblasting Safety Practices

Code: WE17 | Track: WJTA-IMCA

This session will focus on key safety practices for waterblast operations. The proper PPE, the proper use of anti-withdrawal devices and pressure deactivation devices, identifying projects where automated equipment can be used, and keeping workers clear of the "line of fire" will be discussed. Content for this session is drawn from a new entry-level waterblast operator training and certification program being developed by the WJTA-IMCA and the Houston Area Safety Council (HASC).



## Getting It Right the First Time - The Legalities of Starting a Business

Code: WE18 | Track: Small Business Owners

So you've tested the waters, chosen a name, and ready to start business, right? In this session we'll be providing a checkbox list for what you should have in place to be a legal and business-grounded employer. Topics to be discussed:

- Setting up your EIN and other tax accounts
- Choosing the best legal basis/corporate structure - DBA, LLC, Ltd. or full INC.
- Risk management - what do you want /need to cover and plan for
- Reporting documents for yourself, your employees, your family partners
- Billing issues - your rights under the law

## You're Hiring All Wrong

Code: WE19 | Track: Business Strategy and Leadership

How can you attract and build a team of A-Players (even when you don't think you're big enough)? If you think you're too small, or can't pay enough, or don't have a wide enough pool of people to draw from, attend this session to get information on ways to build a team successfully. The presenter will reveal how he built a large team of A-players using unique recruiting and training strategies.

## Propelling Yourself and Your Business to the Next Level - Panel Session

Code: WE20 | Track: New Professionals

During this panel discussion, industry experts will be giving advice on best practices to help you and your career. You'll get tips on

- Leadership
- Company branding and image
- Personal branding and use of social media to extend your personal network
- Finding mentors and strategic alliance partners
- Having an effective plan to turn your business into a success

The final 15 minutes will be an open Q&A forum.

11:30 am - 1:00 pm

## New Professional Networking Event

Code: NPEVENT | Track: New Professional Event

We saved a seat for you! Bring your lunch and come network with other New Professionals, our Advisory Board, and some select speakers during the lunch hour. Making connections makes your business stronger! Drinks and desserts will be provided.

1:00 pm - 2:30 pm

## Manhole Assessment and Rehabilitation: An Owner's Perspective

Code: WE21 | Track: NASSCO

Procedures implemented by a utility owner for planning, start up and management of a manhole rehabilitation project will be discussed during this presentation. Discussion will include pre-inspection using NASSCO MACP (Manhole Assessment Certification Program) guidelines for condition assessment, manhole rehabilitation inspector training, product selection from infiltration/inflow (I&I) correction to linings/coatings, post-inspection and project success. A detailed discussion of using chemical grouts for manhole infiltration control and soil stabilization is included.

## Land Application Loading Rate

Code: WE22 | Track: NAWT

This session will review understanding loading rates to the soils; how the different types of soils accept and treat the effluent; variables for calculating loading rates; making the calculations and interpreting the results. At the conclusion of the session the applicant will realize the importance of the soil treatment area component and how to accurately calculate loading rates based upon soil type and structure.

## Hands on Training with 5 Control Panels (Repeat of WE13)

Code: WE23 | Track: NOWRA

This hands-on presentation will teach the importance of designing a control panel for an onsite project that achieves the desired functions, meets the sites electrical restrictions, and is serviceable after the installation. Four control panels will be set up as stations for hands-on training. Different technologies capable of various flow and electrical requirements will be featured. During the hands-on portion of the class, attendees will be split into small groups and spend time with engineers from each technology featured. Participants will be able to ask questions and physically program the panels.

# SESSION DESCRIPTIONS (cont.)

WEDNESDAY | FEBRUARY 21, 2018

1:00 pm - 2:30 pm

## Portable Sanitation and Special Events

Code: WE24 | Track: PSAI

Learn about the unique opportunities and challenges of providing portable sanitation at special events of all types and sizes. The PSAI has captured the latest thinking on key success areas and organized it so that you can follow the process from start to finish. The session will also cover how to communicate with your customers, prepare your bids, succeed on site, and troubleshoot problems. Some case studies will be used to give you a chance to think through typical scenarios.

## From Standard Cleaning to “YOU WANT ME TO DO WHAT?” A Comprehensive Look at the Pipeline Cleaning Process

Code: WE25 | Track: SSCSC

This session is designed to be an intensive training on the effective use of pipeline cleaning equipment. Often as cleaning contractors, we find ourselves in situations that are beyond our normal type of project. These projects can either be a great opportunity or a potential for disaster. We will cover what tools are needed and what procedures should be followed to succeed in these situations. The focus will be on combination Jet/Vac trucks but will be useful for any pipe cleaning application.

## Onsite Pump Sizing, Applications and Lessons Learned for the Service Contractor

Code: WE26 | Track: SSPMA

Proven selection and sizing of residential and light commercial effluent and sewage pump systems will be discussed. Other topics include pump capacity requirements; total dynamic head calculation; minimum pump run times and product life cycle; misapplied system voltage and its effects on product life cycle; and advantages and disadvantages of a simplex versus a duplex system. There will be an actual example of sizing a pump to a specific onsite application as well as lessons learned and problem solving.

## Demo: Understanding the Power of Vacuum

Code: WE27 | Track: WJTA-IMCA

The legendary Phil Stein, a consultant to the industrial vacuum industry, will present this interactive “nuts and bolts science lab” for first-time users and experienced vacuum truck operators. Topics include basic types of trucks, how pressure works, measuring vacuum and pressure, why hose diameter and length is important, viscous materials, air mover configuration, special operations, what to do when things go wrong, and major safety concerns. Note: this session will have close up camera projection onto the screen for attendee enhancement.

## Elvis Wants to Leave The Building: How to End/Close the Business

Code: WE28 | Track: Small Business Owners

Shutting down your business can be an amicable/managed scenario OR forced upon you. During this session we'll discuss:

- Closing out your EIN and other tax accounts
- Planning for/dealing with death of a partner or a spouse
- Loss of income/reputation from theft, being sued, embezzlement
- When to file for bankruptcy
- Creating an Estate Plan or Transfer of Ownership contract
- Transferring insurance coverage

## How To Motivate Your Employees And Get Your Team On The Same Side

Code: WE29 | Track: Business Strategy and Leadership

Does it feel like your team is a group of unruly individuals? How can you fix it? The answer could be that your organization lacks culture. Few business owners realize the importance of culture but they sure feel the difference when it's missing! Hear from the industry's leading authority on creating a powerful culture in your business.

**Using Proven SOPs to Reduce and Control Your Sanitary Sewer Overflows**

**Code: WE30 | Track: Municipal Sewer and Water**

Sanitary Sewer Overflows (SSOs) is the Gold Standard by which municipal sewer agencies are measured. EVERYTHING our hard working municipal employees do, is tied to this one, all important, no excuses, metric. This session will include an interview by an industry-recognized thought leader, with a highly accomplished career collections systems maintenance manager from the City of Los Angeles, in which insights into the City's massive challenges, its approach, and specifics about its Standard Operating Procedures will be revealed.

**3:00 pm - 4:00 pm**

**The HOW and WHY of Effective Cementitious Manhole Lining**

**Code: WE31 | Track: NASSCO**

This session provides a non-biased overview of the history and technology of cementitious liners of deteriorated brick, block and concrete manholes. The various defects and their corresponding particular solutions for reinforcing, sealing and protecting are explained from a practical experience point-of-view. A wall thickness design discussion for cementitious liners will also be discussed. The session will end with audience questions on manhole inspection, preparation and rehabilitation when using cementitious linings.

**Case Study: Successful Repairs of Concrete Corrosion from MIC in a Septic Tank**

**Code: WE32 | Track: NAWT**

When is it appropriate to repair MIC induced concrete corrosion; what safety precautions will need to be taken; and what is needed in selecting the appropriate materials? Cleaning and prepping the site for the application of repair materials to repair concrete corrosion on the interior of the septic tank will be discussed.

**Water Reuse and Individual Systems**

**Code: WE33 | Track: NEHA**

Water reuse is becoming more and more common as cities try and alleviate burdens on aging infrastructure and the impacts of drought. Larger cities are implementing water reuse programs and initiatives that take the responsibility off of the general public. But what about homeowners with onsite wastewater systems? How can they re-use their greywater in a way that won't impact their health or environment? This presentation will focus on challenges and roadblocks of combining water reuse and onsite wastewater systems.

**It's Not One Size Fits All - Designing ATUs**

**Code: WE34 | Track: NOWRA**

During this session we will discuss the NSF testing regiment and general criteria used to size larger versions of NSF tested units. It will also include how these units are not as easily applied to strict effluent requirements like low total nitrogen requirements or commercial applications. Design criteria that should be taken into account when addressing these applications will also be reviewed.

**ASSOCIATIONS**

The WWETT Show thanks the following associations for their contributions to presenting this event.



# SESSION DESCRIPTIONS (cont.)

**WEDNESDAY | FEBRUARY 21, 2018**

**3:00 pm - 4:00 pm**

## **Down Time is Deadly! Keep Your CCTV Equipment Running While Lowering Your Costs**

**Code: WE35 | Track: SSCSC**

The cost of operating CCTV inspection equipment can come as quite a shock. When the equipment is down and pipelines aren't being inspected, wages are still being paid and projects are falling behind schedule. A single repair can easily exceed \$5,000. Human error, careless handling of the equipment and age of the equipment are the biggest culprits. During this session we will discuss what you can do to minimize downtime.

## **Specifying Pumps: Why Do Pumps Fail?**

**Code: WE36 | Track: SSPMA**

This session will focus on the differences between sump, effluent and sewage pump applications as well as the differences between sump, effluent, sewage and grinder pumps. Motors, bearings, impellers, seals and cord entrances will be discussed. We will share a brief overview on the different types of switches used in pumping applications as well as a basic checklist for diagnosing and troubleshooting common pumping issues.

## **Maximizing Water Jet Safety With Automation**

**Code: WE37 | Track: WJTA-IMCA**

Automated high-pressure waterblasting equipment is fast becoming the tool of choice for contractors who provide waterblasting services. Industry trends toward automated high-pressure cleaning equipment are continually increasing as benefits become more evident, including safety and productivity. During this session, we will discuss a safe zone job set-up, the best tool for each application, record keeping on set-up and operation, tips and suggestions for scheduled and preventative maintenance, and keeping maintenance records.

## **Komputers Are Not Just for Kids: Off the Shelf Business Programs**

**Code: WE38 | Track: Small Business Owners**

Poor record keeping can get you in trouble with the tax man or the licensing agency, and can cost you some serious money. Learn how to choose the right software/business products for your business; how to set up a simple spreadsheet/data base; and how to use your products on a mobile platform. I'm sure you've heard you should back up, back up, BACK UP your business records! We'll also discuss those options and choices.

## **Kickstart Your Content Marketing: Leverage Your Social Presence To Gain New Customers and Lock In Their Loyalty**

**Code: WE39 | Track: Business Strategy and Leadership**

Wastewater industry veterans Susan Marie Chin and Mary Shafer help you benefit from the digital grapevine by integrating social media into your marketing. Learn how the major social streams work; how to write, distribute and repurpose effective press releases, use an email newsletter service and build good media lists. Discover how to build case studies and project profiles, repurpose feed content, and integrate social channels for maximum exposure and impact.

## **Watering the Seeds of Change**

**Code: WE40 | Track: Women in the Industry**

Are you ready to be inspired? Kerry's story will both motivate & inspire women to achieve success in this male dominated industry. As the daughter of a contractor, entrepreneurial lessons came early. She used the lessons she learned from her father to start her own successful magazine. Kerry's passion is to help other women entrepreneurs with their marketing efforts to continue their dream of running a successful business.



4:30 pm - 5:30 pm

### 3D Wireless Manhole Scanning

Code: WE41 | Track: NASSCO

3D Scanning is a relatively new technology. Currently, “3D” video and measurement is available, but utilizing the point cloud system means that manholes can only be measured from one point to another. With 3D scanning technology, manholes can now be documented in true 3D fashion, creating a mesh instead of a point cloud. The mesh can be used to document the structural change of a manhole before and after rehabilitation. We will also review existing manhole assessment technologies and their benefits.

### Dealing With Tough Sites: Designs That Solve Problems

Code: WE42 | Track: NAWT

This session will cover what is needed to evaluate and understand tough OWTS sites; how to interpret the soils and other topographical challenges; understanding the site variables and how to incorporate them into the design; designing OWTS for complicated sites that will meet performance requirements and be sustainable. At the conclusion of the session the applicant will understand the knowledge and skills that are required to design effective, sustainable OWTS for challenging sites.

### Sanitation Solutions for Challenging Environments

Code: WE43 | Track: NEHA

Onsite wastewater systems can provide safe and usable sanitation for a lot of communities but there are always those that fall through the cracks. Whether the challenge is funding, geographical or technology, there will always be conditions that don't seem to fit into an easy solution. So how can we serve these community members? This presentation will focus on alternative solutions and how they can be implemented to improve community sanitation.



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# SESSION DESCRIPTIONS (cont.)

WEDNESDAY | FEBRUARY 21, 2018

4:30 pm - 5:30 pm

## Proper Design - Putting the Pressure in Drip Distribution

Code: WE44 | Track: NOWRA

This session will focus on the hydraulic design of subsurface drip distribution systems. It will provide the knowledge needed to size the supply and return manifolds that service drip tubing, how to determine the number of zones needed, how to determine the friction loss in the filters, valves, and other components, and demonstrate proper methods for making connections within the hydraulic network. Once the hydraulic system has been designed, selecting the appropriate pump will be discussed.

## Trenchless Technology Overview

Code: WE45 | Track: SSCSC

Collection systems are the wastewater utilities largest investment. The congressional budget office estimates an average of 71-98 billion dollars will be spent on water and wastewater systems through 2019. Trenchless technologies have become a major alternative to traditional digging for replacement for pipelines and maintenance holes. We will discuss problems such as infiltration, exfiltration, roots, corrosion, and structural defects; where trenchless technologies can be used; and technology used for replacement and rehabilitation of pipelines and maintenance holes.

## Are You Pricing Yourself Out of Business? - All You Need to Know to Sell Profitably

Code: WE46 | Track: Business Strategy and Leadership

Are you ready to price yourself into more business? Pricing doesn't have to be difficult. In fact, it can be simple and quick! With a few effective strategies, you will never underbid a job again. Real sales success comes from understanding the true cost of doing business and pricing accordingly. Sell your way into a more profitable future!

## Coating Needs for Sanitary Sewer Structures: What is Best, and Why?

Code: WE47 | Track: Municipal Sewer and Water

A significant engineering challenge in water and sewer rehabilitation is to determine which coating product is best suited for the environment in which it will be used. Understanding the benefits and limitations of coatings is critical. There's a multitude of coating products available for consideration. We'll review them, discuss how they work, and determine scientifically just how to select the appropriate product for your project.

## What You Should Know About Aerobic Treatment Unit Biology

Code: WE48 | Track: Septic System Installation, Repair and Design

This session covers all Aerobic Treatment Unit (ATU) designs, suspended growth, fixed film systems, and provides information on nitrification and nitrate removal. How to service ATUs from start-up to full service will be discussed and maintenance requirements will be provided.

## Using New Technology for Fast Collection System Assessment

Code: WE49 | Track: What's Trending / New Technologies

In 2016 the Village of Algonquin started a full sewer system inspection program to create a benchmark for future O&M intervals and to find any system failures and remedy the problem before it created sewer backups or overflows. The project required collaboration with residents to access sewer lines located in backyard easements and real time access to field data collection integration over GIS. This session describes the development of the project, results of the study, challenges, and lessons learned from an "all digital" format.

## Women in the Industry Social Hour

Code: WE50 | Track: Women in the Industry

Here's a chance for you to meet other women in the wastewater and environmental services industries, or to reconnect with those you met last year. Whether you are new to the industry or have decades of experience, this networking event is for you. Share ideas, find answers, discuss challenges, or just have some fun over a glass of wine or beer. After a long day of education sessions - plan to unwind at this social hour.

THURSDAY | FEBRUARY 22, 2018

7:30 am - 9:00 am

### Be The Leader Committed to Safety

Code: TH01 | Track: Business Strategy and Leadership

Are you committed to the safety of the men and women who are impacted by your decisions? This presentation will delve into what it means to be a leader in the utility construction business. Through an examination of the Titanic tragedy as it relates to several local fatalities in the utility construction business, you will realize how your decisions impact your employees' welfare. We will explore why so many get hurt or killed in our business and discuss what we as leaders can do about it.

### Excavation Safety Practices

Code: TH03 | Track: Safety

This session will provide an overview of current safety practices and standards as outlined in the recently updated OSHA Standard Subpart P. This includes breaking down and defining the excavation safety regulations. Proper usage of sloping, shoring and shields used for securing an excavation will be reviewed as well.

### Nozzle Physics: Unravelling All the Information About How Nozzles Work

Code: TH04 | Track: Sewer and Drain Cleaning, Inspection and Maintenance

There are a dizzying array of nozzle choices available today, at a very wide range of prices and styles. Owners, operators and managers want to know which tools are the best for their application. With nozzles evolving at an accelerated rate, how can anyone decipher what matters, in order to make the best decision possible? This session is designed for you to feel a lot more confident about your next purchase!

### DeCentralized Wastewater-Onsite Wastewater Operations and Maintenance

Code: TH05 | Track: Wastewater Treatment

The definition of decentralized wastewater treatment and how it applies to more than just septic tanks will be discussed. There are many options for residential, industrial and even municipal wastewater treatment that fit the definition. Information will be provided on how to properly handle septic waste when it is discharged to your plant, and why you should or should not consider these materials being discharged to your system.

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# SESSION DESCRIPTIONS (cont.)

**THURSDAY | FEBRUARY 22, 2018**

**7:30 am - 8:30 am**

## **The Impact of Private Property Rainwater Connections to the Sanitary Sewer**

**Code: TH06 | Track: Plumbers**

Sanitary Sewers are designed to transport and treat domestic wastewater flows. Extraneous flows from sources of rainwater or groundwater can overload systems resulting in sewer backups into basements and overflows into streams and creeks. Studies show the majority of Infiltration/Inflow (I/I) entering wastewater collection systems is contributed from private property. Focus will be given on the impact of private property I/I, types of private property I/I, how cities are dealing with the issues, and program expectations.

## **What Is a Failed Leach System? Proper Diagnosing & Options for Repair**

**Code: TH07 | Track: Septic System Installation, Repair and Design**

How many times have you wanted to help your customer by diagnosing the real problem with their septic system? We can help you do that! During this session we will discuss diagnosing a leach system failure and potential options of repair. We'll cover various septic system types such as at grade septic, mound systems, sand filter beds, pressure dosing systems and aerobic systems, along with various methods of determining a failure in each type. We will then cover options for repairing the system. When you leave this session you will be much better equipped to diagnose and restore a failing leach system.

## **On the Ground or in the Cloud: Advancement in Data Storage Solutions**

**Code: TH08 | Track: What's Trending / New Technologies**

Traditionally, sewer inspection professionals chose on-site data storage methods instead of cloud storage. However, as technology advances so do the uptime, reliability and speed of cloud storage. Is it time to reassess cloud storage? Is it still advantageous to rely on on-site storage of data? We'll be taking a closer look into different data storage solutions to help attendees understand which method is best suited for their sewer inspection workflow.

## **Preparing for the New Consumer – How You Can Acquire and Retain New Business**

**Code: TH09 | Track: Women in the Industry**

Fifty-five percent of Millennials say their customer service expectations have increased in the last three years, and 50% have stopped doing business with at least one company due to poor customer service in the last year. Many of us have built best practices around serving Baby Boomers, but in 2017 Millennials will outpace Baby Boomers. This is a must see event to learn how women can capitalize on this opportunity in a male dominated industry.

**7:30 am - 11:30 am**

## **Fundamentals of Municipal Grouting for Engineers, Municipalities, and Entry Level/Limited Experience Contractors**

**Code: TH02 | Track: Municipal Stakeholder and Contractor**

This 4-hour comprehensive course delivers baseline knowledge on how & why injecting grouting stops I&I. Holistic approach includes mainlines, manholes, service laterals and connections. Grouting is the most cost-effective method for sealing all points of entry. Expert tutorial with three instructors, videos, and table-top demonstrations. Engineers gain insight on performance specs for standalone solution or complement to CIPP Lining. Municipalities may choose to self-perform or outsource. Take-away for contractors—execution is everything.

**7:30 am - 4:30 pm**

## **One-Day Installer Certification Class**

**Code: NOWR | Track: Association Certifications**

This Installer Training Program is designed to convey nationally focused best practice standards for onsite wastewater treatment system installation processes as identified by industry stakeholders through an intensive national review process. These materials describe the essential knowledge, skills, and abilities professionals who install onsite wastewater treatment systems should possess. The material will include an Introduction to Onsite Systems, Safety, Soil and Site Concepts, Construction Materials and Techniques, Planning, Distribution, Watertight Piping and Tanks, Dosing Systems and Controls, Advanced Treatment and Soil Treatment Areas.



9:00 am - 10:00 am

### **Are You the Expert You Think You Are? The Best Way to Handle Sewer Lateral Inspections Profitably**

**Code: TH10 | Track: Plumbers**

Where are your lateral sewer line inspections taking your company? Are they a powerful growth provider for your business? They can be! Learn the best way to diagnose, price, and sell lateral sewer line repairs profitably! You can be the expert customers crave!

### **Strengthening the Family Business - Critical Conversations and Exercises**

**Code: TH11 | Track: Portable Sanitation**

This session will be very beneficial for attendees who are in the Portable Restroom Rental Business with other family members. The presentation will involve critical conversations and exercises to help you get serious about strengthening your relationships with your family members in the business.

### **Don't be Afraid of Grease**

**Code: TH12 | Track: Septic System Installation, Repair and Design**

Every day grease is flowing, emulsifying, coagulating, plugging, capping and creating major problems. From drainfields, grease traps, drain lines, pump stations to holding ponds, grease is a major problem in our industry. Grease anatomy is often misunderstood. Let's discuss the anatomy of grease and the science behind different treatments. We will break down the grease molecule to its simplest form, and discuss the various methods available for proper treatment and disposal.

### **Choosing the Correct Tank for Your Application**

**Code: TH13 | Track: Vacuum Truck Operations**

What should you consider when buying a new septic and portable restroom service truck? During this presentation, we will go over GVWR, chassis CTA, tank material, coatings, vacuum pumps or blowers, level indication and other tank components. It is important to choose the correct equipment and tank sizes because most tank failure is a result of incorrect equipment.



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# SESSION DESCRIPTIONS (cont.)

**THURSDAY | FEBRUARY 22, 2018**

**9:30 am - 10:30 am**

## **Want More Profit? Follow These 4 Strategies with Your Team**

**Code: TH14 | Track: Business Strategy and Leadership**

Your employees are your greatest asset. A staff that possesses experience, efficiency, engagement and interest in your business can directly bring you more sales and profits. Specific proven methods to engage your employees to maintain and improve your all-important client relationships will be discussed.

## **An Explosive Look at Cross Bores Through Sewers**

**Code: TH15 | Track: Sewer and Drain Cleaning, Inspection and Maintenance**

Directional drilling installed at greater depths has created a problem with cross bores through sewer mains and service laterals. Gas and electrical lines directionally drilled through sewer pipes pose a life threatening situation. The perspective is taken from sanitary sewer system evaluation surveys conducted throughout the Midwest. The ultimate goal of this presentation is to inform and educate attendees of the concern for cross bores through sanitary sewer pipes.

**9:30 am - 11:00 am**

## **Confined Space for Utility Construction Impact Talk**

**Code: TH16 | Track: Safety**

Through an examination of confined space incidents, we will examine why they happen so often even though we have so many rules, regulations, and safety equipment available to us.

## **Bio-Nutrient Removal**

**Code: TH17 | Track: Wastewater Treatment**

With emerging mandates on managing nutrient loading/contaminants, there are additional regulatory concerns. Technical information on alternatives to mechanical solutions will be reviewed and some case studies of how treatment solutions work on mitigating these contaminants will be presented. We will discuss the environmental impact of nutrients and specifically looks at nitrates and phosphates in waterways and systems, and make connections to the ecological impact like measuring for nutrient loading and pharmaceutical loading.

**10:30 am - 11:30 am**

## **Wouldn't It Be Great to Run Your Contracting Business With Less Stress and More Success?**

**Code: TH18 | Track: Business Strategy and Leadership**

Gain control at your company. Master the systematic "7-Power" approach to implement and activate planning, operating, financial, staffing, selling, marketing, and sales coaching power in your company. This approach will allow you to run your contracting business with less stress and more success.

## **16 Secrets to More Success in the Portable Restroom Business**

**Code: TH19 | Track: Portable Sanitation**

If you are in the portable restroom business or thinking about getting into the business, this session is for you. How to build lasting relationships with people you trust, how to get to know your customers, and knowing the market and competition will be discussed. The drivers that lead to greater sales will be reviewed. We'll also discuss choosing the hauling and pumping options that are right for you.

**10:30 am - 11:30 am**

## **Vacuum Truck Maintenance - For Maximum Life and Efficiency**

**Code: TH21 | Track: Vacuum Truck Operations**

This session will cover information required to examine, troubleshoot and diagnose problems with vacuum trucks including being able to see and anticipate problems before they occur. Systems discussed will include trucks, tanks, vacuum pumps and interrelated accessories. Repair or replacement of vacuum pumps and their systems and water pumps will be evaluated. Various techniques to prolong the life and reduce costs will be presented.

## Green Productivity Through Water Recycling

Code: TH22 | Track: What's Trending / New Technologies

How can sewer water recycling double your sewer cleaning productivity? We all recognize the importance of conserving our natural resources. What if your city could make a significant impact on improving the way you manage your fresh water resource? What if you could double the productivity of your collection system maintenance at the same time? Sewer water recycling provides an avenue to conserve not only our fresh water resource but another very important resource, time.

11:00 am - 12:00 pm

## Understanding High Strength Wastes

Code: TH20 | Track: Septic System Installation, Repair and Design

High-strength wastewaters exceed generally accepted concentration limits for domestic wastewater for one or more waste strength measures. These measures will be explained in detail and examples of facilities most likely to generate that type of high-strength waste will be given during the presentation. Tips and tricks for calculating organic loads and how to protect soil absorption areas from damage from grease will be explained during this presentation

## The Science of Pipe Cleaning

Code: TH23 | Track: Sewer and Drain Cleaning, Inspection and Maintenance

Explore the relationship between flow and pressure and how making better operational decisions can translate to improved efficiencies, reduced costs and a safer work environment. We will examine current operating procedures and some new insights to bring the whole process to a higher level.

## FRIDAY | FEBRUARY 23, 2018

7:30 am - 8:30 am

## Building a Sales Funnel: How to Connect the Dots

Code: FR01 | Track: Business / Marketing Strategy

Many companies are guilty of "doing online marketing" without a clear understanding of how a stranger becomes a customer. This results in failing campaigns that have minimal impact on bottom line results. That's why every company needs an inbound sales funnel. In this session, we will define the inbound sales funnel, explore common issues associated with it, and offer practical advice for making sure your marketing efforts support it.

## Hydrofluoric (HF) - The Most Dangerous Acid

Code: FR02 | Track: Municipal Sewer and Water

Hydrofluoric Acid (HF) is one of the most toxic and potentially dangerous substances used in Water Purification. All users of HF should be fully aware of and have a good understanding of the nature of HF & know how best to control HF, avoid accidental exposure and understand how to deal with accidental exposure; with a focus on hazard recognition and risk assessment and control.

## Hazardous Atmospheres and Gas Detection for Sewer System Confined Space Entry

Code: FR03 | Track: Safety

During this presentation an overview of the dangers of hazardous atmospheres in sewer system entries will be provided. A technical explanation of the gases involved and the proper use and maintenance of gas detection equipment will also be covered.

## JET UP!™ Taking Science to the Sewer®!

Code: FR04 | Track: Sewer and Drain Cleaning, Inspection and Maintenance

Skillful jetting truck operators can reduce the number of passes used to clean sewers, thereby extending equipment life, reducing fuel costs, and cleaning more pipe in a day. Powerful jetters are important, but pressure must be calibrated to produce tight, laminar-flow jet streams that clean effectively. This presentation covers calibration, correct technique, jet sizing, how and why to test truck pressures, invoicing, system control, and sewer cleaning safety.

## Manhole Rehabilitation Pilot Study Results: Comparing Geopolymer Lining System to Traditional Cementitious Liners

Code: FR05 | Track: Sewer and Pipe Rehabilitation, Relining and Repair

The City of Cheektowaga, New York conducted an extensive field study to uniformly compare multiple manhole rehabilitation products. The study ultimately included four distinct products. Each product was installed on 56 manholes. The manholes were evaluated immediately after installation and again at a later date. The results of this comprehensive study will be discussed as well as NASSCO inspection guidelines.

# SESSION DESCRIPTIONS (cont.)

**FRIDAY | FEBRUARY 23, 2018**

**7:30 am - 8:30 am**

## **Vacuum Truck Applications**

**Code: FR06 | Track: Vacuum Truck Operations**

Attendees will be provided with a brief overview of how to apply vacuum truck equipment in today's market based on the application and type of work trying to be accomplished. During this session we will cover which trucks are not suitable for specific applications and the damage that can occur.

**7:30 am - 11:30 am**

## **PSAI Service Training for Portable Sanitation Professionals and Certification Exam**

**Code: PSAI | Track: Association Certifications**

The PSAI's Service Training for Portable Sanitation Professionals provides a broad overview of the standards for excellence in the field. We will cover: unit construction; servicing of all types of units and trailers; safe loading and driving techniques, vehicle inspections, accidents and documentation requirements; - placement of units; waste disposal; inspection/repair of units; health concerns and infection control. The course will conclude with the exam for those seeking a credential in the portable sanitation field.

**8:30 am - 12:30 pm**

## **Soils for Septics - Comprehensive Course**

**Code: FR07 | Track: Septic System Installation, Repair and Design**

This 4-hour comprehensive course will provide an introduction to soils treatment capacity depending on composition and code. We will spend time on PERC tests and visual appearance. We will demonstrate how to work with the soils you have (feel free to bring your own soil sample to this session), and discuss how to work with a soils scientist and within your local code compliance. When you leave this class you will understand soils maps and mapping tools. This will be a hands-on class with many samples, demonstrations and activities. An HD video will be used to project some real-time images on the screen for a better/closer learning experience.

**9:00 am - 10:00 am**

## **Website Optimizations for Beginners: How to Improve Search Rankings**

**Code: FR08 | Track: Business / Marketing Strategy**

Last year Google served up results for over 2 trillion searches. Many of these searchers were for specific products, services, or solutions, resulting in a massive opportunity for businesses that ranked well. In this session, attendees will learn the basics of search engine optimizations (SEO) and how to build an effective website that will draw in the right audience and beat out the competition.

## **Valuable Lessons from the Global Survey of Sewer Cleaning and Maintenance**

**Code: FR09 | Track: Municipal Sewer and Water**

New cleaning equipment at 3,000 to 30,000 psi, are being trialed to remove sewer blockages and sediments. Before one can evaluate the merits of high-pressure, low-volume jetting machines over low-pressure, high-volume type, the users have to understand the overall landscape of sewer cleaning and maintenance. The speaker shares the responses to 15 questions from a global survey of sewer agencies, cleaning companies, engineering firms, and manufacturers.

## **To Work Safely Is To Understand Safety**

**Code: FR10 | Track: Safety**

One cannot dispute the fact that the water/wastewater industry requires a great understanding of safety. Throughout any organization, safety relies on an understanding of the many aspects of a safe and compliant workplace. There are tremendous varieties of opportunity in our industry. Take this opportunity to attend this widely acclaimed safety presentation. This presentation will demonstrate the concept, to work safely is to understand safety.



## Case Study: Franklin Township Sewerage Authority's Point Repair Rehabilitation Program

Code: FR11 | Track: Sewer and Pipe Rehabilitation, Relining and Repair

In 2016, Franklin Township Sewerage Authority decided to invest in a point repair solution that they could perform themselves to abate infiltration points. With their new point repair program, they've been able to rehabilitate pipe segments within an hour. The cost savings from this program has been substantial, sometimes as much as 80% less than what they were paying contractors to come and reline pipes.

## Vacuum Truck Hydraulic System: PTO, Transference, or Belt Driven

Code: FR12 | Track: Vacuum Truck Operations

During this session we will discuss the different hydraulic and mechanical power systems provided on vacuum trucks, such as transmission mounted PTOs, front or rear engine PTOs, auxiliary engine transfer case, direct drive hydraulic pumps and belt driven hydraulic pumps. The mechanical output produced by each method of power, the horse power requirements to operate each system, and properly maintaining your vacuum trucks equipment will also be discussed.


## Historical Evolution of Onsite Biofiltration Leading to Modern Innovative Solutions

Code: FR13 | Track: What's Trending / New Technologies

From barely existent public sanitation efforts before the 1800s to the advent of modern legislative efforts to protect soils from waterborne pathogens, this session presents the evolution of biofiltration technologies within the context of hundreds of years of wastewater treatment innovations. Comparing several conventional soil-based systems, the presenter will explain how biofiltration integrating inorganic and organic media evolved into an efficient, compact solution now recognized as better-adapted to today's site realities.

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# SESSION DESCRIPTIONS (cont.)

**FRIDAY | FEBRUARY 23, 2018**

**10:30 am - 11:30 am**

## **Hook, Line & Sinker: Essential Online Elements That Engage, Educate and Convert** **Code: FR14 | Track: Business / Marketing Strategy**

Face it, your future is on the Web! In this era of social media marketing, a results-oriented online presence is all about effective content. With combined 35 years in the wastewater industry, Suzan Marie Chin and Mary Shafer make this session the perfect blend of relevant new media backed by traditional, results-based concepts. Learn what your website needs to actively drive new business.

## **Sodium Hypochlorite – More Dangerous Than You Think?** **Code: FR15 | Track: Municipal Sewer and Water**

Sodium Hypochlorite is a Category 1 OSHA GHS Target Organ Health Hazard for severe damage to the respiratory system. It causes severe skin burns and eye damage. During this session we will review use of Sodium Hypochlorite (SHC) in Municipal Water Works water purification treatment. We will discuss the hazards of chlorine gas. We will focus on the potential hazards posed by sodium hypochlorite and best practices for handling and working with sodium hypochlorite.

## **Tackling Water Utility Challenges Using Completely Portable Inspection Systems** **Code: FR16 | Track: Sewer and Drain Cleaning, Inspection and Maintenance**

The presentation will cover some of the major challenges facing water utility professionals in their day-to-day operations, while outlining viable solutions through the use of underwater inspection equipment, in particular mini-remotely operated vehicles (ROVs) and pipe crawlers. We will draw on real life examples to convey our point and welcome discussion/questions.

## **Rockland County Interceptor Sewer Rehabilitation** **Code: FR17 | Track: Sewer and Pipe Rehabilitation, Relining and Repair**

When a scheduled five-year CCTV inspection by Rockland County Sewer District No. 1. revealed the near failure of a 750 lf, 36" RCP sewer interceptor, with missing rebar and exposed soil, department officials needed to act quickly. Working with contractors, they inserted rolled and banded lengths of sheet steel, then applied layers of CentriPipe PL-8000, a high-strength, fine-aggregate cementitious material, for a structurally sound and successful rehabilitation.

## **Liquid Waste Processing** **Code: FR18 | Track: Wastewater Treatment**

During this session we will discuss solving liquid waste disposal issues from small to LARGE. We will share with you how others are building small, Medium and LARGE processing systems and meeting the most stringent governmental guidelines for pennies a gallon. Go on this journey with us to see advances we have made this last year.

## **Modern Remote Monitoring** **Code: FR19 | Track: What's Trending / New Technologies**

Attend this session to learn how modern remote monitoring systems can be leveraged to maximize system performance. We'll discuss troubleshooting and calibration of various control system features and how they can be used to optimize treatment performance. We'll also review how proper control system installation and configuration can simplify system O&M. Finally, we'll cover resources and tools that are available to help you optimize system operation.

**12:15 pm - 2:00 pm**

## **Technical Tour: Belmont Advanced Wastewater Treatment Plant** **Code: TT01 | Track: Technical Tour**

You will tour the Secondary Treatment System and Control Room at the Belmont Advanced Wastewater Treatment Plant. The Plant has a capacity of 300 million gallons per day (MGD) and accepts flows from a combined sewer system. The secondary treatment system includes an air nitrification system installed in 2012 and an oxygen nitrification system that was constructed in 1967. The oxygen nitrification system was converted to an air nitrification system in 2012 and expanded to handle wet weather flows of 300 MGD.

This tour is outdoors. Please dress appropriately. It can be very cold in Indianapolis in the winter. Personal protection gear will be provided.

Note: the actual tour is one hour in length. The additional time includes travel time and loading the bus.

12:45 pm - 3:00 pm

### Technical Tour: Deep Rock Tunnel Pump Station

Code: TT02 | Track: Technical Tour

You will be touring the Deep Rock Tunnel Pump Station, which will be in-service by the time you do the tour. Citizens Energy Group has constructed an underground storage tunnel for wet weather storage of combined sewer overflows. The 270 million gallon storage facility is 250 feet underground, 27 miles long, and scheduled to be completed in 2025. The first section of the tunnel is nine miles long, 90 million gallons, and will be in-service by the end of calendar year 2017. The Deep Rock Tunnel Pump Station is also 250 feet underground and includes four, 30 MGD pumps that will pump wastewater from storage tunnel to our Southport Advanced Wastewater Treatment Plant.

Note: the actual tour is one hour in length. The additional time includes travel time and loading the bus.

1:45 pm - 4:00 pm

### Technical Tour: Deep Rock Tunnel Pump Station

Code: TT03 | Track: Technical Tour

You will be touring the Deep Rock Tunnel Pump Station, which will be in-service by the time you do the tour. Citizens Energy Group has constructed an underground storage tunnel for wet weather storage of combined sewer overflows. The 270 million gallon storage facility is 250 feet underground, 27 miles long, and scheduled to be completed in 2025. The first section of the tunnel is nine miles long, 90 million gallons, and will be in-service by the end of calendar year 2017. The Deep Rock Tunnel Pump Station is also 250 feet underground and includes four, 30 MGD pumps that will pump wastewater from storage tunnel to our Southport Advanced Wastewater Treatment Plant.

Note: the actual tour is one hour in length. The additional time includes travel time and loading the bus.

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<b>Expo Pass</b> Includes access to Exhibit Hall/Lucas Oil Stadium; Spartan Tool Kick-off Party and WWETT Show Industry Appreciation Party	\$35	\$45	\$55
<b>Non-Exhibiting Manufacturer</b> Includes access to Exhibit Hall/Lucas Oil Stadium; Spartan Tool Kick-off Party and WWETT Show Industry Appreciation Party	\$150	\$175	\$200

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<b>Individual Sessions - add to your Expo Pass (Costs are per session)</b>			
60- or 90-minute sessions	\$25	\$35	\$45
4-hour comprehensive classes	\$50	\$65	\$80
<b>Technical Tours</b>			
Belmont Advanced Wastewater Treatment Plant	\$35	\$35	\$35
Deep Rock Tunnel Pump Station	\$35	\$35	\$35

Additional Association Certifications	Price
<b>NOWRA Installer Certification Course   Thursday, February 22   7:30 am - 4:30 pm</b>	
One-Day Installer Training  Includes free Expo Pass	
Members with FEP or VIP through 2/4/18	\$125
Members without purchase of FEP or VIP through 2/4/18	\$150
Non-members with FEP or VIP through 2/4/18	\$175
Non-members without purchase of FEP or VIP through 2/4/18	\$200
All attendees after 2/4/18	\$250
<b>PSAI Service Training   Friday, February 23   7:30 am - 11:30 am</b>	
Service Training for Portable Sanitation Professionals and Certification Exam	
Members with FEP or VIP	\$100
Members without purchase of FEP or VIP	\$125
Non-members with FEP or VIP	\$130
Non-members without purchase of FEP or VIP	\$155

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