

+ IN THIS ISSUE

02	GET KNOWN!
03	2023 WWETT SHOW
03	CIOWTS CREDENTIALS
03	2023 IOWWA MEMBERSHIP
04	CONFERENCE DETAILS
05	POST-CONFERENCE TEST FOR WELL PLUGGER CERTIFICATION
06	EXHIBITOR & SPONSOR LIST
06	PRE-CONFERENCE ACTIVITIES
07	MEMBERSHIP & CONFERENCE REGISTRATION FORM
09	CONFERENCE SPEAKERS & SESSION TITLES
10	EXHIBITOR CONTRACT
11	SPONSOR CONTRACT
12	WORDS ABOUT WASTE
12	2023 SCHOLARSHIP INFORMATION
14	CAPTION CONTEST
14	ANNUAL MEETING NOTICE

PRESIDENT'S LETTER

By Kurt Leichty

Ever wonder how much longer your brain can deal with all the challenges we are living through? I wish mine could come up with some excellent solutions for the major issues we've been facing.

LABOR SHORTAGE

We do physically demanding work. Many workers have either retired or taken less strenuous jobs since the COVID-19 pandemic. We are losing skilled and trained employees faster than we can bring in and train a younger generation to replace them. With fewer construction companies still in business, the demands have increased, and we simply do not have the staff to finish all the jobs that we have lined up in a timely manner. Jobs take longer to complete with less experienced employees who are still in training. I'm thankful to IOWWA for the trainings provided each year. Please consider getting your newbies to the January conference! Invest in our people, because without them we're in trouble.

PLANNING FOR A RECESSION?

With the workload most construction companies are experiencing right now, it's hard to imagine that talk of a recession coming in 2023-2024 can be any more than just talk. There are contractors who have work scheduled out six months. Knowing how to prepare in case a recession hits is another big challenge. Should one trade in some equipment or vehicles? Paying for them over the next few years could be difficult in a recession. Should one cut back on unnecessary spending? Advertising? Donations?

SUPPLY CHAIN & PRICING ISSUES

In this year of unpredictable pricing, some companies have stockpiled materials. That's tied up their cash, creating financial stressors. And it's caused material



Continued on page 2 »

WINTER | 2022

IOWWA'S ONSITE OBSERVER

PRESIDENT'S LETTER, CONTINUED

shortages for others as well. Consider that you also need adequate insurance coverage if you're keeping an excess of material on hand.

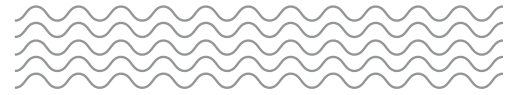
WEATHER

A blessing or a curse? The dry fall weather made it easy to work straight through without delays. When we did get rain, it only kept us out of work for a day or so. But so few rainy days were never enough to get caught up on all that office work. Still, we're hoping the snow holds off until January. Fingers crossed we have a great winter season.

LET'S GET TOGETHER

Your board members are looking forward to connecting with you on January 11–12 at IOWWA's 2023 annual conference. Take a look at the information in this newsletter and what's on the organization's website. It's a gathering not to be missed. And maybe we can address some industry challenges together!

WANT YOUR COMPANY NAME TO BE KNOWN?



As an advertiser in the Onsite Observer, the quarterly publication of IOWWA, you'll reach 500 to 600 individuals in the spring and summer issues. In the fall and winter issue the number of contractors, manufacturers, maintenance, regulatory and other industry-related personnel reaches nearly 800 persons. Signing up for all four issues provides you with special discounts on our already affordable rates! All sponsors receive a 10% ad discount! We're doing all we can to help you reach your best customers (and potential customers) for a very reasonable marketing investment.

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2023 WWETT SHOW IN INDIANAPOLIS

The WWETT Show — Water & Wastewater Equipment, Treatment & Transport Show — is the world's largest annual trade show for wastewater and environmental service professionals.



The event offers an unmatched educational program, a full slate of live demonstrations, an array of networking opportunities, and an extensive expo floor where buyers and sellers come together to see and experience the latest product innovations and technology. The show is February 20–23 at the Indiana Convention Center in Indianapolis, with the expo hall opening to February 21.

IOWWA has approved selected sessions of the show for continuing education credits for the Certified Installer of Onsite Wastewater Treatment Systems (COWTS) credential. Refer to the Education/CEU and Credits information page on the WWETT show website for more information (<https://www.wwettshow.com/en/home.html>).



NEWLY CREDENTIALLED

Congratulations to **Jordan Boley of Miene Septic Service** in Robins for qualifying at the basic level for the Certified Installer of Wastewater Treatment Systems

YOUR 2023 IOWWA MEMBERSHIP

It's time to join or renew your membership for the 2023 calendar/membership year (January 1 through December 31). Member dues are paid annually. If you are attending the 2023 conference, membership information is included on the registration form (page 7). If not, you can join/renew online at www.iowwa.com/pages/membership application or email info@iowwa and request a membership application.

It is the policy of the Iowa Onsite Waste Water Association (IOWWA) that no individual be excluded from any association activity based on the grounds of race, color, national origin, gender, religion, age, or disability.

2022 BOARD OF DIRECTORS

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641-330-7440, jsherman@floydcoia.org

CONTACT IOWWA » MATT VINSAND

Executive Director, Urbandale
515-225-1051, matt.vinsand@gmail.com or
shirley@avinsandinc.com
www.iowwa.com

24TH IOWWA ANNUAL CONFERENCE

WHAT YOU NEED TO KNOW

Dates

Wednesday, January 11, and Thursday, January 12, 2023.
Pre-conference sessions with IDPH CE hours and CIOWTS credential testing on Tuesday, January 10.

Location

Hy-Vee Hall | Iowa Events Center, 730 Third Street, Des Moines (www.iowaeventscenter.com)

Registration

Register online at www.iowwa.com/pages/trainings or use the form on page 7.

JOIN IOWWA and Save \$\$ on the conference registration fees. The 2023 IOWWA membership dues (information found on the conference registration form) MUST be paid to qualify for member registration rates for the conference. Membership expires each year on December 31 so yearly renewal is required. To check your membership status, visit the IOWWA web site at www.iowwa.com and use the “member search” on the home page. If listed, your membership year expiration will be shown.

Great Topics and Speakers

Come celebrate 24 years of moving the industry forward to share information and learn together! Take a look at the expert speakers on page 9. Register online at www.iowwa.com/pages/trainings or use the form on page 7.

Getting There

- + *From Interstate 35 from the North:* Follow I-235 West into Downtown Des Moines. Take the 3rd Street (Downtown Des Moines) exit and go south to the Iowa Events Center Complex. Parking is available on-site, with additional street and ramp parking within walking distance of Hy-Vee Hall.
- + *From Interstate 35 from the South:* Merge onto I-235 East exit and travel east towards Downtown Des Moines. Take the downtown exit and proceed to the Third Street exit. Parking is available on-site, with additional street and ramp parking within walking distance of Hy-Vee Hall.
- + *From Interstate 80 from the East:* Head west on I-80, take the I-235 West exit and continue towards downtown Des Moines. Take the 3rd Street exit (Downtown Des Moines) and go south to the Iowa Events Center complex. Parking is available on-site, with additional street and ramp parking within walking distance.

- + *From Interstate 80 from the West:* Head east on I-80, take the I-235 East exit and continue towards downtown Des Moines. Take the Iowa Events Center Exit (Third Street) and turn right. Parking is available on-site, with additional street and ramp parking within walking of Hy-Vee Hall.

Parking at the Iowa Events Center

www.iowaeventscenter.com/plan-your-visit/directions-parking

Parking is available north of the Iowa Events Center with entrances off the following streets: Third, Fifth, and Crocker. Iowa Events Center surface lots offer the closest and most convenient access to the facility, and easy access to I-235 and other major routes after the event. ADA-accessible parking is available at the Iowa Events Center by entering the lot south of Crocker Street, next to Community Choice Credit Union Convention Center. COST: \$10 for cars and trucks, \$20 for large trucks (duallys and snow blades) and \$40 for RVs/busses. NOTE: There is no overnight parking available here; Vehicles left overnight will be towed.

Street Parking Downtown: Street parking is available throughout downtown with the convenience of parking meters. Pay attention to the location and rates as many meters have different time limits and parking restrictions during certain times (typically no parking between 4–6 pm).

Parking Garages: City parking garages are located throughout downtown with convenient skywalk access to Wells Fargo Arena/Hy-Vee Hall. Payment for city garages is collected each time you enter the garage. The City of Des Moines has a downtown parking signage system to give up-to-the-minute details on where parking is available in the garages. Costs vary, depending on the garage. The closest skywalk connected city parking garage at 555 5th Ave (5th and Keo).

Booking Your Room

Sold Out! Hilton Des Moines Downtown, 433 Park Street, Des Moines IA

Comfort Inn and Suites, 929 3rd Street, Des Moines, IA. Register online using the hotel link or call 515-282-5251, Group Code #EW39C2. Room block rate is \$114/night plus taxes. Block drops December 21, 2022.

www.choicehotels.com/reservations/groups/ew39c2?groupid=EW39C2

Exhibitors

The exhibit hall will be open throughout the conference for viewing state-of-the-art technology and learning from knowledgeable company representatives. A wide range of activities are planned in the exhibit hall including the Wednesday night "President's Reception." Great opportunities to meet and visit with attendees. You have the option to sign-up for the Wednesday morning opening vendor product showcase. A slide show also runs continually during the conference highlighting the conference exhibitors and sponsors. The exhibit contract can be found on page 10 or on the IOWWA website, www.iowwa.com/pages/conference. Exhibitors will also find the links for technology utilities and the exhibit hall set-up companies online.

Sponsors

Event sponsor opportunities are also available to all companies for happenings during the conference. Receive special recognition throughout the conference as well as specific inclusion in the conference program and on the IOWWA website. A slide show also runs continually during the conference highlighting the conference sponsors and exhibitors. The sponsor contract can be found on page 11 or on the IOWWA website, www.iowwa.com/pages/conference.

Conference CE Credits

Each conference attendee receives a punch card listing all presentations and the number of CE hours that can be earned by attending various sessions on Wednesday and Thursday. There are 5.0 hours available for Wednesday and 4.0 hours for Thursday. These can be used for COWTS credential renewal and Time of Transfer inspector CE requirements (Time of Transfer hours are ONLY given when indicated on the punch card.) Your attendance is indicated on the card as you exit each session attended. *NOTE: Continuing education hours are based on actual class time only.*

And You Won't Want to Miss...

- + Auction & Raffle! Contact Will Boston, will@wastewatersupply.com if you would like to donate items for the ever-popular auction or raffle!
- + Iowa's Roe-D-Hoe competition
- + Black-out Bingo
- + Huge exhibit area and exceptional vendors ready to interact

Cancellation Policy

Written notice of cancellation of conference registrations must be received 7 days prior to the conference to receive a refund, less \$50 processing fee. The conference will be held in inclement weather.

Exhibit Hall Set-up Information

- + *Additional details:* www.iowwa.com/pages/conference
- + *Set-up:* Tuesday, Jan. 10, 11:00 AM to 5:00 PM.
Loading dock is located on the West side of Hy-Vee Hall, entrance on Center Street.
- + *Tear Down:* Thursday, Jan. 12 after 12:30 PM until 5:00 PM

Iowa Event Center Utilities Order Information

www.iowaeventcenter.com/convention-center/eventstickets/exhibit

Only online ordering is available. Utility service fees are the exhibitor's responsibility. Select date: January 2023; select "IOWWA Convention". Enter 0000 as booth number (booth numbers are not provided prior to the trade show).

Freeman Decorating Order Information: Link for details on ordering, shipping (freight), etc. is available at www.iowwa.com/pages/conference in the Exhibit Hall Set-up Information. If questions, call Freeman Exhibitor Support, 888-508-5054.

POST-CONFERENCE CERTIFICATION TEST ON JANUARY 12

The Iowa DNR Well Plugger Certification Test will be held at the Iowa Events Center following the IOWWA January conference. You can register from the link on the IOWWA website, www.iowa.com/pages/trainings. Scroll down the list of events to Iowa DNR Well Plugger Certification. This will direct you to the Iowa DNR website (or use the link shown below).

- + **January 12, 2023:** Check-in 3:00 PM
- + **Deadline to submit application** to the Iowa DNR for the test: December 23, 2022
- + **Fee paid to Iowa DNR:** Exam fee \$100.00 is due when the application is submitted.
- + **Certification Fee paid to Iowa DNR:** \$250.00 is due after an individual has passed the exam in order to process the certification.
- + **Submit application and pay exam fee using this website:**
<https://programs.iowadnr.gov/opcertweb/pages/opmenu.aspx> Use the "APPLY/REGISTER" links. You will need to create an account if you do not already have one.
- + **Additional Information and Questions:**
www.legis.iowa.gov/docs/iac/chapter/10-05-2022.567.39.pdf
- + **DNR Operator Certification questions:**
opcertcustomersupport@dnr.iowa.gov, 515-725-0463
No class will be held prior to the exam so you must study prior to the conference. For study materials, please contact: Erik Day, erik.day@dnr.iowa.gov, or 515-725-0237. Passing score is 75%. If you don't pass, reschedule to take the exam another time.

EXHIBITORS TO DATE

- + Advance Pump & Equipment, Inc.
- + Allied Systems, Inc.
- + Cam Spray
- + Capital City Equipment Company
- + Cedar Rapids Winpump
- + Concrete Sealants, Inc.
- + Contractor Solutions
- + Des Moines Area Community College
- + Des Moines Winsupply Inc.
- + Eljen Corporation
- + Headwater Wholesale
- + Imperial Industries, Inc.
- + Indianola Precast LLC
- + Infiltrator Water Technologies
- + Iowa Pump Works
- + Iowa Step and Tank
- + Kahn Tile Supply LLC
- + Mid-Tech Services, Inc.
- + Municipal Supply | Midwest Pipe Supply
- + National Vacuum Equipment
- + Orenco Systems, Inc.
- + Polylok
- + Premier Tech Water and Environment
- + Prinsco
- + Quinn Equipment
- + Rexco Equipment
- + Roth North America
- + T.G. Rankin Company
- + TG Technical Services
- + Wastewater Supply
- + Waterloo Biofilter Systems, Inc.
- + Wieser Concrete
- + Wieser Precast Steps
- + Ziegler CAT

SPONSORS TO DATE

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- + Des Moines Winsupply Inc.
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- + Headwater Wholesale
Full Scholarship
- + Indianola Precast LLC
Auction
- + Moorman Construction, Inc.
Two Full Scholarships
- + Municipal Supply | Midwest Pipe Supply
Full Scholarship and Auction
- + Premier Tech Water and Environment
Platinum Plus
- + Rexco Equipment
President's Reception
- + Swales Precast, Inc.
Annual Business Lunch
- + Wastewater Supply
Lanyards
- + Waterloo Biofilter Systems, Inc.
Platinum Plus
- + Wieser Precast Steps
Auction
- + Ziegler CAT
Full Scholarship

SPECIAL THANKS TO HOUSBY HEAVY EQUIPMENT FOR SPONSORING THE ROE-D-HOE CONTEST!

A Volvo ECR25 Electric Compact Excavator will be provided by Housby for Roe-D-Hoe contestants. The first in a new range of electric compact excavators, it will provide a unique experience for those showing off their skills!



JANUARY 10: PRE-CONFERENCE ACTIVITIES

Ready for CIOWTS credential testing? Need CE hours for your CIOWTS credential or IDPH plumbing license? Register to attend IOWWA's January 10 pre-conference day.

Certified Installer of Onsite Wastewater Treatment Systems (CIOWTS) Credential Test Basic Only

- + **Application:** Due by December 15, 2022
(The test application can be downloaded at <https://www.iowwa.com/pages/certification> or email info@iowwa.com to request the CIOWTS test application)
- + **Basic Test:** 75 multiple-choice questions, 2-hour completion time, \$125 for member; \$150 for nonmember
- + **1 p.m. check-in;** 1:15 p.m. instructions; 1:30 p.m. start
- + **Proctored by Trevor Dickerson,** Ground N Down LLC

IDPH Plumbing Approved Sessions

- + **Safety Discipline:** "Construction Safety: Focus Four"
- + **2 CE hours;** 7:30 a.m. check-in; 8–10 a.m. session (not approved for CIOWTS credential or Iowa DNR Time of Transfer)
- + **Plumbing and Plumbing Code Disciplines:** "What's New in the Uniform Plumbing Code" and "Going Green: Plumbing and Mechanical Systems"
- + **6 CE hours;** 10:15 a.m. check-in; sessions run 10:30 a.m. to 12:30 p.m. and 1 to 5 p.m.; light lunch provided (approved for CIOWTS credential, but not for Iowa DNR Time of Transfer)
- + **Presented by Jack Cooper,** CEU Authority

CONFERENCE REGISTRATION



24TH IOWWA CONFERENCE | JANUARY 11-12, 2023
 HY-VEE HALL | IOWA EVENTS CENTER
 730 THIRD AVE., DES MOINES IA

Company: _____ Phone: _____ Fax: _____
 Address: _____ City: _____ State: _____ Zip: _____ County: _____

2023 IOWWA MEMBERSHIP AND FEES

PROFESSION: Mark those that most closely represent your work involvement in the onsite wastewater industry:

Installer Pumper/Maintenance Manufacturer Regulator Other

Categories: check one of the below active staff person categories (one active or multiple active)

<input type="checkbox"/> ONE ACTIVE STAFF PERSON* \$110.00 For any sized firm with <i>only one</i> active staff	First	Last	ONE ACTIVE: \$110.00
	Email		
	Cell Phone		
<input type="checkbox"/> MULTIPLE ACTIVE STAFF PERSONS* *PRIMARY MEMBER - \$140.00	For any sized firm with <i>multiple</i> active staff persons.		MULTIPLE ACTIVE:
	ASSOCIATE MEMBERS - \$70.00 / EACH		
First	1) First	Last	Primary: \$140.00 Associate: _____ @ \$70 = \$ _____
Last	2) First	Last	
Email	3) First	Last	
Cell Phone	4) First	Last	
Use additional sheet if more than four Associate Members MEMBERSHIP TOTAL			\$ _____

*IOWWA Membership includes National Onsite Wastewater Recycling Association (NOWRA) membership and IOWWA scholarship support (\$5.00) for one active/ primary member only.

2023 CONFERENCE REGISTRATION AND FEES

ATTENDEES FIRST AND LAST NAME <i>Include IDPH Plumbing license # if applicable for Jan. 10</i>	PRE-CONFERENCE JAN. 10 IDPH plumbing approved <input type="checkbox"/> Safety Discipline <input type="checkbox"/> Plumbing / Plumbing Code		CONFERENCE JAN. 11 (5 CE Hours) JAN. 12 (4 CE Hours)		
	Member	Non-Mbr	Member	Non-Mbr	
1)	<input type="checkbox"/> \$150	<input type="checkbox"/> \$175	<input type="checkbox"/> \$150	<input type="checkbox"/> \$300	\$
2)	<input type="checkbox"/> \$150	<input type="checkbox"/> \$175	<input type="checkbox"/> \$150	<input type="checkbox"/> \$300	\$
3)	<input type="checkbox"/> \$150	<input type="checkbox"/> \$175	<input type="checkbox"/> \$150	<input type="checkbox"/> \$300	\$
4)	<input type="checkbox"/> \$150	<input type="checkbox"/> \$175	<input type="checkbox"/> \$150	<input type="checkbox"/> \$300	\$
TOTAL PRE-CONFERENCE AND CONFERENCE DUE					\$ _____

PAYMENT

<input type="checkbox"/> CHECK payable to "IOWWA". Mail to: IOWWA, c/o Matt Vinsand, 16027 Northpark Dr. Urbandale, IA 50323 <input type="checkbox"/> CREDIT CARD PAYMENT Visa/MasterCard only. Email to Shirley@avinsandinc.com or fax: 1-480-802-6643 Credit Card # _____ Exp. Date: _____ / _____ Billing Statement Zip: _____ Cardholder email: _____	2023 MEMBERSHIP TOTAL	\$ _____
	PRE-CONFERENCE - JAN. 10	\$ _____
	CONFERENCE - JAN. 11 AND 12	\$ _____
	TOTAL DUE	\$ _____

Lodging: Hilton Des Moines Downtown, 435 Park St., Des Moines IA 50309; Ph: 515-241-1456. Rate: \$143+taxes. Group Code: IOWW1. Room block cut-off 12/18/22. **Cancel/Refund Policy:** Written notice must be received 7 days prior to the conference. Refund less \$50 processing fee. **Questions:** Ph: 515-225-1051 | Email: shirley@avinsandinc.com. | *The conference will be held even in inclement weather.*

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by CRANE PUMPS & SYSTEMS

LOOK WHO'S TALKING

Come learn from an impressive collection of industry experts assembled by IOWWA for this do-not-miss conference!

Your expertise will be enhanced each time one of them steps to the podium. For more details about their topics visit the annual conference section of www.iowwa.com. The Keynote and all sessions are approved for the CIOWTS credential. Sessions noted below are approved for the Iowa DNR Time of Transfer licensing except for the Keynote.

KEYNOTE

Aaron Thomas, Principal and Head Basketball Coach,

Aplington-Parkersburg High School

“Opportunities and Platforms: Overcoming Adversity”

+ Allison Blodig, REHS

Understanding Convenience Store and Truckstop Wastewater Commercial Installation Suggestions for Long Term Sustainability

+ Katie and Troy Resor, R & R Septic Solutions, and Jeff Sherman, Floyd Co. Environmental Health

Installation of Septic Systems with Maintenance in Mind
The Job's Not Over 'Til the Paperwork is Done

+ Wayne Vanden Berge, Advanced Pump and Rick Miene, Miene Septic Services

Tips and Tricks for Septic Pumping

+ Amber Meixner, Fairfield Precast Concrete; Brandon Rogers, Rogers Septic; and Tim Rozendaal, Norm Rozendaal Tiling

Installer Basics 101

+ Ben Booth, Iowa One Call

Iowa One Call

PLATINUM PLUS SPONSOR

Katie Resor, Robert Shekleton and Andy

McKinlay, Waterloo Biofilter Systems

Design, Maintenance and Time of Transfer Inspections of Waterloo Biofilter Systems

+ Will Boston, Wastewater Supply; Zach Perrin, Cedar Rapids Winpump; and Matt Wilshusen, T.G. Rankin Company

Pumps 101

+ Jeremy Stolba, James “Doc” Joyce, and Andrew Frank, Dave Schmitt Construction

Confined Space Training (Contractor Solutions Booth)

+ Matt Wilshusen and Tom Rankin, T. G. Rankin Company

Pumps 102

+ Sam Lines, Concrete Sealants, Inc.

Watertight Concrete: From Walls to Joints to Risers
This Ain't Your Father's Grease Trap

+ Dr. Sara Heger, University of Minnesota

Compaction — The Enemy of System Longevity
TSS — Sources, Impacts and Solutions
Changing Water Usage

+ Sgt. Robert B. Wittkowski, IA DOT and Rick Miene, Miene Septic Service

Iowa DOT — Motor Vehicle Safety Presentation

+ Brady Kolbet, Mid-Tech Services

Laser and GPS Equipment for Accuracy and Efficiency

+ Cory Frank, Iowa Department of Natural Resources

Lions, Tigers and the TOT Application

PLATINUM PLUS SPONSOR

Andrew Ryken and Kyle Dierolf,

Premier Tech Water and Environment

Showcasing Ecoflo Septic System Innovations and Its Integrated UV Disinfection System

+ Trevor Dickerson, Ground N Down LLC and Jim Carroll, P.E., James Carroll Company

The Basics of What the Soils are Showing Us

EXHIBIT CONTRACT



24TH IOWWA CONFERENCE | JANUARY 11-12, 2023
 HY-VEE HALL | IOWA EVENTS CENTER
 730 THIRD AVE., DES MOINES IA

Company: _____ Work Phone: _____

Contact Person: _____ Cell Phone: _____

Contact Email: _____ Website: _____

Attendee name and email if **different** from above contact person: _____ Cell Phone: _____

Address: _____ City: _____ State: _____ Zip: _____

The IOWWA and Iowa Events Center undertakes no duty to exercise care, nor assumes any responsibility, for the protection and safety of the exhibitor, his officials, agents or employees, or the protection of the property of the exhibitor or his representatives, or of property used in connection with the exhibit, from theft or damage or destruction by fire, accident or other cause. Small and easily portable articles shall be properly secured or removed after exhibition hours and placed in safekeeping by the exhibitor. Any protection exercised by IOWWA or the Iowa Events Center shall be deemed purely gratuitous on its part and shall in no way be construed to involve it in liability by the exhibitor. The exhibitor agrees to indemnify and hold IOWWA and the Iowa Events Center harmless from all such claims and from all claims or liability of any nature whatsoever arising from the activities of the exhibitor, any of his representatives or from the property of the exhibitor.

Signature Required (electronic accepted) _____ Date _____

A EXHIBIT SPACE

Size	Booth	Floor	# of spaces	Fee	Total
10' x 10'	<input type="checkbox"/>	<input type="checkbox"/>		\$600.00	\$
10' x 20'	<input type="checkbox"/>	<input type="checkbox"/>		\$900.00	\$
20' x 20'	<input type="checkbox"/>	<input type="checkbox"/>		\$1,800.00	\$
30' x 30'	<input type="checkbox"/>	<input type="checkbox"/>		\$2,200.00	\$

SPECIFICATIONS:

- + **Booth space:** 10-ft wide x 10-ft deep booth with 8-ft. draped backdrop, 30-in. draped side rails, 1 table, 2 chairs, wastebasket. One-line ID sign available at set-up.
- + **Floor space:** Includes 2 tables, 2 chairs and wastebasket.

CHECK BOX if you will have a vehicle/large equipment.

Type/Description: _____

- 1) Less than ¼ tank of fuel (must be less than 5 gallons)
- 2) Once in the building, battery must be disconnected
- 3) Fuel tank must be locked/sealed to prevent tampering
- 4) Vehicle may not be refueled inside the building

B BOOTH STAFF

One complimentary registration for contact person (or attendee as named above)

Additional Booth Staff: \$50.00 each. Includes meals and breaks (no sessions).

Additional Booth Staff Names (first and last name):

_____ X \$50.00/EACH.....TOTAL \$ _____

C SCHOLARSHIP (OPTIONAL)

IOWWA, ONE FULL SCHOLARSHIP \$500.00

D EXHIBIT/SPONSOR SLIDE SHOW

Provide two JPG slides. Email to shirley@avinsandinc.com by 12/01/2022. PowerPoint format is preferred, but any basic imaging format will be accepted. The slide show will be in the wide screen 16:9 format and landscape position. Exhibitors shall be the copyright holder or hold rights to the use of all images, logos, ads, etc. The IOWWA assumes no responsibilities in the use of the exhibitor's information presented. By submitting the slides, you approve the use of the slides for this presentation. NO videos.

VENDOR PRODUCT SHOWCASE

CHECK BOX TO PARTICIPATE. Vendors will have 3 minutes during the "Welcome", Wed., Jan. 11 to showcase company/product. You will be required to confirm participation with a sign-up at the trade show.

PAYMENT

Payment due with contract. Must be received prior to conference trade show date. Invoice emailed on request only.

EXHIBIT OPTIONS TOTAL

- Exhibit Space\$ _____
- Booth Staff (____ x \$50/each).....\$ _____
- Scholarship.....\$ _____
- TOTAL**.....\$ _____

CREDIT CARD PAYMENT Visa/MasterCard only.

Email to shirley@avinsandinc.com or fax to 1-480-802-6643

Credit Card # _____

Exp. Date: _____/_____/_____

Billing Statement Zip Code (must be completed): _____

Cardholder email: _____

Authorized Signature: _____

CHECK Payable to "IOWWA", enclosed check # _____

Mail payment and contract to: IOWWA, c/o Matt Vinsand
 16027 Northpark Drive, Urbandale, IA 50323

SPONSOR CONTRACT



24TH IOWWA CONFERENCE | JANUARY 11-12, 2023
HY-VEE HALL | IOWA EVENTS CENTER
730 THIRD AVE., DES MOINES IA

NOTE: Exhibit space is not included with sponsorships. To exhibit, complete the IOWWA Exhibit Contract.

Company: _____ Contact Person: _____

Address: _____ City: _____ State: _____ Zip: _____

Work Phone: _____ Cell: _____ Fax: _____

Email: _____ Website: _____

A SPONSORSHIP PACKAGES

CONTINENTAL BREAKFAST SPONSOR\$1,300

Sponsor the continental breakfasts for Wednesday and Thursday for attendees! Great promotion for your company. Company name and logo in the conference program as well as featured on signage at entrance and on serving tables. IOWWA newsletter ad 10% discount. Submit company logo (130 dpi or higher) to shirley@avinsandinc.com *Exhibit space not included.*

NEW! **FRESH POPCORN CART** \$1,600
(10 x 10 Exhibit space included)

Your company name will be seen throughout the entire conference! Draw attendees to your booth (10' x 10' booth included with sponsorship)! The Iowa Events Center provides popcorn cart, popcorn, oil, bags and training. Your company prepares the popcorn all day on Wednesday at cart placed beside your booth. Prominent signage with company logo displayed by the cart. Company name and logo in the conference program on key pages as well as signage with your company logo at the registration desk. IOWWA newsletter ad 10% discount. Submit company logo (130 dpi or higher) to shirley@avinsandinc.com.

SOLD OUT! Sponsorships not available for president's reception, keynote speaker, business meeting luncheon, refreshment breaks, lanyards, conference program printing, audio-visual and internet access.

PLATINUM PLUS (LIMIT 4) \$1,500

One (1) hour conference session; Two conference registrations; Company logo in program and on sponsor board; 10% off IOWWA newsletter ad discount. Submit company logo (130 dpi or higher) to shirley@avinsandinc.com. *Exhibit space not included.*

Attendee name(s):

1) _____

2) _____

GOLD \$850

One conference registration; Company logo in program and on sponsor board; 10% off IOWWA newsletter ad. Submit company logo (130 dpi or higher) to shirley@avinsandinc.com. *Exhibit space not included.*

Attendee name:

1) _____

B **SCHOLARSHIP (full scholarship)**..... \$500

Submit company logo for the sponsor board (130 ppi or higher)

CHECK BOXES TO PARTICIPATE AND WE WILL CONTACT YOU:

AUCTION **RAFFLE**

SPONSOR/EXHIBITOR SLIDE SHOW

Provide up to two (2) slides. Email to shirley@avinsandinc.com by 12/01/2022. PowerPoint format is preferred, but any basic imaging format will be accepted. The slide show will be in the wide screen 16:9 format and landscape position. Exhibitors shall be the copyright holder or hold rights to the use of all images, logos, ads, etc. The IOWWA assumes no responsibilities in the use of the exhibitor's information presented. By submitting the slides, you approve the use of the slides for this presentation. NO videos.

PAYMENT

A Sponsorship Total..... \$ _____

B Scholarship..... \$ _____

TOTAL..... \$ _____

CREDIT CARD PAYMENT Visa/MasterCard only.

Email to shirley@avinsandinc.com or fax to 1-480-802-6643

Credit Card # _____

Exp. Date: _____/_____/_____

Billing Statement Zip Code (*must be completed*):

Cardholder email:

Authorized Signature:

CHECK Payable to "IOWWA", enclosed check #Mail payment

and contract to: IOWWA, c/o Matt Vinsand

16027 Northpark Drive, Urbandale, IA 50323

EMAIL COMPLETED CONTRACT TO:

shirley@avinsandinc.com. Payment in full must be received prior to 01/01/2023. Invoice emailed on request.

Conference Program Deadline: To be included in the conference program, contracts must be received prior to November 25, 2022.

QUESTIONS: Ph. 515-225-1051 | Email: shirley@avinsandinc.com
Fax 1-480-802-6643 | IOWWA EIN 42-1483264

WORDS ABOUT WASTE



By Darwin Bengford

Here we are, with only a short time remaining before the holidays and the end of another year. January and the 2023 IOWWA conference will be here in no time, and I hope you take time now to register and pay for next year's membership using the form in this newsletter or by going online. A lot of time-consuming behind-the-scenes work has been done by your IOWWA Board of Directors and staff to get all the speakers, topics, sponsors and exhibitors solidified for this once-a-year gathering. And if you're a past board or conference committee member, you know that to be true.

Does anyone else think 2022 has gone by fast or are we simply wanting to get all the challenges behind us? 2022 has been another tough year for folks in the construction industry and those it serves. It hasn't been easy for manufactures trying to get raw materials to create the products that suppliers need on hand to sell to installers. And the ever-changing prices suppliers must pay — and pass along to installers if they're going to stay in business — and the delays they face in receiving product has been nothing short of a nightmare for them. Installers quote jobs, wait and then are struck with price increases by the time needed materials arrive, sometimes months later. And then they must face upset consumers who feel they're getting far less than stellar customer service from our industry. Hard to make a profit under such conditions.

Whether you are a manufacturer, vendor or installer, we all have a hard time keeping up, and keeping focused, flexible and positive. Don't give up, friends. Your vendors are looking six months in advance to try to have supplies for you. Anticipating what your needs are going to be is quite the undertaking, just as it's challenging for you to try to figure that out.

We aren't the only ones who've dealt with laborious tasks each day to keep in business. Your board, Matt, Shirley and Pam all have done a lot of work for IOWWA the whole year to make your experience as members and your conference a good experience. Take time to check with a board member to see if they need help with something or step up and share your skills and knowledge by running for an opening on IOWWA's Board of Directors.

The conference only lasts a short time, but it takes a lot of hours to get it going. I hope to see all of you there. I have said before that it is kind of like a family reunion for me after 30-plus years of being in the business. Stay safe, enjoy your holiday, see you in January with IOWWA and God bless all of you.

IOWWA 2023–2024 SCHOLARSHIP APPLICATIONS AVAILABLE!

The Iowa Onsite Wastewater Association annual offers scholarships to:

- + High school seniors wanting to attend a college or a trade school on a part-time (minimum 6 credit hours per quarter or semester) or full-time basis.
- + Students already attending a college or trade school on a part-time (minimum 6 credit hours per quarter or semester) or full-time basis, planning on continuing their education the following year.

You are eligible if you are a student and an IOWWA member or are related to an IOWWA member (primary or associate member) and attending or planning on attending a college or trade school. Scholarships are awarded one time only per individual.

Download the application from the IOWWA website, <https://www.iowwa.com/pages/scholarship> or email shirley@avinsandinc.com to request the application. Deadline for application submittal is April 1, 2023.

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CAPTION CONTEST!



AND THE WINNERS IS...

"AS YOU CAN SEE, MY SUPPLY CHAIN IS MISSING A LINK!"

The winning submission to IOWWA's caption contest came from Dani Arkfeld, Arkfeld Water Services in Panama, IA. Dani won a \$50 Casey's gas card.



WANT TO WIN?

Submit your top caption for this photo by February 1 to shirley@avinsandinc.com. Keep your suggestion "printable" for the spring issue of the *Onsite Observer*.

OFFICIAL NOTICE TO MEMBERS OF THE IOWA ONSITE WASTE WATER ASSOCIATION

The Annual Business Meeting of the Iowa Onsite Waste Water Association (IOWWA) will be held on Thursday, January 12, from 12:15 to 1:30 p.m. in Grand Ballroom B of Hy-Vee Hall at the Iowa Events Center, 730 Third Avenue, Des Moines, IA.

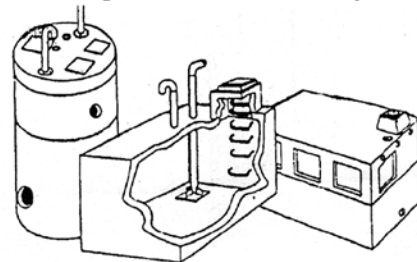
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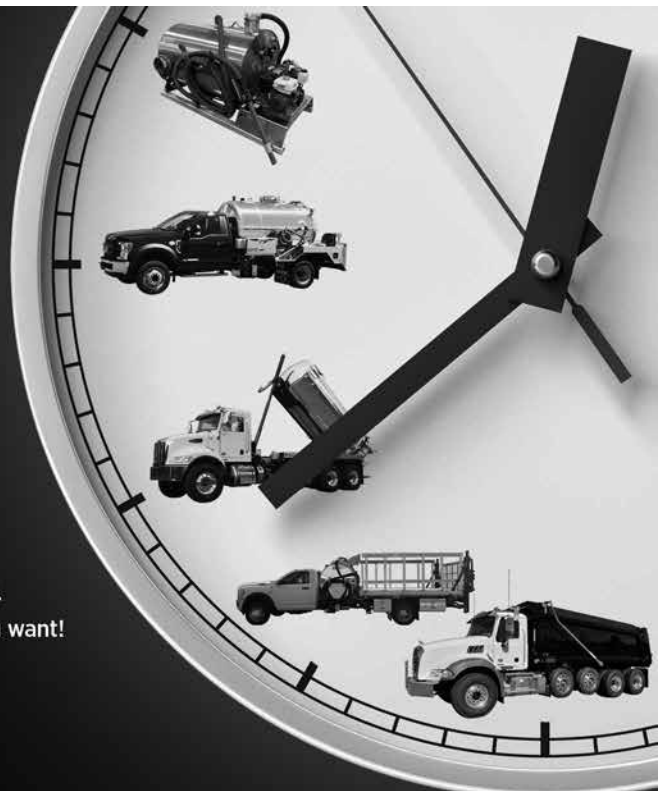


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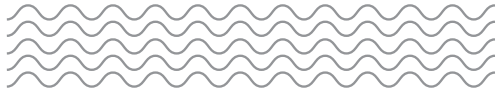
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