Being a vendor at the trade show usually starts a couple of months before the show with the show sign up. Let’s assume that this is a show we have displayed at in the past with fairly good results. Therefore the decision of whether to display at the show or not is an easy one. Other decisions like how many people will go to the show, what equipment and brochures will we display, hotel rooms, etc. will be made as the show gets closer. Budgets are a big item. If it’s a new show for us, someone has to justify the expenditure. If we are adding significant costs like a second display area or sponsoring coffee break then that has to be budgeted and justified to the accounting department. It is definitely possible to spend too much money on trade shows, so the trade show budget is very important when decisions are being made. It’s not just the cost of this show, it’s the cost of all the shows added together that make up the trade show budget.

Another series of decisions involve what are goals for this show? This can be something as simple as continue to build relationships with association members. However usually it’s more than that. Are there specific people we want to see, and why do we want to see them. Do we need to make a lunch or dinner date with someone during the show. When we see this person, what do we say or what do we show them? As far as our display, what are we going to display and why? How are we going to get the display items to the show? We should be practicing our “elevator speech”. We have 30 seconds to introduce ourselves and our company to someone we have never met who shows up at our display. What do we say?

As the show gets closer hotel reservations are made and decisions regarding the show and the display are finalized. Now it’s the day before the show, time to pack up. Organization is important. Hopefully we have a check list to go by. It is very frustrating to get to the show and find that we have left an important part of the display at the office.

When we get there, it’s set up time. I try to be ready to set up early in the allotted setup time. This allows me to get the set up right without rushing and hopefully with a few minutes to relax before the show starts.

I have some specific goals for the show, people to see, products to show. I try to be alert and watching for the people I want to see. What about the people who are not on my list? What are my goals for them? First I want to establish (or maintain) contact with that person and that facility. I want to get to know people in the industry. If I already know someone, I want to get to know them better. Also I want sales leads. I will often ask you what is going on at your plant. Any information on equipment that may be replaced, service that needs to be done, long term plans for possible upgrades, etc. will help me. I do not want to know secrets, but I would appreciate knowing what the plans and issues are at your plant. Since I am a knowledgeable person selling good equipment, I may be in a position to help you and help your plant going forward. I keep a little notebook in my back pocket to write down names, contact info, and leads. I also am always looking to add to my collection of business cards.

If you are walking the show, do I want to talk to you? Yes I do. Do you think of yourself as unimportant? Are you the new hire at the treatment plant? I still want to talk to you. As I said before, I want to get to know people in the industry, and that includes you. I have a lot more equipment available than I

(Continued on page 10)
Hello my name is Stephanie and I am a wastewater geek. I don’t really mean to be making fun of alcoholics, but the phrasing fits as I’m publicly admitting to something. There’s also likely better terms to be using than wastewater geek, but that term seems appropriate to me. I came to the realization that I am a wastewater geek as I was researching options for vacation rentals in New Orleans. There was a link to google earth for the rental that I thought looked good so I decided to have a look at the neighborhood. I quickly spotted a wastewater treatment plant from the aerial view! Then I tried to figure out how far away it was from the rental and announced that a definite plan while in New Orleans would have to be taking a tour. I’ll be meeting up with my daughter in New Orleans and her response was “if you really want to go on a tour, then I’ll go with you”. Yup, she was raised as the child of a wastewater geek. Since I’m so excited about this plan of mine I ended up talking about New Orleans to a lot of people that I met at the NEWEA annual conference. I guess it’s not a big surprise that there were other wastewater geeks at the NEWEA annual conference. Touring treatment plants while on vacation is perfectly normal behavior for us wastewater geeks, though I did hear a story that touring treatment plants while on your honeymoon may not be the best idea! My advice to you newsletter readers is to embrace the wastewater geek part of your personality. Go ahead and take a tour while you’re on vacation. Heck, even plan your vacation around interesting treatment plants. Get more involved with the New Hampshire Water Pollution Control Association – an especially good way to do that is by joining the newsletter committee!

We're on the web! Find us at www.nhwpca.org

Upcoming Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 16, 2016</td>
<td>Discover Wild NH Day at the NH Fish &amp; Game office in Concord, NH.</td>
</tr>
<tr>
<td>June 17, 2016</td>
<td>NHWPCA Summer Meeting at Pawtuckaway State Park.</td>
</tr>
<tr>
<td>August 4, 2016</td>
<td>NHWPCA Golf Tournament at Beaver Meadows Golf Course in Concord, NH.</td>
</tr>
<tr>
<td>September 16, 2016</td>
<td>NHWPCA Fall Meeting.</td>
</tr>
<tr>
<td>December 9, 2016</td>
<td>NHWPCA Winter Meeting.</td>
</tr>
</tbody>
</table>

Special Thanks to this Issue’s Contributors

Gene Weeks, Andrea Martel, Gina Snyder, Aaron Costa, Sharon Rivard, David Horowitz, Stephanie Rochefort, Charlie Tyler and Courtnay Evans.
President’s Corner

My name is Andrea Martel and I have been in the wastewater field for 9 years. I currently hold five college degrees and am currently working on my doctoral. I have associate degrees in early childhood education (NHTI), small business management (Hesser College) and business administration (Hesser College). A bachelor’s in business administration (Hesser College) and my last degree earned was my master’s of business administration (University of Phoenix). In 2016 I will start my doctoral program in business management at the University of Phoenix. I have been married to my husband for 7 years and have a beautiful daughter, Cassidie, who is 7 years old. I don't have much time for hobbies as my daughter is very involved in dancing, baseball and Girl Scouts. But when I do have a few minutes I love to listen to music, dance and sleep. I have lived in New Hampshire all my life and would like to move South someday. As President of the NHWPCA I would like to use my business skills to get the Board more organized and to get more operators involved.

Jack Healey Retires
By Gina Snyder, USEPA

After nearly forty years at the New England office of the Environmental Protection Agency, Jack Healey is heading off to new pursuits. At EPA, Jack was a tireless promoter of municipal best practices in wastewater management. His leadership in the capacity, management, operations and maintenance programs at EPA and in our New England states has helped to assure that wastewater permittees stay on the path of compliance. During a long and esteemed career, Jack wrote permits for wastewater treatment plants and then had a few eye-opening experiences when he moved over to enforcing those permits. This experience influenced his subsequent assistance and outreach work. Having learned the nuances of the trade, Jack was able to offer keen insight into what it takes to stay in compliance and go beyond compliance.

But outreach remains Jack’s first love. He’s made countless presentations to operators, directors and municipal officials, winning both the Granite State Rural Water Award for Trainer of the Year and the EPA Office of Environmental Stewardship Award for Compliance Assistance Excellence in 2012. Jack showed unique perception of the needs of his audience, avoiding acronym-speak and turning the complicated language of permit requirements into something everyone could understand.

Jack used his experience with small systems in New Hampshire to develop simple tools for EPA's outreach website at http://www3.epa.gov/region1/sso/toolbox.html that have helped systems comply with the latest permit requirements for collection systems. The new permits in New Hampshire applied to towns without wastewater treatment plants, and because Jack had also worked to provide hazardous waste and stormwater training for municipal highway departments (who up to that time, had little exposure to environmental issues), he was able to also understand the needs of those communities.

While reminiscing, Jack said: "When I started at EPA in 1977, almost all towns and cities had no water pollution control facilities. People would hold their nose when going over the Merrimack River, and the Nashua River was often the color of the dye industry was using that day. There was a lot to do, but EPA, the states and municipalities all pulled together to solve the problems. We clearly made a difference."

Jack will be staying busy in his retirement. His plans include continued outreach, this time helping adults to achieve their high school equivalency degree.
A Note from the Treasurer
What a year! 2015 was my first full year as the Treasurer and it was quite an experience. Our final number for income into the association for 2015 was $91,816.70. Our expenses totaled $92,078.34. This puts us in the red, with a loss of $261.64. The Winter Meeting was a huge success, with an income of $6,220 and expenses of $4,152.91. That’s a gain of $2,067.09. Additionally, we had our most successful raffle income at the Winter Meeting this year, earning $1,440 for the Ops Challenge team. With a second place win in the division 2 process control event, I’d say that is money well spent!

Congratulations to the following 32 certified NH Wastewater Treatment Plant Operators on passing the December 2015 wastewater exam. 32 operators passed out of 44 exams given (no Grade 3 exams were given).

Grade 1- OIT:
Drew Armstrong; Michael Bocash; Joseph Burke; Matthew Caporale; Eric Edwards; David Guyotte; David Harris; and Jefferson McNeill

Grade 1:
Sterling Baker; Morgan Bartley; Peter Bergeron; Jim Champagne; Wayne Eldridge; Jason Goodrich; Stanley Hannum; Keith Knapp; Tim Kottke; and Joseph Piccolo

Grade 2-OIT:
Steve Hammond; Michael Moran; Peter Nourse; Steven Shaw, Jr; Jess Whitten; and Ariel Wright

Grade 2:
Zachary Adams; Mike Bruce; Darrel Dietlein; Phil Fote; and Edward Gallagher

Grade 4-OIT:
Tim Babkirk; and Roger Wadleigh

Grade 4:
Scott Tremaine

Are You a N.H. Public Works Mutual Aid Member?
The N.H. Public Works Mutual Aid program is a network of communities that assist each other during emergencies and currently has over 140 members statewide. There are many benefits to being a member such as an easy and inexpensive way to improve your emergency response capabilities (membership is only $25/year), prompt response and access to equipment and personnel appropriate for the job, the ability to request aid for even small events that are not declared disasters and FEMA reimbursement for aid that is provided during declared disasters. Information about the program will be presented at the Trade Fair on April 8th.

More information about the program is available on the web at www.t2.unh.edu/ma.

About Lystek International Inc.

Lystek is an award-winning organic materials recovery firm with proven solutions that is helping municipalities and other generators reduce waste, costs, odors and greenhouse gas emissions through its innovative approach to biosolids and organics management. Lystek is committed to beneficial use through the transformation of non-hazardous, organic materials into nutrient rich, federally recognized biofertilizer products. The same, innovative system can also be used to optimize the performance of digesters and BNR systems, while reducing overall volumes and increasing biogas production for green energy.

The New England Regional Pretreatment Coordinators Association (NERPCA) held their annual Workshop in Chelmsford, MA on October 28 and 29. As always, the full agenda attracted more than 100 registrants from all over New England. Highlights included two presentations by Cynthia Finley, Director of Regulatory Affairs for the National Clean Water Agencies Association. On Day One, Ms. Finley focused on the difficulty of handling personal wipes in sewer systems, and the coordinated efforts of many clean water professional associations and POTW operators to address the problem at the national level. These efforts have paid off by opening communications with wipe manufacturers and getting the industry’s trade organization to look at improving testing methods and providing better product labeling for consumers. Day 2 covered NACWA’s role as a stakeholder that also made written public comments on the Dental Amalgam Rule. If adopted by the EPA, the proposed rule would make nearly all dental offices subject to regulation under the Pretreatment Program. While most presentations covered case studies from local and State pretreatment coordinators, we were treated to a look at the Program from the other side of the permit. Sarah White of Uni First gave a glimpse into how industrial laundries handle issues with representative sampling points, highly variable flows and waste management. There were some lively and informational exchanges in the break-out Roundtable Discussions on several topics affecting local programs. These discussions were allowed to continue in the first Meet and Greet session held by NERPCA which was voted a great success by all those that attended. While there was a lot to do and take in over the two days of workshops, networking ops and vendor booths, Jay Pimpare even made sure we had time to play our (Continued on page 3)
annual game of Pretreatment Jeopardy (Treasurer Stephanie Rochefort walked away with the $100 prize).

**Lew Gregory’s Retirement by Nate Brown (Peterborough)**
I had the pleasure of working with Lew Gregory from March, 2012, until his retirement in January of this year. Lew is one of the most knowledgeable wastewater operators I have ever known, and was a tremendous asset to both the Town of Peterborough and those he helped to train. He would always take time out of his busy schedule to teach and mentor those with less experience than he. In times of urgency, Lew’s experience and personality (he’s a very laidback guy) allowed him to handle crisis with ease, always keeping his poise in stressful situations. He will definitely be sorely missed by those he worked with and by the Town he served. Congratulations to Lew on well-earned retirement!

**Get Excited!**

*Energy Efficiency is Coming to a WWTF Near You…and to Your WWTF!*

*By Sharon L. Rivard, P.E. NH Department of Environmental Services, Wastewater Engineering Bureau*

Back in the 2015 Winter issue of the Collector, I announced that NHOEP and NHDES were selected as recipients of a grant from US Department of Energy (USDOE), one of only four USDOE grants awarded for wastewater in the whole country! The sole purpose of this grant is to help NH’s wastewater treatment facilities improve their energy efficiency. Our partners in this effort are the NH CORE Utilities (Eversource, Liberty Utilities, Unitil and NH Electric Coop).

We are now officially full steam ahead on this three-year energy efficiency project! Our first step, currently underway, is getting an electric energy use data release signed by every municipality that owns a wastewater treatment facility. By the time you read this article, I hope that we have most, if not all of these releases signed and returned. If you have not returned your municipality’s signed data release yet, please do so immediately! If you did not receive a release to sign or need another one, please contact me at the phone or email at the bottom of this article. We want everyone to reap the benefits of this program!

As I mentioned in the previous article, the overarching goal of this three-year project is to identify, on average, 33% energy savings at up to 26 municipally-owned WWTFs. We want to exceed that goal, especially in the number of WWTFs given assistance with finding energy savings. However, we can only exceed our goals with your help and participation in the program. Simple operational changes can many times bring about big energy savings and even improve effluent and residuals quality in the process.

So, what’s next? As the data releases come in, we are starting to do the energy use benchmarking work. Over the next few months, this benchmarking effort will be combined with workshop development. Stay tuned for workshop announcements! There will be 5-6 workshops in September-October 2016, divided into:

1) Lagoon facilities (2 workshops – 1 northern NH; 1 central/ west NH);
2) Secondary treatment (1-2 workshops – either one in Franklin or two with one in North-Central and one in Concord);
3) Advanced/nutrient removal (1 workshop – Concord/ Manchester region); and
4) New facilities in design (1 workshop – Great Bay region).

We will do our best to locate each workshop in a readily accessible location to make attendance easier for the operators.

If you have questions, comments or feedback, please feel free to contact me at (603)-271-2508, or Sharon.Rivard@des.nh.gov.
SAFETY CORNER

OSHA’s Top Ten ... And Where it Might Apply to Treatment Plants
Submitted by David P. Horowitz, P.E., CSP

Each year the Occupational Safety and Health Administration releases its Top Ten Most Frequently Cited Violations. By familiarizing yourself with these most cited violations treatment plant operators can avoid both near misses and, potentially, catastrophes.

OSHA’s 2015 Top Ten includes seven violations observed in industrial settings and three in construction settings. The three construction standards that are most cited are related to working at heights. The first, third and seventh most cited violations include fall protection, scaffolding and ladders.

The remaining seven most cited standards are typically found in industry. The industrial standards are most likely to apply to every-day treatment plant operations. Here’s a summary of these potential pitfalls:

#10 Electrical (General Requirements): Electrical upgrades to treatment plants typically include the addition of motor control centers, switchgear and/or generators. These new systems come with all the bells and whistles one would expect. However, existing systems are often untouched, leaving inconsistencies with apparent system design. Minimally, arcflash considerations should be addressed in new system designs.

#9 Machine Guarding: From compressors to bar racks to clarifier rakes, machine guarding concerns are abundant at treatment plants. A second set of eyes will often identify unexpected pinch points and antiquated guarding systems.

#8 Electrical (Wiring Methods): Temporary wiring systems (aka extension cords) tend to become permanent parts of the scenery once they’ve been used for extended periods of time. How often might a fan be used to cool a wet well or chemical feed building? Permanent wiring would address these concerns.

#6 Powered Industrial Trucks: OSHA has very concise requirements for the use of powered industrial trucks and vehicles. Operators need to inspect their equipment frequently, record their findings and use their equipment properly. From fork lifts to hoists, hazards exist.

#5 Lock Out/Tag Out: Whether operators acknowledge it or not, energy comes in many forms. Typically, electrical energy is given the first and only thought within treatment plants. But, hydraulic and kinetic energy sources exist at most plants. Locking out that sludge holding tank could be critical.

#4 Respiratory Protection: The credo for wearing respirators is … don’t. We’re often told that ‘engineering out’ the hazard will avoid the need to don the units. However, mantras like “emergency use” find operators using these devices. If that’s the case, treatment plants are required to have written programs that address baseline medical conditions, ongoing medical surveillance and periodic fit testing.

#2 Hazard Communication: OSHA has adopted the Globally Harmonized System (GHS) of Classification and Labeling of Chemicals. This change will require that treatment plants amend their written hazard communication plans and train their staffs prior to June 2016. Chemical shipments will now include new ‘pictograms’ intended to provide hazard identification. This global initiative will require that treatment plants address change in their standard chemical handling practices.

The NHWPCA Safety Committee is pleased to have brought you this article in the absence of any Near Miss incidents on which to report; however, we still really want to hear about your Near Misses. Please send Near Miss stories, or requests for other safety topics you want to see, to Patty Chesebrough (chesebroughp@wseinc.com or 978-532-1900). All reports are confidential.

Please be safe everyone!
The last time that I had any thoughts about total residual chlorine analysis was in the summer newsletter of 2014. Well, that’s the last time that I wrote about my thoughts. Pretty sure that I’ve had a few random thoughts since then. Today’s thought is that it’s time to embrace the new year by doing some serious research into the DPD methods that are available today. After all, we are the proud owners here in Somersworth of a Hach DR3900 spectrophotometer.

Back in the dinosaur days of wastewater, DPD methods were the standard for measuring residual chlorine. Add some DPD, wait a few minutes and then use a color comparator to determine a result. This was very similar to what we did growing up with our backyard swimming pool. “Measure for chlorine instead of just dumping more in there, Stephanie! Go easy on the stuff, it’s expensive.” Fast forward a decade or so and I’m in a wastewater lab instead of lounging around the backyard swimming pool. (For the record, just because my friends and I were the ones in the pool when it collapsed, doesn’t mean it was our fault…) The new technology is amperometric titration and it is THE WAY to measure residual chlorine if you need a low detection limit.

Fast forward another decade or so and N,N Diethyl-1,4 Phenylenediamine Sulfate is back in the spotlight. Standard Method 4500-Cl, G is approved and can easily hit my detection limit need of 0.05 mg/l. Nobody really wants to follow method G from Standard Methods. Way easier to find a Hach method. One that they’ve already done the work for USEPA acceptance. You think?

It just so happens that such a Hach method exists for my DR3900. Method 10250 is equivalent to method G and is USEPA-accepted for reporting for wastewater analysis. You do need to do your homework when choosing a Hach method to make sure that it is USEPA-accepted. This method has a range of 0.05 to 4.00 mg/l. So, it meets my detection limit needs for my NPDES permit. What is really fun about this method is that it also meets my needs for my B4 samples. You all know about B4 samples, right? That’s short-hand for “before dechlorination” to describe samples that we analyze for process control. It’s kind of like my dad telling me to measure instead of just dumping more chlorine in the swimming pool. We want to measure to make sure that we have an appropriate amount of chlorine in our effluent to kill e-coli without being wasteful.

If your plant needs a B4 result of more than 4.00 mg/l this might not be the method to use for those samples. You could dilute the sample. Of course, whenever you dilute a sample you’re adding a step and the potential for error. And you have to remember to do the math correctly for your dilution. Or you could use a different method. Hach method 10070 isn’t USEPA-accepted for reporting, but these are process control samples, so that’s okay. It’s the same chemistry, also based on method G, and can read up to 10.0 mg/l. In fact, the same powder pillows are used with a smaller sample size. That’s one of the cooler things that I read during my research the range of analysis can be extended for this method by adding more indicator in proportion to sample volume. In this case, it’s a powder pillow for a 25-ml sample put into 5-ml of sample.

The other thing to keep in mind when looking up Hach methods is that even if you don’t happen to have a DR3900, there are other specs that the method may work with. Previous to my DR3900 I had a DR2500. That wasn’t on the list for method 10250 so I couldn’t have previously used this DPD method, but I sure can now!
Winter Meeting

Charlie Tyler
More than just a bunch of hard hats

Technical expertise
Exceptional client service
Collegial teamwork
Full service engineering solutions to Northern New England

Underwood Engineers
Civil & Environmental Engineering
www.underwoodengineers.com
Portsmouth, NH 603.436.6192 Concord, NH 603.230.9898

Delivering innovative solutions for the New England wastewater market.

Asset Management
Energy & Sustainability
Nutrient Removal
Collection
Treatment
Stormwater Management
Funding & Rates

Tighe&Bond
Consulting Engineers | Environmental Specialists
PORTSMOUTH, NH | 603.433.8818 | www.tighebond.com

Responsible Recycling Solutions
for Municipalities throughout New Hampshire

- Sludge & Biosolids Management Services
- Lagoon Cleaning
- Cost Effective & Environmentally Sound Solutions

Contact Shelagh Connelly, President or Charley Hanson, Project Manager
www.RMLrecycles.com

1171 NH RT 175 Holderness, NH 03245
Toll Free (888) 536-8998 Fax: (603) 536-8998
**FASTLAB.**

Quality focused, water and wastewater testing services since 1980. Email customerservice@eailabs.com, or call for more information.

**Eastern Analytical, Inc.**

PROFESSIONAL LAB AND DRILLING SERVICES.

25 Chenell Drive • Concord, NH 03301
800.287.0525 • www.eailabs.com

---

**STATEWIDE AQUASTORE, Inc.**

Premium Water and Wastewater Storage Tanks

800-H2O-TANK
800-426-8265

www.besttank.com

---

**WATER INDUSTRIES, INC.**

Specialists in Pumping Equipment

Route 28 South
Alton, New Hampshire
Phone: (800) 582-7231
Fax: (603) 876-6999

Gorman Rupp Package Lift Stations
Flo Pak Booster Stations • Myers Sewage Pumps
Enviro-Septic • AdvanTex • Nibbler

Please Call us for your Pumping Requirements
www.waterindustriesinc.com

---

**Hazem**

617-574-4747
hazenandsawyer.com

---

**MIKE SULLIVAN**

**DAVID F. SULLIVAN & ASSOC., INC.**

Manufacturers' Representatives

19 BATCHELDER RD., STE 2B, SEABROOK, NH 03874
Phone: 603-474-2484 Fax: 603-474-3682

E-MAIL: mikesullivan@davidsullivan.com
Website: www.davidsullivan.com

---

**PROCESS ANALYSTS**

Value Engineering Workshops
Microbeads, that is. Those little colored flecks in cleansing body care products and even toothpaste are actually little plastic beads. These microbeads end up getting washed down the drain, into the sewer and on to our wastewater treatment facilities. These facilities are not designed to remove floating synthetic particles that are generally .5 mm in diameter (the size of a grain of sand). So, guess where they end up? In the rivers, lakes, bays, gulfs and oceans all over the world.

Besides being a source of pollution themselves, toxic chemicals in the environment adhere to the beads. The beads absorb the chemicals and then are feasted upon by marine life. So not only are fish and other mammals and birds dying from ingesting too much plastic, they are also being poisoned by the toxic chemicals within the plastic. In addition, as the food chain goes: little fish eats plastic, big fish eats plastic and little fish full of plastic, big fish with all those toxic chemicals get eaten by you and me.

Microbeads have become such a worldwide problem that in December of 2015, President Obama signed a bipartisan bill prohibiting the sale and distribution of products containing microbeads. This ban will take effect in 2018. Many states have already placed bans on products containing microbeads.

We as consumers can take steps prior to the ban. There are alternatives available if you must use a cleanser. Many products contain biodegradable ingredients such as apricot shells, oatmeal and sea salt. Take a look at the label to make sure the product does not contain polyethylene or polypropylene. This is one way we can stop at least some of the flow of plastic into our environment and help protect the marine life that shares the planet with us.

A publication of the New Hampshire Department of Environmental Services,
Concord, NH (603) 271-3710
Awards!

On Wednesday, January 27th the following awards were presented at the annual New England Water Environment Association (NEWEA) Awards Luncheon:

Aubrey Strause, PE was selected as the 2015 EPA New England Wastewater Trainer of the Year Award recipient. She was nominated by Ray Gordon of the NHDES to acknowledge the outstanding work on the flushable products as well as the training she provided with NHDES and EPA at the FOG and Wipes regional conference. Her outreach on educating the public as well as developing a wipes ID guide to further help municipalities has been very instrumental in an effort to saving our environment.

The Manchester, NH Wastewater Treatment Plant was selected as a 2015 Regional EPA Industrial Pretreatment Program Excellence Award recipient. The program was nominated by the New Hampshire Department of Environmental Services (NHDES) to acknowledge the outstanding pretreatment program work that has been performed over the years by Christopher Crowley, Industrial Pretreatment Coordinator.

Justin Frazier, Superintendent for the Town of Troy was selected as a 2015 Regional EPA Wastewater Operator of the Year Excellence Award recipient. Mr. Frazier was nominated by the NHDES to acknowledge the outstanding work that has been performed over the year.

The Dover, NH Wastewater Treatment Facility was selected as a 2015 Regional EPA Operation and Maintenance (O&M) Excellence Award recipient. The facility was nominated by the NHDES to acknowledge the outstanding work that has been performed over the years by Ray Vermette, Facility Supervisor and his staff.

Upsides of Downtime

Courtney Evans, NH Department of Environmental Services, Safety & Training Coordinator

How do you become a more valuable employee? Don’t come in! I should probably be more specific. At some point along the way, the workforce has begun to believe that if you call in sick to work, even when it’s a legitimate illness, it somehow indicates your lack of commitment to the job. Some employees are even frightened of losing their jobs if they are sick and have to stay home. So much so that employees come to work anyways. This type of action (or inaction) has coined a recently popular phrase; “presenteeism”. This term addresses the downside of seemingly overly motivated workers who bring their upper respiratory illness to the job with them.

So what exactly are those downsides? Coming into work when ill can spread the illness, such as flu, among other co-workers. Employees often times work in close quarters, share the same equipment, or are just in the line of fire for a disgusting germ ridden sneeze. It is also unfair to your employer. Cornell University researchers found that employees who are sick on the job could account for up to 60% of corporate health costs. Coming into work sick can also be dangerous. The common cold can slow your reflexes down, as well as dull other senses. With slow reflexes, you are far more likely to end up in an accident, putting yourself (and others) in danger. When you are sick, you are also fatigued and not on your “A-Game”, and this can cause performance errors that can be costly or reputation-damaging.

If we know that coming to work sick is only making our health worse, causing potential dangers, and leading to costly fatigue-related errors, why do people keep doing it? Do they have the narcissistic attitude that they are indispensable? Do they fear that taking a day off will only mean more work when they return to the job? All the excuses pale in comparison to the reality that coming to work ill can cause potential threats and dangers to those around you, and studies have shown that an employee who takes time off from work is 67% more refreshed, 32% more focused, 40% less stressed, and don’t forget, 77% more productive!

Be sure that you are taking precautions to keep yourself as safe as possible from catching or spreading germs. Wash your hands frequently, particularly after restroom breaks, eating, and coughing. Be sure you are following all procedures to properly disinfect you work area and any PPE that you may be using. And when all else fails...STAY HOME!
have room for in my display space. Maybe if we talk for a minute, I can give you some information that will help you. In our business all of the equipment vendors need to know the engineers. When I have a minute, I will walk the show myself. This is partly to renew old acquaintances with other vendors, but mostly I am looking for engineers. I will try to introduce myself to any engineer I do not know and renew acquaintances with those I do know. If I can get specifics, that’s great. What jobs are you working on? What bids are coming up? And so on.

In the end a couple of good leads will justify the expenditure of time and money at the trade show. I will go back through my notes and write a brief report on the information and leads I got at the show. I send the report to my boss. Next year if someone asks me why we are spending money on this show, I can look up my report and give them specific answers to that question.

Gene Weeks is a Sales Engineer for BAU/Hopkins selling water and wastewater treatment equipment. Gene has been involved in the industry for over 20 years. He lives in Buxton, ME.

---

An Ode to Sludge
by F. M. Veatch (1925)

The use of waste of fellow man
Dates back to Father Moses;
The “thunder mug” of far Japan
is emptied on the roses.
In France, Vic Hugo wrote with flame
Of plant food from the doolies;
In China, frugal land of fame,
It’s spread on farms by coolies.

These noxious ways of aiding plants
Irk moderns in their rambles
O’er lawns oft used by wives and aunts
For parties, teas and gambols.

That food is there, we know right well
But we wish satisfaction
Of benefit without the smell
Of rot and putrefaction.

Digested sludge from modern plants
If used with circumspection
Givers answers to our prayers and chants
For plant food or perfection.
Its granules all are living dens
Of potent nitrobacters, …

Its granules all are living dens
Of potent nitrobacters
With freedom from the pathogens,
Those well-known evil actors.

Its humus base gives safe abode
For hormones without number;
One treats an acorn in this mode
And Presto! it is lumber.

It gives out peas full size and weight,
Right gladly we collect ’em,
And fertilize our real estate
With enzymes from the rectum.
Cindy Juneau
603-228-0525

Steve Prescott
1-800-876-1357

Michael Sullivan
603-474-2484

Deborah Mahoney
617-574-4747

Carl Quiram
603-669-5555

Shelagh Connelly
603-536-8900

Harry Hagan
315-433-2782

David Mercier
603-230-9898

Trina Picardi
1-800-426-4662

Cumil the Happy Sewer Worker
Bronze Statue, Bratislava, Slovakia