

# WOSSA 22nd Annual Education & Exhibitor Conference

January 26th and 27th, 2018  
Greater Tacoma Convention & Trade Center  
1500 Broadway, Tacoma, WA 98402



## Important information to earn your CEU's!

You must have your Conference CEU sheet stamped at the following session intervals:

After General Session ends at 9:30AM. At the end of each session in any of your TRACK session rooms.

Failure to do so will prevent you from getting your CEU Conference Certificate. When you leave, you MUST turn in your stamped CEU Sheet.

Thursday: 01.25.18 - Conference Program						
NOON	4:00 PM	EXHIBITOR SET-UP				
FRIDAY: 01.26.18 - Conference Program						
7:00 AM	8:00 AM	Check-In: Starts at 7:00 AM - 3rd Floor Registration				
8:00 AM	8:15 AM	Introduction & Welcome - John Thomas, Executive Director: 3rd Floor - Ballroom A / B				
8:15 AM	9:30 AM	General Session - Keynote: A Few Business Basics that Impact Sustained Success / Let's Talk About Stress Tim Connor - President and CEO of Connor Resource Group and Peak Performance Institute				
Room Number		Meeting Room 315	Meeting Room 316	Meeting Room 317	Meeting Room 318	Meeting Room 407
9:40 AM	10:30 AM	<i>Roth MultiTank</i> Dave Holmes - Roth Global	<i>Oscar / LOWeFLOW</i> Dave Lowe - Lowridge Onsite Technologies	<i>Bio-Microbics - Fast System</i> Jeremiah Gunia - A Advanced Septic Services	<i>12 Strategies for Improving Sales, Income and Customer Loyalty</i> Tim Connor - Connor Resource Group	<i>Craft 3</i> Desiree Sideroff - Craft3
10:40 AM	11:30 PM	<i>Roth MultiTank</i> Dave Holmes - Roth Global	<i>Oscar / LOWeFLOW</i> Dave Lowe - Lowridge Onsite Technologies	<i>Bio-Microbics - Bio Barrier</i> Jeremiah Gunia - A Advanced Septic Services		<i>Where are Your Financial Choices Taking You?</i> Eric R. Lansford - Sound Financial Investments
11:30 PM	1:00 PM	LUNCH - 5th Floor Exhibit Hall B Recognition Program & Introduction of 2018 WOSSA Board Steve Wolfe 2018 WOSSA President				
Room Number		Meeting Room 315	Meeting Room 316	Meeting Room 317	Meeting Room 318	Meeting Room 407
1:00 PM	1:50 PM	<i>Jet Wastewater Treatment Solutions</i> Ed Schloss - Jet	<i>NuWater</i> Nathan Ek Ek Engineering	<i>Delta Environmental - White Water</i> Jeannie Yackley Goode and Assoc.	<i>History of Wastewater</i> Jim King - Eljen	Successful Human Resource Management Steve Burke SBDC Business Advisor
2:00 AM	2:50 AM	<i>Geo-Flow</i>	<i>NuWater</i> Nathan Ek Ek Engineering	<i>Delta Environmental - EcoPod</i> Jeannie Yackley Goode and Assoc.	<i>Commercial System Design with Eljen</i> Jim King - Eljen	
3:00 PM	3:50 PM	<i>Static Head and Flow Dosing of Septic Fields</i> John Richardson Premier Plastics	<i>Orenco</i> Scott Hammersmith - Orenco Systems, Inc.	<i>On-Site Mapping</i> Jeannie Yackley Goode and Assoc.	<i>Septic Pump Sizing</i> Larry O'Connor - Repro Sales Agency	<i>Supplemental Healthcare for You and Your Crew</i> Leigh J. Maltby - Aflac
4:00 PM	4:50 PM	<i>Bill Creveling - Leroy Surveyors and Engineers</i>	<i>Orenco</i> Scott Hammersmith - Orenco Systems, Inc.	<i>Mapping &amp; Locating Technology for Design &amp; Install</i> Mark Burt - Kuker-Ranken	<i>Jetting for OSS</i> Spartan Tools	<i>Making Decisions to Secure Your Future</i> Joseph Crest - Edward Jones
5:00 PM	6:00PM	Exhibitor Reception in 5th Floor Exhibit Hall B with Hor'deuvres and Refreshments Provided				
6:00 PM	7:00 PM	WOSSA Dinner & Entertainment				
7:00 PM	9:00 PM	Scholarship / Legislative Fundraiser 5th Floor Exhibit Hall B				

## SATURDAY 01.27.18 - Conference Program

7:00 AM	8:00 AM	Single Day Check-In Starts at 7:00 AM - 3rd Floor Registration				
7:30 AM	8:00 AM	Announcements - John Thomas, Executive Director: 5th Floor Exhibit Hall B				
Room Number		Meeting Room 315	Meeting Room 316	Meeting Room 317	Meeting Room 318	Meeting Room 407
8:00 AM	8:55 AM	<i>UV Disinfection, Developing a National Testing Standard</i> Jim Cruver - Salcor	<i>Vacuum Excavation - Do's and Don'ts, Applications</i> Brett Wise Owen Equipment	<i>Drainfield Rehabilitation: Case Study in Terralift Technology</i> Jeremiah Gunia	<i>Best Practices for Precast Concrete Tank Inspections</i> Kayla Hanson - NPCA	<i>Your Website: What Do I Get for What I Spend each Month?</i> Mick Credere - AWP
9:05 AM	10:30 AM	<i>Designing for High Strength Waste</i> Matt Lee AquaTest	<i>New Technology in Installation</i> Mark Burt Kuker-Ranken	<i>The Biology of Septic</i> Jeremiah Gunia A Advanced Septic Services	<i>Innovations in Precast Concrete Tank Manufacturing</i> Kayla Hanson - NPCA	<i>Understanding Google Ad Words &amp; Google Q&amp;A?</i> Google Certified Partner
10:30 AM	12:00 PM	Exhibit Hall Open 5th Floor Exhibit Hall B				
12:00 PM	1:00 PM	LUNCH / Exhibit Hall Open - 5th Floor Exhibit Hall B				
Room Number		Meeting Room 315	Meeting Room 316	Meeting Room 317	Meeting Room 318	Meeting Room 407
1:00 PM	2:25 PM	<i>Advanced Soils for Designers and Installers</i> Nancy Darling	<i>Difficult Jobs, Tough Jobs ... We Love Them All - Case Studies</i> Keith Pelzel Westside Septic Designs	<i>Electrical Control Panels</i> Jeremiah Gunia A Advanced Septic Services	<i>Drainfield Media Alternatives.</i> Dave Lowe - Lowridge Onsite Tech.	<i>NSF Wastewater Treatment Certification Program 101</i> Sharon Steiner - NSF
		<i>Monitoring &amp; Reporting for LOSS</i> Mike Moren Aqueous Solutions Engineering	<i>TPCHD UV Light Study Information</i>	<i>How is Sewer Different then Septic?</i> Jeremiah Gunia A Advanced Septic Services	<i>Lessons in Trenching Safety</i> John Thomas - WOSSA	<i>Cyber Security, Protecting Your Business</i>
2:35 PM	4:00 PM			<i>Problem System Investigation</i> Jim King - Eljen	<i>Line Locating to PinPoint Problems.</i> Brett Wise - Owen Equipment	<i>Security for your Shop and Site</i>

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to the Registration Desk.**

Please See Registration Desk With Any Questions

