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Partnering With Community, Building For Better Living

By: Don Krauss, Infiltrator Water Technologies

In Ontario over 15% of families with limited family-based income are in desperate need for safe, affordable and healthy housing. Working with partners in communities, Habitat for Humanity helps these families achieve the dream of affordable home ownership that they would otherwise never have. We have been hearing a lot of news lately of the serious shortage of affordable housing in Canada. Many families are faced with living in unsafe and overcrowded conditions for raising their children.

I was fortunate to work with Habitat for Humanity Cornwall & The Counties to support the home construction for their 16th Partner Family who were selected in 2020. Due to Covid restrictions and supply chain challenges the family could not take possession of their new home until spring of 2022. Infiltrator Water Technologies partnered on this project as a Silver sponsor through the Habitat's Gifts in Kind (GIK) program donating the products that we manufacture to the construction of the septic system. An Infiltrator septic tank and ATL combined treatment dispersal system were the chosen products for the construction of the septic system. An



IM-1530 septic tank, risers and 270 feet of ATL were donated. Partner Families contribute as well by completing their required volunteer work alongside other volunteers, donors and trades professionals during the construction and then assume an interest-free mortgage directly through Habitat. In addition to our products being donated, local wastewater industry contractors and designers have also volunteered their support.

Habitat for Humanity is a nonprofit organization that helps families in need build and improve their own homes building strong and stable communities through homeownership.

Cont'd page 6

WHAT OOWA IS DOING FOR YOU

& WHY YOUR MEMBERSHIP IS **IMPORTANT**

Member benefits that you can use for your business or personal life.



BUILD CONNECTION

Annual Convention provides vou with relevant training and important industry information and networking opportunities.

STAY INFORMED (3)

Monthly On-Track bulletin provides you with training opportunities.

Quarterly newsletter

offers important industry updates, case studies, member profiles, technical articles and advertising opportunities.

Our Onsite Technical Committee

is always developing new Guidance documents that provide you with the best possible information. Find these guidance documents and more on our website:

- Sand Filter Bed Design & Installation Pump Chamber Guidance
- Shallow Buried Trench Best Practices How to Decommission a System

Annual Regional Meetings

offered all over the province provide opportunities to learn and network with other industry professionals.

CONTINUE LEARNING

Our Registered Professional Program

offers the opportunity for continued education and skills development that will set you apart from others in the industry.



We advocate on your behalf to the government for important changes.

For more information on OOWA and what we do for you, please visit our website: www.oowa.org



OOWA Board of Directors

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President's Message

What a busy few months since a second straight successful virtual convention! A record eight new Board members elected at the convention's AGM have settled in well and are already generating fresh ideas for our membership.

In bittersweet news, Mike Gibbs, OOWA's longtime Programs & Outreach Coordinator, has moved on to a new opportunity. Mike had been an integral part of OOWA spanning eight years and will be greatly missed. We wish him the best in his new venture. Mike is still working in the industry, so we hope to connect with him again soon. In his new role, we are confident that he will continue pushing our industry forward.

With Mike leaving we are excited to announce Jenn McCallum as OOWA's Programs & Outreach Coordinator. Jenn brings extensive education and professional expertise in event management, youth & public engagement & education, and public policy, all with an environmental focus. Jenn has already begun connecting with members and with in-person events starting again, hopefully you will have a chance to meet her soon.

OOWA recently held the first of many training courses as part of our new partnership with the Ontario Rural Wastewater Centre (ORWC). This partnership greatly increases the educational opportunities for our membership by bringing ORWC's expertly developed content to more people in the province. On June 15th we hosted the Introduction to Onsite Sewage System Design course in Mississauga. This offering was sold out before the deadline and a waiting list has been established. You can still register for this course waitlist by visiting the training calendar on our website.

The Events committee is eagerly planning in-person regional events for this fall. After pausing these events for two years, the committee is sure that our members are excited to see one another in the same room, so they are focusing more on the networking and social aspects for our 2022 line-up.

The Deerhurst Resort in Huntsville is booked for our 2023 and 2024 conventions. This familiar location allows the organizing committee to spend less time on logistics and more time on delivering a great experience for our members.

As always, stay tuned to your inbox for future course announcements and more information on upcoming in-person and virtual events.

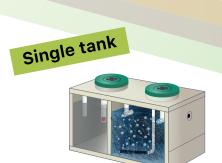
Have a great summer and we will see you at an event in the fall.

Sincerely,

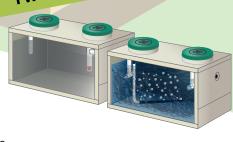
Brady Straw, President



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The opinions expressed in this newsletter by contributing authors are not necessarily the opinions of OOWA's Board of Directors or the Association.





Installers Corner

Dan Friesen of ESI Group

For this edition's installment of our 'Installer's Corner' feature we invited Dan Friesen of ESI Group (formerly Exact Septics Inc) to give us his outlook on what he feels are the three most challenging technical issues that contractors are dealing with and how, from his perspective, those issues could be addressed. Dan provides advice for new contractors and how OOWA could help to improve the industry. We also asked Dan what he does to communicate with homeowners the need for ongoing maintenance and management of new systems. Thanks to Dan for taking the time to respond to our questions.

Part 1 - Three Most Technical Issues

- 1. We deal with a short install season and delays due to weather conditions. We often have to wait 24-48 hours for an inspection. This needs to be streamlined.
- Aggregate quality and availability is becoming a challenge. It seems the volume of aggregates the septic industry purchases is not enough for suppliers to be motivated to make a consistent quality product.
- 3. Approval of applications for septic systems are not consistent from one municipality to another. In some jurisdictions old Health Unit policies are still being used. To me, the building code is clear and should not be left open to interpretation by building officials.

Part 2 - How Might These be Addressed

- 1. I realize municipalities are often short staffed. I would like to see an approval system put in place for installers with a minimum of 3 years experience, in good standing, to be able to register your jobsite. If an inspector is not available, they would be cleared to move on to the next step. This type of program is used in the electrical world and it would greatly benefit our industry.
- 2. Larger companies have control of a majority of the pits in our region. This makes it difficult to communicate with anyone that has decision power at these companies. If installers would get together in a specific region and negotiate with one or two suppliers, committing to purchase only from them, potentially product quality and availability would improve.
- 3. I think more education is needed for both regulators and installers. I know in some states in the US you must have a certain amount of education credits each year. That idea would be something Ontario could implement.

Part 3 – Advice for New Contractors

I left a family excavating company 13 years ago having had my BCIN for 13 years. Getting some hands on experience before starting out on your own would be a huge benefit. Attend as many manufacturer training sessions as you can attend. Be willing to take on any opportunity (legally) repairs, service, etc - to get your name out there.

Part 4 - Most Impactful Thing OOWA Could do to Improve the Industry

OOWA could be most impactful both in recruiting and education. I am 43 years old and I do not come across many installers younger than me. We need to bring more young people into our industry. On education, I mentioned earlier the lack of consistency in the province. We need more education of regulators and installers. I answer phone calls and emails regularly from both regulators and installers asking a building code

question. I believe OOWA could be a leader in the initiative to encourage greater education in our industry as a whole.

Part 5 - What Do You Do to Inform Homeowners About the Need to Manage their Newly Installed Septic System?

First of all, I admit that as a company we could definitely improve in our education of our customers. When possible, we try to have a site meeting at the end of the install to educate the customer on what they have and how to maintain it. We also have a document that we hand out which states the do's and don'ts when it comes to owning and using a septic system.



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- · Meets regulatory requirements as a secondary septic tank lid



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Partnering With Community, Building For Better Living

Story continued from cover...

Partnering increases opportunity



Infiltrator Water Technologies became a Corporate Partner of Habitat for Humanity International in 2017 through the GIK program donating over \$260,000 USD worth of products for septic systems in over 160 builds for Habitat affiliates across the United States to date. This partnership with Habitat for Humanity Cornwall & The Counties was the first that we have been involved with in Canada, however we are excited to make it the first of many. The partnership that Infiltrator Water Technologies has with Habitat affiliates increases the opportunity for more Partner Families across Canada by adding rural building lots to the pool of available lot development that otherwise may not be affordable options. Providing the components for onsite wastewater systems as GIK allows for the funds not used on septic system components to be used on other materials that need to be purchased for the construction of a home.

For over 30 years Infiltrator Water Technologies has led the industry in manufacturing a variety of innovative and environmentally friendly onsite wastewater components made with post-consumer and post-industrial plastics. Recycling over 150 million pounds of plastic each year to make products intended for use in recycling our most precious commodity – WATER. This makes Infiltrator one of the top 10 consumers of recyclable plastics in North America with approximately 30 million pounds coming from suppliers right here in Ontario.



We are excited to continue our partnership with Habitat for Humanity across the country. I hope that other Habitat affiliates across Ontario learn about our partnership and let Infiltrator help build strong and sustainable affordable housing across the province and country. If you are interested in helping in this great cause please contact your local Habitat affiliate or visit their website to learn more about how you can help at habitat.ca.





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Members Who Joined or Renewed Their Membership

Between the Dates of February 10, 2022 and June 17, 2022

New Members:

Rob Almond, Fitzmaurice Bros. Carpentry

Mark Barber, Bsi Septic Solutions

John Bergen

Lyell Bergstrome, White Pine Contracting

Mike Brady, Brady Coordination & Inspection Services

Dwight Brown, 2362855 Ont Ltd.

Pat Burke, Waterloo Biofilter Systems Inc.

Sam Buttle, Township Of Whitewater Region

Michael J. Chan, Flowspec Engineering Ltd.

Carson Code, Code Construction

Chris Crain, Crains' Construction Limited

Paul Curtis, Dig A Hole

Alex Dekleine, Ottawa Septic System Office

Brady Dennis, Smc Construction

Blu Desrosiers, Innerunion

Cyrille Desrosiers, Innerunion

Dylan Dobbs, Elc Contracting

Keith Erwin, Robert Erwin Transport

Warren Fitzgerald, Sherwood Contracting

Ethan Freeburn

Nathan Freeland, Municipality Of North Perth

Brandon Gabel, Kgk Kettleby Contracting Inc.

Mike Gibbs, Esse Canada

Scott Gilmour, Danmour Renovations

Allan Hancock, Kawartha Lakes Landscaping

Lyndsay Harness, Clarington Septic Repair

Brad Hiseler, Haldimand County

Brody Hodges, Hodges Homes Excavating

Brian Hong, Bjh Engineering Ltd.

Ben House, Esse Canada

Paul Kennedy, Kennedy's Home Inspections

Ellie Kim, University Of Waterloo

Ryan Korpikoski, Ryke Construction Inc.

Bob Koster, D&B Flushing Ltd.

Greg Krukowski, Countryside Excavation Inc.

Jason Lachance, Ottawa Septic Solutions

Walt Lackner

Chris Laurenssen, Laumac Ltd.

Andrew Lee, Marlee Niagara Contractors

Joy Lindsay, Township Of Ashfield-Colborne-Wawanosh

Adam Lockhart, D & J Lockhart Excavators Ltd.

Greg Loeb, Jones Contracting And Building Service

Brett Lyon-Hatcher

Alexander Macneil, Lakehead University

Ryan Madill, R Madill Excavating And Landscape

Dan Madon, Waterloo Biofilter Systems Inc.

Adam Mageean, Heritage Garden Supplies

Jordan Matthews, Matthews Construction & Excavation

Norm Medley, P. Medley And Sons, Ltd.

Bruce Merriman, Mrec

Ricardo Moreira, High Edge Group Inc.

Teisha Mullin, Thurler Logistics

Mario Naclerio, Loumar Excavating & Trucking

Dylan Nash

Brett Pollock, Township Of Ashfield-Colborne-Wawanosh

Josh Richardson, Jr Contracting

Tyler Rosen, J. L. Richards & Associates Limited

Paul Scheuermann, Texo Terra Contracting

Kevin Scott, Sunnyside Campground

Kevin Scott, Copperwood Gc Inc.

Ken Sernoskie

Monica Shade, Shade Group Inc.

Christopher Sheridan

Mike Smith, Georgian Bay Septic & Barge

Riley Smith

Jeremy Stone

Theresia Van Heeren, Muskoka Custom Stonework

Tim Vandenberg, Redi-Wall Forming & Concrete Inc.

Lloyd Vanluik, Landex Group Inc.

Vlad Vladyka, Amv Development Inc.

Jodi Watman, Steeltooth Contracting

Dawn Weber, Dawn J Weber

Nicholas Werstler, N Werstler & Sons

Kyle Williams

Zack Willow, Headwaters Construction

Mohammad Zulfigar

Members Who Joined or Renewed Their Membership

Between the Dates of February 10, 2022 and June 17, 2022

Renewed Members

Robin Allen, North Bay-Mattawa Conservation Authority

Kevin Baltessen, Baltessen Excavating

James Barnes, Geo Barnes & Sons Ltd.

Dan Beaton, J.H. Cohoon Engineering Ltd.

Marie-Christine Belanger, Premier Tech Water & Environment

Jasper Belding, Waterloo Biofilter Systems Inc.

Dave Bell, B M Ross & Associates

Brad Billings, Billings Construction

Art Bos, Bos Engineering

Colin Bos, Waterloo Biofilter Systems Inc.

Ryan Bos, Bos Engineering

Teresa Buckman, MakeWay Environmental Technologies Inc.

Joseph Burns, Howard Burns Equipment Rentals

Brenda Burrows-Rabb, Rabb Construction Ltd.

Brian Campbell, Wyevale Concrete Products Limited

Duane Campbell, Howard Campbell & Sons

Nancy Carpenter, Leeds, Grenville & Lanark Health Unit

Michael J. Chan, FlowSpec Engineering Ltd.

Louie Chiarappa, Hernandez Sanitation Services

Nathan Chortos, CMT Engineering Inc.

Greg Corman, Waterloo Biofilter Systems Inc.

Lisa Courtney, B M Ross & Associates

David Cousens, Kinburn Plumbing & Heating

Ron Cousins, Cousins and Johnson Inc.

Dave Covill, Elmer's Construction

Elmer Covill, Elmer's Construction

Hillary Craggs, Waterloo Biofilter Systems Inc.

Terry Davidson, Ottawa Septic System Office

Anthony DeDominicis, Roswell Concrete Products

Larry E Dedrick, Dedrick Bros. Excavating Ltd.

Dash Delarosbel, Temagami Barge Limited

Lisa Dolderman, Pioneer Septic Solutions Inc.

Ryan Dolderman, Pioneer Septic Solutions Inc.

Kevin Dolderman, Pioneer Septic Solutions Inc.

John Doner, Metropolitan Pump Co. Limited

Mike Eisses, Eisses Bros. Excavating

Nick Eisses, Eisses Bros. Excavating

Rick Esselment, ESSE & Associates Inc.

Marc Favaro, CMT Engineering Inc.

Brandon Figg, CMT Engineering Inc.

David Finch, Wes Finch & Sons Excavating

Dwaine Fisher, Fisher Excavating and Grading Inc.

Ray Foster, ESSE & Associates Inc.

Jameson Gallinger, Waterloo Biofilter Systems Inc.

Andrew Garland, B M Ross & Associates

Carl Gauthier, Bionest Technologies Inc.

Clayton Gilbert, Gilbert & Son Construction Inc.

Jack Gilbert, Gilbert & Son Construction Inc.

Tarundeep Gill, Waterloo Biofilter Systems Inc.

Perry Gingerich, P. Gingerich Excavating

Julia Gobran, Waterloo Biofilter Systems Inc.

Mark Goodman, Pump My Tank Inc.

Adrian Greco, Greenwood Excavating

Paul Greer, Paul Greer & Son's Exc Ltd.

Kevin Haines, Wood PLC

Seth Harder, Tamarack North Ltd.

Kirk Hastings, Onsite Septic Solutions

Darren Hewgill, The Hewgill Group Ltd.

Ryan Hiemstra, Ottawa Septic System Office

Jordan Hoekstra, Dig'R Wright Excavating Inc.

Dwight Hordyk, Pinestone Engineering Ltd.

Kurtis Horn, Haldimand County

Rick Howden, Core Earthworks Limited

Jason Hutton, Ottawa Septic System Office

Julie Ingram, Peterborough Public Health

Chris James, Waterloo Biofilter Systems Inc.

Aaron Jantzi, Rhino Excavation

Kirk Johnstone, Northumberland County

Christopher Jowett, Waterloo Biofilter Systems Inc.

Greg Keith, Matrix Property Inspections

Sarah Kelly, Tamarack North Ltd.

Craig Kennedy, Newterra Ltd.

Bert Knip, MakeWay Environmental Technologies Inc.

Gerry Knoop, Denby Environmental Services

Eric Kohlsmith, Ottawa Septic System Office

Simon Kola, County of Lambton

Lloyd Laidman, Intuitive Water Systems Inc.

Coralie Lamaire-Chad, Bionest Technologies Inc.

Phillip Lappan, City of Quinte West

Tyler Lodder, Lodder Brothers Limited

Members Who Joined or Renewed Their Membership

Between the Dates of February 10, 2022 and June 17, 2022

Renewed Members Continued

John Lombardo, Fit Mechancial Inc.

Frank Lopez, Waterloo Biofilter Systems Inc.

Thomas Mahon, T.M. Mahon

Matthew Malloy, Pioneer Septic Solutions Inc.

Chad Mann, Lloyd Collins Construction Ltd.

Cathy Marcellus, Wyevale Concrete Products Limited

Dean McDonald, Township of North Glengarry

Andrew McGarvey, B M Ross & Associates

Andy McKinlay, Waterloo Biofilter Systems Inc.

Dominic Mercier, Enviro-Step Technologies

Ray Millar, Onsite Septic Solutions

Wayne Moore, Cottage Country Environmental Services

Cody Morden, Charles Morden Construction Inc.

Kevin Morris, C.F. Crozier & Associates Inc.

Bill Muirhead, Waterloo Biofilter Systems Inc.

Brett Murray, Metropolitan Pump Co. Limited

Crystal Nedow, Township of Central Frontenac

David Oliver, Concord Engineering

Steve Ott, Ottawa Valley Home Inspections

Dave Parent, Septic Consulting & Design Services

Matthew Parfitt, Glenvale PDC

Matthew Pearson, B M Ross & Associates

Doug Post, D.F.Post Contracting Inc.

Nick Preikschas, GRIT Engineering Inc.

Arlene Quinn, Municipality of Highlands East

Greg Reimer, O'Hara Trucking & Excavating

James Richmond, Township of Stone Mills

Heather Robb, Fleming College

Scott Roswell, Roswell Concrete Products

Frank Salaris, Insight360 Home Inspections

Tim Salter, CMT Engineering Inc.

Rob Sanna, Boyd Brothers Concrete

Pierre Savard, Dimensional Analysis

Jason Schoenfeld, Boyd Brothers Concrete

Doug Schultz, Township of Whitewater Region

Dan Sharina, Township of Guelph/Eramosa

Wayne Shelly, Northern Project Services Inc.

Kathleen Shepherd, Peterborough Public Health

Charles Smith, Second to None Inspections Inc.

Robin Smith, Robin Smith Engineering

Graham Smith, Make-Way Environmental Technologies Inc

Ken Sommer, Shirecrest Homes Inc.

Wilf Stefan, Clearford Water Systems

Jason Stephens, Stephens Excavating

Chantal Stevens, Peterborough Public Health

Bruce Stowe, Roth North America

Brady Straw, Waterloo Biofilter Systems Inc.

Andrew Sumary, C.F Crozier & Associates

David Thompson, Barnboard Construction Group

Don Thomson, Valley Sanitation Services

Telly Thomson, Valley Sanitation Services

Brendon Underwood, Underwood Construction Ltd.

Brent Van Herk, BVH Excavating & Septic Inc.

Andrew Vitaterna, Clearford Water Systems Inc.

Joseph Voisin, Pinestone Engineering Ltd.

Sam Vreugdenhil, MakeWay Environmental Technologies Inc.

Kyle Wetherall, Waterloo Biofilter Systems Inc.

Shawn Wheatley, CMT Engineering Inc.

David White, Ken White Construction

Robert Whyte, Calder Engineering Ltd.

Marianne Willson, Waterloo Biofilter Systems Inc.

John Yantha, Yantha Backhoe & Trucking Ltd.

Bo Zhou, Peterborough Public Health

Jane Zima, ESSE Canada

Jennette Zimmer, Municipality of Huron East

Geanine Zuliani, Waterloo Biofilter Systems Inc.

Kathryn Stasiuk-Riddell, Van Harten Surveying Inc.





OOWA Membership Benefits



Perkopolis is a discount program with **hundreds of available discounts** across the country on things like entertainment, car rentals, hotel stays, electronics, flights, food, wellness and attractions. To sign up, visit www.perkopolis.com and use your OOWA Member ID to create an account.



Reserve in advance to seize the savings! Use the code **provided by OOWA** at time of check out and automatically receive the discounted rates. The lowest rates are offered on the mobile app. Download it to Reserve, Scan & Park, Pay'N Go, and receive email receipts and track your Park'N Fly Rewards.



The OOWA Insurance Plan is administered by SeptiGuard, a company within the Verge Group. Coverage includes: General Liability, Pollution/ Environmental, Impairment/ Underground tank policies, Contractors Equipment, Barging and Waterborne Risks, Professional Liability for inspectors, designers etc., Vehicle/ Fleet coverage and Discount Home and Auto rates. Contact Scott Mullen: 905-688-9170 ext. 132 or email at: mcmullen@vergeinsurance.com



A **new** CAA Plus membership is reduced to \$99.00 for the first year (\$39.00 savings!) or a CAA Plus Associate Membership is reduced to \$75.00 for the first year. Contact CAA's Corporate Representative at 800-267-6394 ext. 6394 to sign up.



OOWA members save **10% at Mark's Work Warehouse** on the following items and more; Carhart merchandise, Dakota workwear, coveralls and overalls, casual wear, work gloves, and all CSA footwear. Present your card at any location to receive your discount.



Grand & Toy is your one stop shop for all your office needs including ergonomics, furniture, computer supplies, PPE, Janitorial/Sanitary. OOWA's partnership with G & T provides preferred pricing on 240 commonly consumed essentials, **plus 10% off market competitive web pricing**. Each member can add a customized price list of up to 25 items reflecting your business needs. Your savings could easily offset OOWA membership dues!



ALS Laboratory Group provides a **30% discount** on all your wastewater and soil testing needs. Contact Darlene Hoogenes-Stastny at 519-886-6910 or email at: Darlene.Stastny@ALSGlobal.com



Save 10% on any ORWC Course offering (cannot be used in conjunction with other discounts). See their course offerings at www.uoguelph.ca/orwc. Contact Bassim Abbassi at 519-824-4120 Ext. 52040 or via email at babbassi@uoguelph.ca



OOWA members get guaranteed and discounted rates on car and trunk rentals. Reference the business Account Number **provided by OOWA** when booking a rental vehicle.



OOWA's **Registered Professional Program (RPP)** includes an 'In-Development Stream' that addresses the needs of ongoing training and continuing education demands from our members. Professional Designations include: Wastewater Service Technician, Designer, Installer, Private or Regulatory Inspector, Residuals Hauler, Project & Administrative Professional and Technical Sales Consultant.



Onsite Installer Magazine is the foremost publication of the onsite wastewater industry. As a member of OOWA you can now get a hard copy delivered to your door at no charge. Keep up to date on the latest technologies, industry trends with interesting system profiles and installer profiles.







OOWA collaborates with other associations in communicating to government with one united voice on issues that are of mutual concern to our industries. OOWA is proud to inform our members that you can access membership rates for events and resources provided by our association partners:

- The Ontario Association of Septic Industry Service
- The Ontario Building Officials Association
- The Ontario Ground Water Association

To get more information on these member benefits please visit our website at: www.oowa.org/about/join-oowa/





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- You will receive an email to activate your account. Your member ID code is 'OOWA' + your 8 digit member ID number
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Meet OOWA's 2022/2023 New Board of Directors and Executive Team

OOWA is proud to announce the Executive Committee members of the Board of Directors for 2022/23.



PRESIDENT
Brady Straw,
Waterloo Biofilter



VICE-PRESIDENT
Bill Goodale,
Tatham Engineering/Tiny Township



SECRETARY

Jami Quathamer,

Brooklin Concrete



TREASURER

Danielle Ward,

Adam Brothers Construction

Join us in welcoming our new 2022-2023 Directors

Arlene Quinn, Municipality of Highlands East

Brenda Burrows-Rabb, Rabb Construction

Eric Kohlsmith, Rideau Valley Conservation Authority

Nico Nirschl, Liberty Pumps

Paul Bruinsma, Bruinsma Excavating

Ryan Weddel, Newmarket Precast

Tracey Spragg, Robinson Enterprises

Katherine Rentsch, Crozier Consulting Engineers

The board is always interested in hearing from our members. If there is something you would like to share with them you can contact us at **1-855-905-6692 ext. 101** or at **outreach@oowa.org** and we will connect you. The new Board and Executive team wishes everyone a prosperous summer season!





Jenn McCallum

Name: Jenn McCallum

Title: Programs and Outreach Coordinator

Job Duties Summary: Since I just joined the team this spring, I'm very much still learning the role, and am grateful to Kelly, Mike, and the Board of Directors for their mentorship. My role involves developing and producing communication materials, including the Onsite newsletters, Ontrack email communications, and social media. I am also responsible for planning in-person events throughout the province, including the annual winter convention, and I reach out to members

regarding membership renewals. I am in the process of learning more about septic system installation and maintenance to address members' questions!

Past Experience: I grew up in Ottawa and have a family cottage that I have been going to in the summers my entire life, which my grandparents purchased in 1954 on Lake Joseph in Seguin Township, Muskoka. My cousins and I spent time in the summers playing outdoors at the cottage, swimming in the lake, and observing the wildlife. This inspired me to study biology at the University of Guelph, followed by a graduate diploma in science communication, and a Master's thesis exploring landowners' motivations for restoring wetlands on their properties. I am deeply interested in how people can steward the lands and the waters for our own health and well-being, and for other species who share these resources with us. My work experience with GreenUP in Peterborough, and with two conservation authorities involved outreach with public and youth audiences to protect and conserve our natural resources. I am thrilled to join the team here at OOWA to continue this work in stewardship, specifically focused on managing wastewater through effective onsite planning and infrastructure.

How did you get to OOWA: While exploring LinkedIn one day this spring, I noticed that Mike Gibbs had posted the OOWA job description, and thought this position would be a great fit! Through my firsthand experience with water and having a septic system at the family cottage, my experiences in education and outreach, and a keen interest in stewardship, I am grateful to be part of this wonderful team!

What do you do outside of work: When not at work, I enjoy spending as much time outdoors as possible, at the family cottage in the summer, gardening, paddling the waterways in and around Peterborough, and cycling, especially to get café treats along the way. I also volunteer with the TandemEyes cycling program, wherein people who are visually impaired are paired with sighted individuals on tandem bikes. My husband and I like to do yoga regularly, and we enjoy cross-country skiing in the winter. Our dog Blitz, a poodle x English springer spaniel cross, keeps us busy with her energy and antics, and loves to adventure with us.

Important Association By-Law Changes



During OOWA's AGM that took place as part of our 2022 Virtual Convention, there were four important changes to the association's by-laws. See below for details of the changes;

Section 3.03 Election of directors and term of office

Current By-Law includes clause (d) as follows:

Each year 5 positions will be re-elected subject to the provisions of the by-laws

Proposed change:

Remove clause (d)

The proposed changes were voted upon and passed.

Section 3.03 Election of directors and term of office.

Current By-Law includes clause (e) as follows:

From time to time in the event of any vacancy however caused occurring in the Board (except through an increase in the number of directors), such vacancy may, as long as there is a quorum of directors then in office, be filled by the directors from among the members of the Association if they shall see fit to do so; otherwise such vacancy may be filled at the next meeting of members; and any director appointed or elected to fill any such vacancy shall hold office for the un-expired term of the director who ceased to be a director and who caused such vacancy.

Proposed change:

Remove "the un-expired term of the director who ceased to be a director and who caused such vacancy" and replace with "a new three year term."

The proposed changes were voted upon and passed.

Section 3.05 Removal of Directors.

Current By-Law:

At the Board's discretion the directors of the Association may, by resolution remove any director before the expiration of his or her term of office and may, by majority of the votes cast at a Board of Directors meeting, elect any member in his or her stead for the remainder of his or her term.

Proposed change:

Remove "and may, by majority of the votes cast at a Board of Directors meeting, elect any member in his or her stead for the remainder of his or her term."

The proposed changes were voted upon and passed.

Current By-Law:

... The Chair of each such committee shall be a member of the Association and each committee shall include a minimum of one (1) director as a member. Each member of a committee shall be entitled to one vote at committee meetings, and in the event of an equality of votes, the committee Chair shall cast a second and deciding vote.

Proposed change:

... All committee members should be OOWA members in good standing. Committees can receive and consider input from non-members on a case-by-case basis. Each committee shall include a minimum of one(1) director...

The proposed changes were voted upon and passed.

To review all of the Association's by-laws including the amended portions, you can go to our Governance and By-laws webpage.



Jennifer Andersen Manager, CAWT

Name of Organization: Centre for Advancement of Water and Wastewater Technologies (CAWT, Fleming College)

Owners: Not applicable

Services/Mandate: The CAWT specializes in water and wastewater research. Our goal is to help industry partners get their technologies to market.

Service Area: Our partners and projects are largely Ontariobased, but have spanned across Canada, North America and around the globe. We have facilities onsite, offsite, and provide field testing services as well.

Number of Years in Role: The CAWT was established in 2002. I have been at the CAWT since 2013 and managing various aspects of it since 2015.

What got you started in the onsite wastewater industry?

I have an extensive background in environmental research, including an MSc in molecular ecology. Following career opportunities leading research and stewardship programs I found and applied for a position at the CAWT in 2013. Since that time, I have had the pleasure of overseeing and gaining direct hands-on experience on a wide range of onsite technologies. My interest has grown from overseeing the projects to working more directly with industry partners on the business development side.

Give us one reason/secret for your success.

Hard work, dedication, and an acumen for business development. Working with industry partners is what I love most about my job; guiding them on how to get to the next stage of development and finding the resources needed to support those initiatives. I firmly believe having a passion for what you do is critical to your success and the success of where you work.

What was the most challenging onsite job you worked on or participated in?

Our newest facility in Minden Hills has been the most challenging. This facility has been designed to validate onsite wastewater treatment systems. Like so many others, the pandemic significantly delayed our ability to construct and launch this site. Not only did we experience restrictions due to



government and college closures, we had so many challenges obtaining materials on time and dealt with increasing costs of infrastructure and equipment. Outside of the construction challenges, we faced several challenges operating the site and getting it up and running for the first time, as is common with any new infrastructure. I am so pleased with how far that site has come, our ability to work with changing and fluctuating wastewater concentrations, and most importantly to have this site completed and ready for partners to use.

If you could change one thing about the onsite/decentralized industry, what would it be?

Research and development is so important and such a crucial component to so many companies, industrial professionals, and governing bodies. It can also be incredibly expensive and time intensive. Finding funding for our partners to support these types of initiatives is always a challenge. I would love to see more investment towards supporting the certification and validation of onsite technologies. This would have significant impact on so many companies, particularly SMEs, and lead to more innovative technologies getting into market.

Where do you see the onsite industry going?

It will continue to evolve, not just in the technologies used to treat onsite wastewater but in the regulatory requirements overseeing them. As environmental concerns became heightened following the pandemic, we saw an increased awareness of wastewater research and subsequently the technologies used to treat and monitor them; particularly those aimed at emerging viruses and pathogens. I believe much more attention will be given towards the onsite wastewater sector.



Passive Technology Helped Two Rural Schools Managing Their Wastewater

By: Dominic Mercier, Eljen Corporation

Amongst all the different objectives when dealing with Onsite Wastewater management, one that appears to be very important for the system owners, besides cost, is the need for simplicity. This is exactly what Taylor Phillips of Phillip's Septic Service in Blenheim had to consider when looking for solutions for two rural schools in Southern Ontario.

Phillip's Septic Service is a family-owned business with over 16 years of experience in the construction business. They decided to specialize in Onsite Wastewater Treatment and sewage pumping about three years ago. They are certified Ontario designers and installers.

Two schools in the rural areas outside Chatham approached them for a solution for the management of their wastewater. One was facing an emergency with a failing septic bed and the other was looking for a flexible solution for a new school building being built.

École élémentaire catholique Saint-Philippe, Grande Pointe, Ontario



The school is part of the "Conseil scolaire catholique Providence" a French Catholic School Board representing over 30 schools in Southern Ontario. Saint-Philippe school is located in the small village of Grande Pointe, west of Chatham.

During a visit for a regular sludge pumping of the septic tank, Phillip's Septic Service noticed sewage surfacing over the playground area. The failing of the septic bed and sewage ponding triggered an emergency to act. A perimeter was installed around the area to prevent any



incident with students and teachers. A call was made to the building department of Chatham-Kent to solve the problem and to quickly get a permit to start the repair work. It was important to do the work to avoid the complete shutdown of the school operation.

Such a small rural school cannot rely on skilled personnel to operate more complex septic systems nor is it capable of reacting fast in the case of an alarm or failure of a mechanical component. Taylor Phillip identified the ELJEN GSF combined treatment and dispersal system as a perfect fit for this project.

With the collaboration of the building department, CROMAR Environmental and Phillip's Septic Service, the permit was delivered quickly for a November 2021 installation. John Martin from Cromar and Taylor Phillips planned the materials to deliver a fast but quality installation. Considering the emergency, they quickly got their trucks on the road hauling in the material they needed and got the excavator starting to strip the failing bed out. Without the professionalism and rapidity of everyone involved, the kids school year could have been jeopardized. From the time the installer broke ground on this project to levelled and grass planted, was only 4 days.

The project was designed for a maximum daily flow rate of 7,480 liters per day. An existing 22,440 liters septic tank was recuperated and equipped with an effluent filter. The ELJEN GSF system consisted of 8 rows of 10 ELJEN modules over a bed of roughly 30 meters by 10 meters. The system is fed using a 400 gallon pump tank. Due to the height of the water table the system was raised, but the low profile of the ELJEN GSF System allowed for nice blending in the surrounding environment.

Faith Haven Conservative Mennonite School/ Church, Croton, Ontario



Faith Haven Church is located in the small rural hamlet of Croton, east of Chatham. The site existed in a church with its own aging and non-complying septic system and an open grassed playground area. A new building was constructed to house a school and a summer bible camp.

The soil conditions were rather good with a sandy loam material and the project consisted of building a new septic system that would handle both the school and the church. The main challenge was to find a passive and compact solution that was flexible enough to fit on the lot in a way that the school would keep the playground and the baseball field.

The designer Taylor Phillips from Phillip's Septic Service selected the ELJEN GSF System mostly because of its passive nature and the fact that it does not require a mantle, which allows for great flexibility in the system geometry and configuration. The building department of Chatham-Kent issued the septic

permit and did the inspections on the system.

Work started on May 26, 2021, and lasted about 2.5 days. The design flowrate was established as 7,776 liters per day and a new 23,328 liters septic tank with effluent filter was installed. A pump tank brings the primary effluent to a D-box located in the center of the ELJEN GSF bed where it is split in 8 rows of 11 ELJEN GSF modules. The bed dimensions are approximately 10 meters by 30 meters. The supply for the ELJEN system was provided by CROMAR Environmental.

Onsite Technologies help keeping small rural localities alive and thriving



These two examples are perfect demonstrations of efficient Onsite Wastewater Management addressing all the requirements for cost efficient and safe treatment and dispersal of wastewater. Small communities cannot afford conventional sewer collection systems and big municipal plants. Onsite Wastewater Treatment is a sound solution for addressing small flows and should be seen as sound and permanent infrastructures capable of meeting environmental requirements and financial capacity of small communities and institutions. With the combined benefits of good design, good support and adequate technology the two schools can continue offering their essential services in their communities.

Design and Install: Taylor Phillips, Phillip's Septic Service, Blenheim, ON

Supplier: John Martin, CROMAR Environmental, Brantford

Technology: ELJEN GSF



We provide you with performing and long lasting treatment solutions while keeping installation simple.

LOCAL DISTRIBUTORS:



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THE SEPTIC STORE 1-800-798-7472

CROMAR ADVANCED SEPTIC SYSTEMS 1-844-770-0708



OOWA Now has a YouTube Channel. Please Subscribe!

Check it out for carefully curated content and OOWA created videos in the near future. OOWA hopes that this channel will become a repository for videos that will educate homeowners and industry professionals alike!

There's a modest selection of videos up there right now and we plan to create content that supports our goal of improving industry standards of practice and meeting the need for a 'go to' resource for the general public. Stay tuned!

Please be sure to hit the "Subscribe" button to get notifications of new videos!

OOWA's Annual Scholarship and Industry Award Announcements

Supporting Future Onsite Professionals

2022 Scholarship Awards



Every year OOWA provides scholarship awards to both university and college students who have an interest in studying wastewater treatment and pursuing a career in the onsite wastewater industry. University applicants who are successful are awarded \$2,000 and successful college applicants are awarded \$1,500.

University Award Recipient:

Congratulations to **Nathan Martin**, *Environmental Engineering student* at Carleton University.

Click on the image at right to watch our interview with Nathan.



College Award Recipient:

Congratulations to **Carley Beukeboom**, **Advanced Water Operations Management Co-Op Program student** at Fleming College.

Click on the image at right to watch our interview with Carley.



2022 Indystry Award



Click on the image at right to watch our interview with Jillian.



A big congratulations to all of our 2022 award winners! We wish you all the best in your future endeavors!

MEMBETZ PROFILE

Rob MacLellan Owner

Name of Organization: Moose Creek Precast Inc.

Owners: Rob MacLellan, Marian MacLellan

Services/Mandate: Precast concrete septic tanks, well tiles, municipal and utility underground products. We also pump/clean residential septic tanks.

Service Area: Eastern Ontario

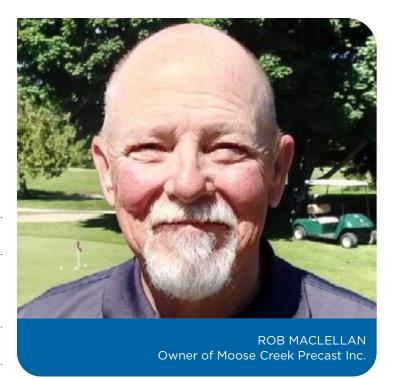
Number of Years in Role: Moose Creek Cement Products was established in the 1950's by the Scott Family. My wife Marian and I purchased the business in 2006, now operating as Moose Creek Precast Inc (MCP). My primary role has been President as well as any other position or job that needs to be done for 16 years.

What got you started in the onsite wastewater industry?

In 2006 we purchased Moose Creek Precast Inc. our main product line is precast concrete septic tanks, certified with the Concrete Precasters Association of Ontario (CPA). Currently we are also suppliers of all approved tertiary systems in Ontario with one exception. Having a vacuum truck and disposal site directed me to the Ontario Association of Sewage Industry Services which I also joined at the same time. Two years later I noticed a competitor's system being installed in what I like to call our territory and investigated. I discovered that it was a designed tertiary system that I was not aware of. Long story short, I hired a designer and became a member of OOWA and have not looked back since.

Give us one reason/secret for your success.

A wise old fellow once told me, as a new business owner, to become involved with associations specific to my business/ industry. I have been active since I purchased MCP in all three associations specific to onsite, CPA, OOWA and OASIS. Currently I am a director and Past President of both the CPA and OASIS as well as being a member in good standing with OOWA. I cannot stress the value, knowledge and industry innovation that these Associations deliver year after year. Honestly, get involved and you would be amazed at what you learn every year simply by attending and networking with other professionals in your industry.



What was the most challenging onsite job you worked on or participated in?

I believe the more challenging jobs are the commercial/industrial with high strength wastewater. Truck stops, particularly with food outlets. Ultimately it is the designer's responsibility to specify which system to use. Being able to provide that system regardless which was chosen, in a timely manner, is more important to the installer and the general contractor. Availability and having inventory or just-in-time delivery from the manufacturers are key components to any successful project. That and honest communication from all involved logistically.

If you could change one thing about the onsite/decentralized industry, what would it be?

We need the OBC to be changed, centralized and decentralized options need to be equally available to developers and builders. Communal or individual onsite decentralized systems have advanced to the point that they are more than capable. More people are moving to the country and rural living, affordable country living, protecting our water using technology.

Where do you see the onsite industry going?

We already see everything getting bigger and larger. Communal decentralized systems will start to become the new thing, like the lagoons now being built to manage surface water in new subdivisions. I'm not saying to use wastewater lagoons for obvious reasons but rather large tertiary systems to handle that subdivision's wastewater. Technology is there and in the long run would be cheaper to manage than pumping product miles to the closest wastewater treatment plant that doesn't have the capacity to manage the added volume. I believe that our industry will continue to grow as the best methods to handle/treat wastewater as a more affordable, efficient method than centralized.

6 Things to Consider When Acquiring a Skid-Steer

By: Joanne Costin, Association of Equipment Manufacturers.

Pumper Magazine, April 18, 2022

Note: Monetary values in this article are in American dollars.

You have a job where you need a skid-steer. But determining the best avenue for acquiring one isn't always an easy task. There are a lot of factors to consider.

Here are key guestions you'll want to consider.

Do you need a skid-steer for the short term or long term?

The first two questions you should ask are: What do you need it for? How long do you need it?

According to Glenn Leppo, CEO of Leppo Rents, a compact equipment dealer with locations in Ohio, Texas, Alabama and Florida, renting equipment allows you to get a machine that works well for the job at hand.



An SR210 skid-steer from Case Construction Equipment dumps material on a job site. (Photo courtesy of Case Construction Equipment)

"Today you may need a small skid-steer to get into a tighter space, next week you may be working in an open space where a bigger machine will be more productive," Leppo says.

While you'll pay a premium, renting a skid-steer offers increased flexibility and lower financial risk.

"If you're doing the same thing over and over again, you're probably going to want to own," Leppo says. "The costs will be lower over the long term than leasing or rental, especially if you want to keep the machine beyond a typical leasing term."

Leppo says some contractors will use the skid-steer hard for three to five years, then put the machine in the yard to use as a backup while others may just want to turn it in at the end of the lease term and get a new one. The right answer really depends on the buyer's equipment plans.

What's your financial situation?

A well-established business may be able to afford to purchase a skid-steer with \$50,000 to \$70,000 cash, but is that the best option? Tying up cash in an equipment purchase could potentially hamper your company's ability to respond to unforeseen circumstances. An operating lease agreement typically requires little or no money down so cash is preserved.

"The cost per year for leasing skid-steers is lower than buying, but the downside of an operating lease is that you don't have anything when the agreement expires," Leppo says.

If you can benefit from having a backup, owning may be a better option. If your business stands to make a profit, you may want to consider the tax advantages of capital leasing and ownership. Section 179 allows companies that buy, lease or finance new or used equipment to write off the full cumulative purchase price (up to \$1,080,000) from their 2022 taxable income.

This year (2022) will be the last year where companies can also take first-year depreciation equal to 100% of the purchase of qualifying business assets. In 2023 bonus depreciation will be set at 80%. Equipment acquired under an operating lease does not qualify for Section 179 or bonus depreciation.



Is the skid-steer you want to rent readily available?

Availability of the skid-steer you want to use might prevent you from renting. Instead, you may have to lease or own. Factors that impact availability are local market demand and location.

"The more remote the location, the more likely you are to own," Leppo says.

Supply chain issues continue to plague the construction equipment industry. With longer wait times for models, the price of used skid steer loaders rose 30% in 2021, according to Ritchie Brothers.

Are you prepared to maintain the skid-steer?

An ongoing shortage of technicians means you really need to think about how you are going to maintain your skid-steer. Renting a skid-steer puts most of those responsibilities on the rental dealer.

"Some buyers only want equipment that is under warranty," says Bart Danieluk, director of Capital Financing for Wacker Neuson America Corporation. "Others want to keep it forever."

Leppo also cautions that it may be difficult to find someone to fix lesser-known brands of skid-steers.

"Unless you have the skills and the parts, you should have a good dealer for whatever brand you are buying," he says.

According to Dusty Kelchen, marketing director for GreatAmerica Financial Services, one advantage of working with a manufacturer or dealer to finance equipment is that warranties, service agreements and training can usually be rolled into monthly payments. Attachments can also be incorporated into the loan or leasing agreement. GreatAmerica provides financing and leasing for construction equipment manufacturers, such as Wacker Neuson and Husqvarna Construction Products.

If you think you want to own the equipment at the end of a lease, Danieluk believes you may be better off buying. When you buy you can typically take advantage of low-interest financing. With leasing, you will pay a monthly tax on the lease, and then you will also have to pay a tax on the purchase and probably won't get a low rate at the end of the lease.

What do I need to be wary of when leasing?

The lowest leasing rate may not always be the best deal.

"You should always look at the end of term agreement, to see if there are any fees," Kelchen says. "That monthly payment may be lower, but there could be a cost."

Also consider how hour restrictions or tire restrictions could impact the cost or productivity of the skid-steer.

"Not reading the entire leasing contract is what gets people into trouble," says Danieluk.

If you ignore communication from the leasing company there will likely be additional fees. Also, if you fail to let them know what you will be doing at the end of the lease, they may bill an additional month.

What should I look for from a lender or leasing company?

According to Kelchen, what differentiates lenders and leasing companies are things like the level of service, longevity, reputation and a relationship with the dealer.

"At GreatAmerica, we have one-call resolution. When you call us, the company's philosophy is to have your issue resolved in one call, which is why our customer service team does not use any voicemail."

Transparency is another key factor to look for. A reputable company will welcome the opportunity to explain the loan or lease documents.

"There are a lot of factors to consider," Danieluk says. "Ultimately it's about understanding what's important to you."



Solutions can be creative. For example, Danieluk recently structured a 60-month, 0% loan for a contractor who had historically leased his equipment. His primary goals were a set target payment and a machine that was always under warranty. He knew he would use the machine 2,000 hours annually. Under the agreement, the dealer agreed to buy back the machine at 28 months for a set price. In the end, the customer was satisfied with the arrangement, which brought him more value.

If you are finding it challenging to sort through your renting, leasing and buying options, don't hesitate to reach out to your dealer or their lender partners to help you decide or to explore all the possibilities.

This article first appeared online at OnsiteInstaller.com on Apr. 18, 2022, published by COLE Publishing, Three Lakes, Wis. It is reprinted by permission.



OOWA's Regional Meeting Series will be BACK IN-PERSON this coming fall!

We know everyone is likely craving socialization so these events will focus on good food, networking, and our favourite...beer!

HOPE TO SEE YOU THERE!





OOWA's Membership Recruitment Rewards Program.

Ontario Onsite Wastewater Association

OOWA MEMBERS THAT RECRUIT OTHER NEW MEMBERS ARE ELIGIBLE FOR THE FOLLOWING REWARDS:

1. FOR EVERY NEW MEMBER RECRUITED, GET A \$5.00 TIM'S CARD!

2. FOR EVERY 10 NEW MEMBERS
RECRUITED, GET A \$150.00 KEG STEAKHOUSE GIFT CARD!

Help OOWA strengthen its representation, better deliver services, and better serve Ontario's Onsite and Decentralized needs.



Managing Your Business During Inflation

By Anthony Pacilla Pumper Magazine, April 25, 2022

Here are some tips to consider for getting your company through this period of price uncertainty.

The Producer Price Index went up 10% in 2021, which was last seen during the Great Recession of 2008, and the Consumer Price Index is at its highest rate since the 1980s.

These two factors are essential to the plumbing and septic services industry for many reasons. In a nutshell, it means that your cost of services (or cost of goods sold) has gone up, the cost to your end consumer will therefore go up when you hike up your prices, and the cost of living has gone up for your employees. Add this to the current supply shortage for most goods, and you have significant market pressures and a big challenge ahead.

In our industry, this will mean three things: First, the assertive business owners will make more adjustments and weather the storm. Second, many companies will close shop and go out of business. Third, there will be an explosion of startup businesses, out of which less than 2% will make it long term. By the way, this isn't the first time this scenario has played out in our industry.

How do you weather the oncoming storm? Here are some tips.

Be more fiscally responsible

Turning your wrench faster won't make up for inflationary woes. You must be a businessperson and think about things from a big picture perspective. The words in your head should be lean, efficient, systematic, logical, organized and control.

There are three tracks to being fiscally responsible while sensitive to inflation: controlling costs, increasing prices and maximizing efficiencies.

Controlling costs

Boosting productivity means getting your costs under control. Put a controlling measure in your business, even if that means you are spending a few extra hours a day combing through expenses.

Pay close attention to techs overbuying material, a salesperson overordering material, returning unused material, processing warranties, etc. We all have returnable material and warranty items that need to be returned daily; make sure this stuff goes back. Because of the pandemic, some suppliers are not taking returns, which is their "cost control mechanism." I suggest not buying from them unless they are willing to change their stance on returns. The point is to pay close attention to spending habits, returns, warranties, and cost differences between suppliers. Every dollar counts now.

The other major factor during the inflationary period

is controlling capital expenses. Look at everything from a yield perspective before spending money on a capital expense. Most firms that closed their doors during high inflation spent a ton of money on a long-term strategy and jeopardized the business' cash flow. It might not be time to spend a couple hundred thousand dollars on office and building upgrades. Every capital expense must be a highly strategic spend with a short-term yield to your organization.

Price increases

The second prong is increasing your prices. Again, you must be extremely careful with this one. It can seem easy to hike up prices, but by how much and how fast?

Keep the customer in mind. Think more strategically instead of slathering on significant percentage increases on material and large swaths of labor hikes across the board. You still need to be able to attract customers and provide value. Instead, look at your business as a series of buckets to fill. For example, one bucket might be "septic pumping." Another could be "water heaters." Focus on each of those market segments and raise prices based on ways that you can make additional revenue while still remaining attractive to customers.

For example, instead of adding a fuel surcharge of \$25 per call to a \$100 service call as a separate line item on a water heater replacement callout, make it a \$90 service fee and add the additional \$35 to the cost of the water heater. The market is clouded with fear and the reality that prices are high and there is low availability. Therefore, customers are less price-sensitive to more significant necessities like a water heating system. At the same time, the customer is still trying to cut costs, and when they start seeing lengthy itemized breakdown lists of fuel surcharges, service fees, parts delivery fees, removal fees, etc., they won't want to spend their money with you.

It would be best if you also considered adding additional revenue streams. The key here is to add something that can increase revenues without a significant infusion of capital. Can you add water quality products? Waterproofing services? Maybe also consider getting rid of some market segments that struggle with the return on investment. Get lean.

This article first appeared online at Pumper.com on Apr. 22, 2022, published by COLE Publishing, Three Lakes, Wis. It is reprinted by permission.



Books that were never written:

"Running to the Outhouse" by Willy Makit. Illustrated by Betty Wont.





MEMBETZ PROFILE

James Hotchkies Owner

Name of Organization: Enereau Systems Group Inc.

Owners: James Hotchkies, Craig Hotchkies

Services/Mandate: Design, manufacture and supply advanced water and wastewater treatment systems for decentralized applications.

Service Area: North America and the Caribbean

Number of Years in Role: 6 years

What got you started in the onsite wastewater industry?

In the late 1990's, I was appointed General Manager of ZENON's Land Development Systems business unit in Ann Arbor, Michigan. This was previously the Thetford Systems company, the developer of the Membrane BioReactor (MBR) based CycleLet wastewater reuse technology. Building on the success we had with decentralized residential developments in the NE USA and on the West Coast of Canada, we grew this into a very successful Standard Systems business unit, handling all sanitary wastewater applications under 1 MGD (4 MLD) in North America and with a joint venture business in the Caribbean.

Give us one reason/secret for your success.

At Enereau, we have developed a family of fully standardized & modular, decentralized systems for the advanced treatment of wastewater from residential, commercial and light industrial developments that are both affordable and can consistently achieve better than 5/5 effluent. Our easy to install, operate and maintain, Plug 'n Play MBR solutions are cost-competitive with any other biological treatment process on the market, while delivering reuse-quality treated water 24/7. With successful systems in operation across Canada, the USA, the Caribbean and the UK, we are an established presence in affordable, sustainable wastewater management.

What was the most challenging onsite job you worked on or participated in?

Owing to the extremely restrictive travel controls at the start of the Covid 19 pandemic, our most challenging recent project



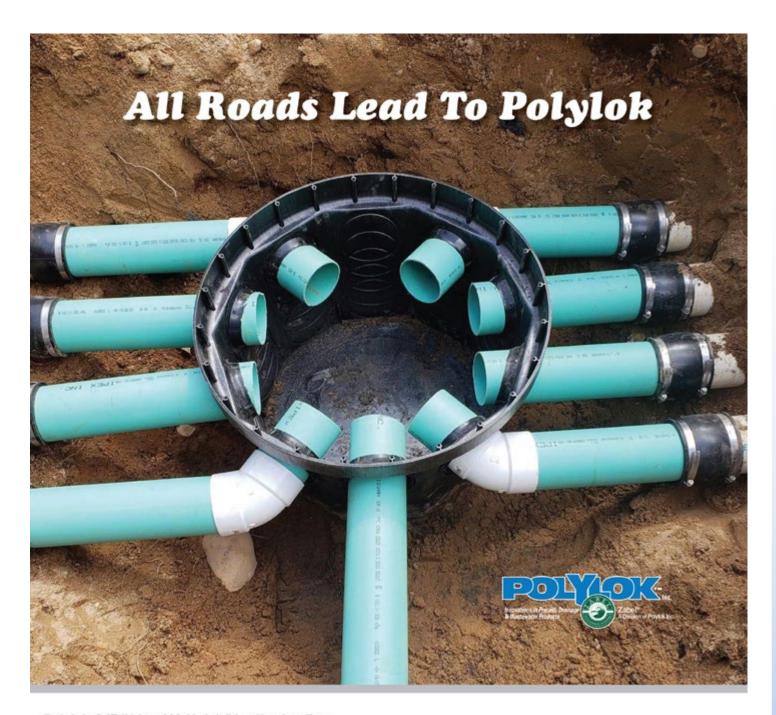
was working with a client to commission and start up an onsite wastewater treatment system at a new craft brewery in the North-east USA. However, owing to the factory-assembled and -tested, modular configuration of our system, through a combination of FaceTime chats and remote connection into our control panel, we succeeded in walking them through the process with minimal issues.

If you could change one thing about the onsite/decentralized industry, what would it be?

I would require all onsite and decentralized systems to minimize their environmental footprint by achieving advanced sustainability performance. Specifically, any new installation, upgrade or expansion would have to ensure that any effluent from the system had zero potential impact on the surrounding environment in terms of chemical or biological loading, nutrient impact or pathogenic contamination.

Where do you see the onsite industry going?

I see the potential for exponential growth in the onsite or decentralized industry, particularly around the requirements for minimizing water footprint and for maximizing water reuse & resource recovery. It makes no sense to build massive & expensive infrastructure to convey wastewater to a centralized treatment plant when it can be effectively & affordably treated onsite for local reuse. I also see increased pressure on the industry to deliver the most sustainable solutions with the lowest environmental footprint.



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The Polylok 24" Rhino Box makes even the toughest applications a breeze with its strength and versatility. The Rhino Box has ten potential openings making it great for any drain field application. Polylok's 24" stackable riser system can be used to easily bring the Rhino Box to grade. The Rhino Box will accept 2", 3", 4" & 6" pipe.

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CSA B66-21 Standard: Update from the Field



Published in October of 2021 the CSA B66-21 now requires a safety screen to be included in all septic and holding tanks that have access ports that are over 8 inches in diameter. You can check out Don Krauss' article regarding this change from our 2022 Fall/Winter newsletter for more information.

As some of you may be aware, there is some confusion regarding this new standard because the Ontario Building Code references the old version of this standard (B66-10) that does not include the provision of the safety screen. Questions regarding the enforceability of this new requirement to have a safety screen present have come to our attention because the new B66-21 standard is not explicitly referenced in the Code.

A group of Part 8 regulators from Peterborough County, Durham Region and the City of Kawartha Lakes reached out to the Ministry of Municipal Affairs and Housing's Building Code Advisor, Mike Mihajlovic for guidance on how they should be dealing with the new standard. Below is Mike's response:

"For now, the Code has a reference for CSA B66-10. The standard you mentioned is the new one and it is not referenced yet in the Code. For now, we don't have any Code change proposal to amend the existing one to the new one. If you wish, you can submit a Code change proposal.

Regarding the subject, it is more stringent and we don't have any objection to using it, however, it is not yet required by the Code.

Under the Building Code Act, the local municipality is the authority having jurisdiction and is therefore responsible for enforcing the act and its regulations.

You are encouraged to contact the appropriate building official in your municipality for a definitive reply."

In trying to get a sense as to how the industry is adapting to the new standard, OOWA has reached out to a number of our members to give us their perspective on the current situation.

A Precaster's Perspective

(Peter Froehlich, Brooklin Concrete Products):

For a Precaster, this matter is simple and straight forward. The new CSA B66-21 is a standard which governs how we manufacture. We will adhere to this new standard effective January 1, 2022 and as such safety devices are fitted to all Brooklin tanks. It is hoped that other Precasters and the regulatory community follow this lead to ensure the new standard is adopted across the entire province.

A Regulator's Perspective

(Peterborough Public Health):

Peterborough Public Health administers the activities and services related to Part 8 of the Ontario Building Code for the City of Peterborough and six municipalities within the County of Peterborough. We recognize the need for safety devices or safety screens to be installed within openings and access points of tanks that hold sewage, in order to protect people and animals from accidentally coming into contact with, or falling into sewage. It is not uncommon to hear about incidents of a person or animal falling into a septic tank; a quick internet search will reveal hundreds of such incidents. Locally, we are aware of one occurrence within the last several years. Often when you hear or read about it, the situation involves children or youth and leads to serious illness, injury or death. The safety device is a relatively simple layer of protection that can prevent these tragic accidents from occurring.

From a public health perspective, sewage is a health hazard. A health hazard is defined by the Health Protection and Promotion Act, R.S.O. 1990, c. H.7 as:

- (a) a condition of a premises,
- (b) a substance, thing, plant or animal other than man, or
- (c) a solid, liquid, gas or combination of any of them, that has or that is likely to have an adverse effect on the health of any person.

While we agree with the requirement of safety devices for tanks that hold sewage, CSA B66-21 is not currently referenced in the Ontario Building Code, Division B, Part 1, Table 1.3.1.2., which references B66-10. Therefore, Peterborough Public Health will not strictly enforce the safety device until the OBC is updated to reflect the updated standard, unless instructed to do so by the Ministry of Municipal Affairs and Housing. We will however be addressing the importance of the

installation of the device when it is not encountered upon a final inspection. The Notice of Final Inspection issued by PPH will include a note about the safety device, and a recommendation for installation, if it is not observed. While checking for the safety device and removing it to conduct a thorough inspection of the septic tank, baffles and effluent filter will add time to each final inspection (estimated 10 to 15 minutes per inspection), the device is an additional tool to ensure that the onsite industry includes safe sewage systems, which is one of the things that PPH routinely advocates for within our communities.

A Manufacturer's Perspective

(Don Krauss, Infiltrator Water Systems):

The Canadian Standards Association released the B66-21 edition in October of 2021; however, any organizations or producers of septic tanks that are not certified by CSA are likely to not have been given this information firsthand. Many stakeholders who have heard of the requirement for secondary safety devices through other resources other than CSA have been asking about the change. The most popular being -When? I did take that question to our CSA B65 Project Manager, Sarah Chung for clarity on when CSA would consider the new edition of B66 effective. In an email response Sarah said, and I quote "I've checked with our certification group on your question. As per the Certification Notice released on December 17th, 2021, current certified products must be updated by January 1, 2023. Manufacturers should apply before July 1, 2022 to ensure their certifications are updated by January 1, 2023." - Sarah Chung, Feb 25th, 2022.

It is important to clarify that this Certification Notice will not require testing but will require updates to producers Certificate(s) of Compliance & Report(s). It is also important to mention that CSA itself only audits producers that are certified by CSA Group and not those certified by any other certification agency. We also need to keep in mind that the compliance to the CSA B66-21 standard applies to the certification of the product only; not the sale or installation of that product. As I mentioned in my presentation at the OOWA 2022 virtual conference, this is not an installation standard. Enforcement of the standard is up to the Authority having Jurisdiction. Most of the provinces that I have consulted with are leaning towards enforcement through regulation change. The timeline for this change varies from province to province based on the individual province's legislative process. It also depends on that province's regulatory references which may need to

be updated first – for example, the current edition of the Ontario Building Code (OBC) dated December 16th, 2020, references CSA B66-10 and not the current B66-21 edition making enforcement of safety screens tricky.

We sought an additional manufacturing perspective, and Marie-Christine Bélanger, the North American Product Director at Premier Tech, shared the following:

"As explained by Don Krauss CSA B66-21 standard applies to the certification of the product only, not the sale or installation of that product. Thus, the only thing we can be sure is that a tank that complies with the latest version of the CSA standard will be equipped with this additional safety device, but such a safety device will be efficient as long as it remains or put back in



place. The field reality might be quite different from requirements imposed by a standard, and this is where enforcement and awareness become key; otherwise, this measure will have a limited beneficial impact over time. Obviously, this safety device will most likely be removed

during maintenance or tank pump-outs and in many instances, unfortunately, may not be put back in place."

We look forward to continued discussion about the CSA B66-21 changes, and we are hopeful that further direction will be forthcoming regarding the manufacture, installation, and regulation of the safety nets. The goal

installation, and regulation of the safety nets. The goal is to increase safety for people and animals by requiring the safety nets at the manufacturing level, and further guidance is still required for field conditions.



OOWA's Septic System Basics for Homeowners

OOWA's Online Resources Committee, now a part of the Communications Committee, has released a video for home and cottage owners that addresses the basics of system functionality, maintenance and operation.

- If you are a building official, consider having it added to your municipality's website as a resource for residents.
- If you are an installer or designer, include it on your website as a value add for your clients.
- If you are a pumper consider sending the link to the customer you just serviced.
- Whatever you do in our shared industry, consider posting it on your social media platforms and share it widely!

You can hit the 'Share' button on the video and copy the link provided or send it out directly on the social media platform of your choice.

Watch it here: youtu.be/04Zljz8kAPw

Let's make this video go viral and educate as many system owners in Ontario as possible!



Ontario Onsite Wastewater Association

Throwback Article

239/8 A Look Back

This article originally appeared on page 21 of Volume 10, Issue 1, 2009.

Supporting OOWA By Denis Orendt, Exec. Director, OOWA

hen I had my two septic tanks pumped last year my twin daughters stood on the front deck of the house and proceeded to inform me of how gross it all looked to them. When their friends ask, what business is your father in; they tell them "you don't want to know."

I looked down and saw something different. A proper working tank with filters and risers installed.

A system that does what it should do, knowing I have a great system that is safe, working and protects the environment. A pride in the fact that this is the industry I want to be part of. Time and time again I have the opportunity to speak to people about how great OOWA members are.

This is the best business I have been involved in. The majority of people are great, hard working, down to earth and most believe that what they do makes a difference. These are the members of OOWA. I have not met one installer who is a member that does not speak with pride when they tell people they belong to the Ontario Onsite Wastewater Association.

Not only are we growing in numbers but we are growing as an organization. OOWA is evolving into a professional body that represents an industry that has been long ignored. Onsite is no longer just a tank and some old weeping tiles in the ground. It's an opportunity for those who attend the conference to upgrade their knowledge and skills. To take that back home to their own areas and share it with their local developers, municipal planners, town councils, entrepreneurs, and their neighbours and friends.

To let people know that as onsite professionals we can do everything the local municipal plant can do but we do it better, for less money and we can use the latest approved technology to do the job.

OOWA members provide their communities sound management solutions, opportunities for economic development and protection of our environment and rural source water.

There are those in the industry who say they don't require OOWA to do business, that they have more experience than anyone and don't need the conference or information OOWA can provide. To those I say, fine, everyone can run their business as they see fit, but you better start your retirement plans early because you won't be able to keep up withan OOWA Professional. Our world in the onsite industry is changing and as a business professional you have to change as well.

On a final note we need to support our member companies. Those that join OOWA, those that advertise, that exhibit at the conference, companies which support all the members in a variety of ways through products and services. It's time we say to those who want your money but are not willing to support you and your organization to say no thanks. Not interested in this organization, then I am not interested in doing business with your company. And yes they are out there, selling products both approved and non-approved. We need to stop lining those companies' pockets and support our economy with OOWA member companies that support us. Need to know which companies don't support OOWA, go to our web site. All manufacturers and suppliers who are members and support OOWA are listed.

So thanks to all those professionals who are OOWA members. Thanks for supporting a great organization and thanks to the board of directors who work hard at improving the Ontario Onsite Wastewater Association.





From Inspectors on Key Inspection Points

Produced by the OOWA Onsite Technical Committee

Overview

This Frequently Asked Questions (FAQ's) document has been prepared to provide some information and clarification of the intent of the OBC regarding some common questions that have been brought forward by our members. These questions are primarily from building inspectors and relate to key inspection points during the installation process. We hope this document provides some clarity and consistency on these items.

Question:

How deep can concrete tanks be submerged and anchored into the water table and be expected to remain stable during pump outs?

Answer:

Theoretically a tank can be fully submerged in the water table, provided it is suitably anchored to prevent uplift. Sewage in the tank should not be relied upon to provide sufficient ballast as it will be removed during pump out. A buoyancy calculation should always be completed by a qualified professional to determine the amount of ballast required to keep the tank stable. The buoyancy calculation should consider the weight of the tank (empty) as well as the depth and type of backfill on top of the tank. Tank manufacturer recommendations and shop drawings should be referred to when completing buoyancy calculations.

Practically speaking it may be wise to limit the depth of submergence to the elevation of the invert of the outlet. Inlet and outlet openings, as well as tank riser openings are the most susceptible to leaks and infiltration. Tanks may have to be raised and mounded up to avoid submerging the outlet, in which case additional insulation may be required to keep the tank contents from freezing.

Question:

When measuring the stone setback distance and comparing it to the minimum horizontal distances set out in Table 8.2.1.6.B, is the toe edge or the top of the stone layer used for this measurement?

What if the installer adds more stone than necessary to clean up the load, does this extra also need to meet the setback?

Answer:

When considering Ontario Building Code (OBC) Table 8.2.1.6.B and Sentences 8.7.7.1.(9) and 8.7.8.2.(1) the minimum clearance distances should be measured from the toe edge of the stone layer. For all other types of leaching beds the minimum clearance distances must be measured from the centreline of the distribution pipe or leaching chamber. These distances shall be increased when required by Division B, Sentence 8.7.4.2.(11) if the bed is raised above natural grade.

If more stone then necessary is added to a Type A or B dispersal bed it would also have to meet the minimum clearance distances in Table 8.2.1.6.(2) The clearance distance is measured to the edge of the stone, regardless of whether additional stone is added.

Item	Column 1 Object	Column 2 Minimum Clearance, m
1.	Structure	5
2.	Well with a watertight casing to a depth of at least 6 m	15
3.	Any other well	30
4.	Lake	15
5.	Pond	15
6.	Reservoir	15
7.	River	15
8.	Spring not used as a source of potable water	15
9.	Stream	15
10.	Property Line	3

OOWA - 22nd Annual Convention & Expo Recap

On the mornings of February 28 and March 1, 2022, the Ontario Onsite Wastewater Association was thrilled to host our 22nd Annual Convention & Expo. With concerns around COVID-19 still very much a reality, we chose to host virtually for the second year in a row. For over 20 years, our event has been Ontario's only convention and expo for the onsite and decentralized wastewater industry, bringing together all professionals within the industry.

This year, 136 attendees participated in 20 sessions presented by 33 speakers, including Keynote Speaker Barry Orr, Sewer Outreach and Control Inspector with the City of London. Barry's presentation Stopping Fatburgs addressed the growing concern over personal care products, such as wipes, that have inappropriately been labelled "flushable" and their impacts on sewer lines, pumps, and other municipal wastewater equipment. Other popular presentations included our ever-famous Part 8 Panel Discussion; Septic Tank Access Safety and The CSA B66 Standard by Don Krauss of Infiltrator Water Technologies; Excess Soil Disposal: What you Need to Know About Ontario Regulation 406/19 Onsite and Excess Soil Management by Jim Walls of R.J. Burnside & Associates; and The OSSO's Experience with Maintenance Agreements by Terry Davidson, of the Ottawa Septic System Office. Each of these sessions stimulated discussion about regulatory concerns and ensuring their enforceability. We posted the prerecorded sessions several days before the events to allow participants to view presentations prior to our Live Q&A sessions with the speakers during the Convention.



As members of OOWA, you have likely seen and participated in our various surveys that we send out from time to time. One thing we consistently hear is how much our members like beer, especially free beer. Well, we listened! On the evening of February 28, we enjoyed a virtual beer tasting by expert guide Zach Warrick from Canadian Craft Tours. Zach presented four recommended brews and summarized the history of beer, the brewing process and proper tasting technique. Since our members seem to love trivia almost as much as beer, Zach included some challenging questions to test our knowledge and listening skills. Since we couldn't joyfully hand out drink tickets in person, those who attended the beer tasting were provided a \$10.00 LCBO gift card, compliments of OOWA.

Something else our members love – prizes! We utilized the gamification module within our virtual platform to send our members on a treasure hunt for points. The more involved in the event one was, the more points one received. Several participants raced around visiting exhibitors, watching sessions, watching our social media

channels and saying hello to our sponsors battling for the top prize of a \$100 Home Depot gift card and other gift cards too. Congratulations to all our winners!



Remember: Attendees can still view all presentations, pre-recorded or recorded live, until the end of this year. If you would like to view these presentations as well, you can still register for access until the end of 2022. Visit our website for a full list of sessions, speakers, and registration details.

OOWA - 22nd Annual Convention & Expo Recap

OOWA would like to thank each of our guests, speakers, exhibitors, and sponsors for attending. Without you and your continued support, our Annual Convention & Expo wouldn't be possible. Events require having the people, so we appreciate each one of you for your involvement.

2022 Convention & Expo Sponsors!





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- Make Way Environmental Technologies
- Waterloo Biofilter Systems

Save the Dates

OOWA's Convention organizing committee is excited to announce our 2023 and 2024 Convention & Expo dates!

After two years of uncertainty, we are providing this in-person Convention at a location with which we are all familiar. Deerhurst Resort is a great location to welcome our members back in a safe and reliable way.

After delivering two successful virtual conferences, we are excited to return to a degree of normalcy, but we aren't going to let our experience with new technologies fall by the wayside. We will apply what we've learned to our future events and provide more access to presentations. No more wishing you could clone yourself to attend all the exciting sessions at once!

As always, the organizing committee would love to hear from you about the topics you'd like to see on the agenda, feedback on past conventions, and ideas for engagement. As a member, you have a voice in our Association, so let's hear it! We look forward to seeing you all in person and to learning from our industry leaders once again!





WE LOOK FORWARD TO SEEING YOU THERE!



OOWA Annual Convention & Expo:

March 26 - 28, 2023 Deerhurst Resort Huntsville, ON

Who can present?

Presenters from any business, industry, public organization and institution, university, municipality or regulatory agency are invited to submit a proposal.

Presentation Types:

- Treatment, system optimization and service
- Innovation
- · In-the-field case studies
- Strategies for small-medium business

Submit to:

Jenn McCallum outreach@oowa.org

DEADLINE

5 p.m. September 30, 2022

Details:

Submit a one-page abstract, approximately 500 words, with a brief bio of the speaker. The abstract shall clearly specify the name and complete contact information of the speaker, the title and duration of the presentation, and key take-away messages.

Advantages:

- Present to targeted audience
- Publication on the OOWA website
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HOW MANY ONSITE SYSTEMS DO YOU DESIGN
AND/OR INSTALL PER CALENDAR YEAR? ☐ 1-10 ☐ 11-20 ☐ 21-30 ☐ 31-40 ☐ 41-50 ☐ 51+
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\square 1-5 \square 6-10 \square 11-15 \square 16-20 \square 21+
HOW MANY PIECES OF EXCAVATION EQUIPMENT DO YOU HAVE IN SERVICE? 1-3 4-5 6-7 8-9 10+
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