As I begin my tenure as President of the Association, I find myself facing a serious problem; declining membership. It astounds me that so few New Hampshire certified operators are members of this operator based professional association. This Association does a great deal to promote agendas which are near and dear to the hearts of operators of wastewater treatment plants. The Association does a great deal to educate the general populace about our pollution abatement efforts. The Association does a great deal to educate children of the State so that they are aware of what the causes of water pollution are. I want to see these endeavors continued and therefore my goal is to bolster operator membership in the Association through increased input and increased involvement by our certified operators.

There are reasons for the declining membership and I would like to hear as many of those reasons as possible from operators who have dropped out of the association. Unfortunately, they are not receiving this newsletter and won’t be aware of my request to hear from them. I would like to enlist the services of those of you who are reading this newsletter and ask you to make an impromptu poll of fellow operators at your plant. Ask them the reasons why they don’t belong to the Association. Ask them what changes they would make to the Association which would make it more attractive to them. Jot these reasons down and mail them to me at P.O. Box 68, Franklin, NH 03235. I am anxious to hear from you and the Association needs your help in this matter so please take it upon yourself to poll your co-workers.

Hope to hear from you soon. See you at the Summer Outing!
NHWPCAOfficers

President Moe Gauthier
Vice President Doug Steele
Secretary George Neill
Treasurer Mike Hanscom
State Director George Laney
Past President Dave Brennan

Newsletter Committee: Dana Clement, Beverly Drouin, Harvey King, Sharon Ostrander, Charlie Richard, Editor—Tom White

Send articles to: State of New Hampshire
Department of Environmental Services
P.O. Box 95
Concord, NH 03302-0095
Att: Tom White

NHWPCA Directors’ Meeting
May 15, 1997

Attendees: Steve Hodge, George Laney, Mike Hanscom, Bill Hall, Rich Roy, Mary Dowse, George Neill and Moe Gauthier presiding.

1. Minutes from Last Meeting: Were read and accepted.

2. Trade Fair Venue Update: Mary has contacted the Bedford Wayfarer about a possible site for a scaled down Trade Fair. They felt that it may be a little tight as to what they can accommodate. However, we will deal in greater detail with them as to exact number of booths and meals that they can handle. If we don’t end up there, we will still consider holding it in Nashua or perhaps Portsmouth. George Neill will enquire about possible locales in Portsmouth when he attends the upcoming NEWEA spring meeting.

Provided that they (The Center of NH) don’t change their minds again, the directors will opt for April 9, 1998.

3. Treasurer Transition: Rich Roy reported that this transition is proceeding steadily and that Mike Hanscom is now able to officially sign checks. So far, so good.

4. NEWEA Update: George Laney reported that the southern operators challenge was held last week at Haverhill, MA. The northern section will be held this week also in Haverhill. As of now no team will be representing New Hampshire for the first time ever in the history of the challenge. The New England wide challenge will be held at the upcoming NEWEA spring meeting on June 10. In addition, the NHWPCA sponsored social reception is to be held at 5:30 p.m. on June 9 at the Portsmouth Sheraton Hotel.

5. Adopt a School—Science Teachers Program: George Neill reported on another successful program held at Pease. Twenty teachers attended and we had to turn people away as the demand was quite high. The program included discussions on wastewater technology and history as well as handing out significant quantities of teaching aids consisting of video tapes and written programs. George encouraged the board to continue its generous support of this worthwhile endeavor. He is taking suggestions as to where to hold next years program.

6. Association Picnic: Charles reported that the annual outing is scheduled for June 13, 1997 at Ordine Point. Everything is all set to go. Pray for good weather!

7. Fall Meeting: Moe Gauthier reported that he has contacted the owner of a railroad company to determine the feasibility of a rail trip along the Pemi River and possibly including lunch. At this point, it seems someone cost prohibitive, so he and George Neill will pursue some possibly less expensive alternatives. If this can’t be done, then we will pursue a tour of the newly constructed Seabrook WWTF. The meeting is planned for mid to late September regardless of the location.

8. Winter Meeting: Mary Dowse has contacted and made arrangements with the Bedford Wayfarer for the Winter Meeting to be held on December 11, 1997. Once again, this meeting will feature pertinent discussions and lectures on current topics appropriate to the wastewater profession.

9. Biosolids Update: Shelagh Connelly availed herself from a concurrent biosolids committee meeting to update the board on their various efforts. There is still much work being done on the development of state regulations on biosolids and they plan to submit comments to the group drafting these rules in the near future. These draft comments will be run by the board of directors prior to sending them along. Discussion ensued about a previously proposed summer intern who would be responsible for public outreach, education and some research and publicity. At this time there doesn’t appear to be enough financial support to undertake this so the idea is put on hold. This committee is currently pursuing options for more proactive education on this important topic. For example, they were recently involved in bringing a nationally renowned expert, Dr. William Sopper from Penn State, into New Hampshire to conduct seminars on land reclamation using biosolids.

10. Next Directors meeting: Scheduled for 9:00 a.m. on June 19, 1997.

New Faces in Different Places

Jack Hladick is now working at Rollinsford WWTF.
John England is now working for O.M.I. at Dover, NH.

— 1997 Seacoast Horseshoe Tournament —

At this years Summer Outing we will hold a horseshoe tournament for singles and doubles. A double elimination round robin tournament with prizes for the winners. Organization of this tournament is ongoing and shoes (not sneakers) and pins will be needed.

For more information call Ken Bernier at 753-4181.
Certification News!

After a year and a half of meetings, hearings, public input and legislative interaction, Env-Ws 901 — The Wastewater Operator Certification Rules have been finally adopted. These rules which affect every certified wastewater operator in NH took effect on April 22, 1997. In addition to cleaning up much of the rule from a readability and “house keeping” standpoint, the rules address some new issues.

Perhaps most significant is the need for a Certified backup operator who shall be in responsible charge of the wastewater plant in the absence of the regular operator in responsible charge. This rule takes effect on May 1, 1998. Env-Ws 901.10(b) and states that this backup operator may be one certification grade less than the required grade of the plant or be an operator-in-training of the same grade as the facility. The operator in training status for all grades is a new item in the rules. Simply put, an individual who is short on the experience requirement but fulfills all education requirements may sit for an exam and if they pass it, may receive an operator-in-training status. Upon completing the experience requirement, a full certification will be granted. It should also be noted that “Operator in Responsible Charge” is more clearly defined than in prior rules.

The new rules also give a treatment plant owner up to one year to hire a properly certified operator at a new grade level should that facility be upgraded and reclassified at a different grade as a result of new unit operations, system upgrading, changes in effluent discharge requirements (i.e. more stringent limits), increased treatment requirements or laboratory control, etc.

Finally, the process by which the Certification Committee may suspend or revoke an operators certificate has been clearly spelled out.

Copies of the new rules are being sent to all pertinent officials in NH (i.e. wastewater treatment plant “owners”). If you’d like a copy for yourself, please call the NHDES Public Information Office at 271-2975.

More Certification News!

Stop the presses! Just in from the Legislative Office Building! The Senate has just voted in favor of a bill (HB-588) that enables DES to charge a late fee for individuals submitting certification renewal applications after their deadline. This law, effective July 1, 1997 states that the Department shall charge a late fee of 50% of the renewal fee if the renewal is submitted after the expiration of a certificate. It also calls for expiring a certificate if it is not renewed within 90 days of the expiration date. At that point, an individual would have to take the exam again (as per the new rules) so there’s lots of incentive to keep your certificate current and to renew on time. Remember, if you move or change your address, please be sure to notify DES! This law also affects solid waste and water operators in a similar way.

Operator Safety Award

Description: This award was established by the NEWA Safety Committee to recognize wastewater operators for their safety initiative. This type of award is encouraged by WEF and is part of the criteria for the WEF National Safety Award. This award is also consistent with the Committee’s goals and purposes to recognize the operators of wastewater systems.

Criteria: The nominee must be an operator actively employed by a responsible operating wastewater entity on a facility site or collection system on a daily basis. Recognition is to be given to the operator for his/her safety initiative as demonstrated by improvements to a safety tool, procedure, implementation of policy or training that is now being used by the facility or system.

This award may be given annually as considered appropriate by the Safety Committee. The Safety Committee shall select a nomination for submittal to the NEWA Special Awards Committee.

Nominations should be no longer than one page in length and should be submitted no later than August 1, 1997. Please forward to:

NEWA Safety Committee
Kristen Hall
Massachusetts Water Resources Authority
100 First Avenue, Boston, MA 02129

Education Committee
by Joe Ducharme, Jr., P.E.

The Spring 1997 Operator Training sessions are almost over. We registered more than 275 operators for one or more training classes. The response to the “Activated Sludge Biological Process Control” course taught by Mr. Michael Girardi was extremely strong.

The Education Committee will meet again in early July to prepare for the Fall 1997 training calendar. Now is the time for you to give us your suggestions for future training topics and instructors as well as feedback on our past training programs. Your feedback is essential to ensure that we are structuring the program to meet your needs.

You may fax your suggestions to me in writing at (603) 271-2867 or you may call me at (603) 271-2586. I look forward to hearing from you soon!

Wes Ripple, a wastewater infiltrator, at the Drinking Water Fair in Keene, NH.
Many of us in the wastewater field have felt the need to spread the word about what we do and why we do it. Classroom presentations at all grade levels are now being given by WWTF operators and others in an attempt to educate our youth on the environment and in particular why we treat wastewater or why we land apply biosolids from our wastewater facilities.

My experience at Great Brook School in Antrim, NH was particularly rewarding. Two very dedicated teachers, Mrs. Ann Kenney and Ms. Barbara Black, have orchestrated an incredible Environmental Education Program for their 5th grade classes that could serve as an example for any school. This Environmental Education Program starts locally in Bennington at the Monadnock Paper Co. with Mike Butler, Supervisor of Monadnock’s Wastewater Treatment Facility, and myself giving a classroom demonstration and talk on wastewater in general and the treatment of paper waste specifically. The students interest and knowledge on this subject matter shocked Mike and myself. We were a little embarrassed when the students elevated the discussion on pond and stream invertebrates and how they relate to water quality — who is teaching who here?

The next step was for the students, notebooks in hand, to tour the Monadnock Paper Co. Facility with Mike. This included a briefing in the executive meeting room and a close up tour of the entire treatment facility — including some biosolids to take back to the classroom.

During the tour the students assisted in inoculating the treatment ponds with dry bacteria. The addition of bacteria to assist in the breakdown of the Mill wastewater has been done since 1995.

Several students performed a Dissolved Oxygen test on the effluent from the ponds just prior to the discharge into the Contoocook River.

Student interest was peaked at the final treatment lagoon site when a multitude of swallows were observed dive-bombing the surface of only the final lagoon — why? Students observed a hatching of some invertebrates on the pond surface and surmised that water quality was better here than in previous ponds. Visual signs of water quality without testing — this takes some intuitive reasoning.

All volunteers during the school year who have given time to the students are rewarded each spring with a very fine dinner and entertainment all put on by the students at Great Brook School.

After attending this dinner, I was given a tour of the Great Brook Schools' Wetlands Project. The transformation of a small pond and wetland behind the school into a demonstration project on wetlands with handicap access and a beautiful entranceway designed and constructed by the students.

This school appears to be connecting the community, the students and the environment in a continuous learning project for all parties involved.

Thanks again to two very dedicated teachers, Mrs. Ann Kenney and Ms. Barbara Black, for their commitment to these projects and to the students of Great Brook School for assisting Mike Butler and myself in understanding our complex environment.

Monadnock Paper Company primary clarifier with Great Brook students observing.
Ask Me No Questions . . .

Part 3 of 4

by I. Vino Veritas

The Vin-man returns! Last issue's Part 2 was a look at why and when we lie. Vinnie reminded us that we do it simply to avoid pain. Somehow we've developed this crazy notion that once we step outside the gym, pain is a bad thing. That pain is not worth experiencing in our relationships with friends, family and co-workers when all we have to do to avoid it is lie.

Vinnie also said that Part 3 (dat's where we is!) would be about the ways that our culture helps us to keep lying, and what the costs are to us as operators and human beings. This is a perfect example of how this thing we call "truth" can change: that was Vinnie's plan, but it ain't no more! The "culture" thing has grown like filamentous and out-competed other topics for this issue. So, as with Federal Government solutions to social problems, we'll have to wait until later to learn the "costs."

This time Vinnie plans to scrub the filter press room floor so clean that we'll all see our reflections in the ways that our culture helps us to keep lying.

Some grilt lodged in Vinnie's oyster of a brain and irritated his mother-of-pearl skull many months ago in a Boston Globe article that quoted some researchers who believe that lying is sometimes appropriate.

When are appropriate times to lie? When somebody really doesn't want to know the truth. (They use the example of spouse who doesn't want to know about an affair.) "And it is quite appropriate to tell your friend that you love the expensive new painting she bought, when if fact you hate it." (A black-velvet-Elvis with rhinestones, perhaps?) Other "good lies" are to help someone build self-confidence, or help them maintain a sel-deception. And that Doctors shouldn't always tell patients the "truth."

The researchers also argue that "We are creating liars by not allowing people to tell the truth. We have to change the social structure so people can tell the truth without getting into so much trouble." That Clarence Thomas had to lie in congressional hearings or he wouldn't have been appointed to the Supreme Court. Huh? Oh, you mean we've got to make sure that there are no consequences for the choices we make? No responsibility for our actions?

Sure, Vinnie can go along with that! You mean like all those people in last year's polls who said they thought that Candidate Clinton was lying, not to hurt them but to save his political skin, so they would vote for him anyway? (Because all politicians lie... so it's best to vote for one that you know lies just to keep himself out of prison and in the White House, rather than for some bad motive like trying to fool you . . .) Or that partial-birth abortions wouldn't be approved if we told the truth about them, so just lie to Congress?

What are they babbling about? Your supervisor doesn't want to know that the treatment facility was in violation, and now you're back in compliance, so don't tell her? Not so, says Vinnie! Better to record what really happens. That way there's a real history to use when future challenges arise. (And they will!)

How about that painting? When someone asks if you love their painting, what are they really asking? When Vinnie asks, he's really saying "I spent a lot of money on this stupid thing, and I'm not really sure if I like it. If you say you like it, then I'll feel better about myself, even though I can tell that you don't mean a word you say." Is anyone really fooled? No. The trick is to buy things you love. Then you don't need to ask if someone else loves it. Then they don't need to lie. If Vinnie makes statements about how he feels, "Gosh, I really love my new painting, it makes me feel like I'm back in the old country!" then he doesn't make other people lie to protect his feelings. Ask me no questions, I'll tell you no lies.

So lies Vinnie tells to help someone build their self-confidence are good. How does that work? If you're bowling candlepin (real bowling and knock down one pin with three balls, does Vinnie yelling "great shots!" make you feel better about yourself? You'd think "Wow, I hope he's not a brain surgeon.

Find something truthful to shout! "Good effort" or "gee, you're very consistent, putting them all through that same hole" could be more appropriate, and honest. People don't really like being lied to. Turning on a big smile and telling Vinnie how great he looks, when he looks and feels like the bottom of a non-pumped-in-six-years septic tank, will not turn the tide.

OK. Help Vinnie maintain his self-deception. How about... Smoking. Vinnie has to lie to himself somehow. Can he tell himself that it has no harmful effects? Maybe if he'd never had a coughing fit, or watched his dad die from emphysema. Most of us pay better attention to what fuel we put into our trucks, and make damned sure the oil gets changed on time, more than we honestly do about what we put into our bodies. We have automatic systems that clean our bloodstream and process wastes from inside, but we sure don't pay attention to their maintenance. Our kidneys may work like an oil filter, but Vinnie sure doesn't know how to change it!

How about when those foreign terrorists send a team of killers to take over the plant, and they ask Vinnie, "Is there anyone else here?" Should he be honest and say "Yes", or should he lie and say "No", or should he say "Just a minute, I'll call the Superintendent, he's at city hall," or what? Are they going to believe Vinnie? Heck, no! If someone asks you a question like that, you have no responsibility to answer.

Do town or city officials encourage Vinnie to lie? Maybe. If they ask him to do a job, and don't give him the tools. Vinnie works for a town, so he doesn't need to pay attention to OSHA regulations, right? El Wrongo! The New Hampshire Department of Labor, which makes the regs for cities and towns, has essentially adopted the OSHA regs! It's the same for Vinnie as for some poor sucker in the private sector.

Do you go out to inspect pump stations alone? If any one of them is considered a permit-required confined space, then you are breaking the law each time you enter. Now that you know that, each time you enter is considered a willful violation! As a wastewater operator it is your responsibility to conduct your duties by lawful means. You are being asked to lie, if someone in a position of authority asks you to perform a duty without providing the resources to perform it lawfully. The moment Vinnie chooses to act outside the law, he assumes

Questions — Continued on page 8
Financing Projects Using Performance Contracting

by Steven Bolles, Energy Service Manager,
Woodard & Curran Inc.

WHAT IS PERFORMANCE CONTRACTING?

Performance contracting is an innovative method for municipalities to purchase energy-saving improvements. Many municipalities have faced increasing energy costs and the need to replace worn-out equipment, but lack the funds to make system improvements. Energy performance contracting has three distinguishing features which address this and other common problems:

1. A single procurement is used to purchase a complete package of services in which one design/build firm (or performance contractor) is accountable for design, purchase, installation, and often times maintenance and operation of the equipment to ensure optimum performance.

2. The package of services includes financing of all the project costs, so no up-front money is needed; and

3. An energy performance contract is structured so that payments to the performance contractor are contingent on the actual level of savings achieved. Normally, the savings produced by the project are greater than its costs. A performance contract pays for itself. Since payments to the contractor can be contingent on the savings achieved, it is in the performance contractor's interest to maximize the energy savings. This translates into increased dollar savings for facilities.

HOW DOES PERFORMANCE CONTRACTING DIFFER FROM TRADITIONAL DESIGN-BID-BUILD?

Conventional Contracting

A conventional design-bid-build process to make facility improvements often requires four separate solicitations and contract awards. First, a facility solicits engineering services for a study. After reviewing the completed study, the facility selects the improvements to be implemented and solicits proposals for engineering design services. Once the designer completes a plan and specifications, the facility issues an invitation to bid to contractors who will install the improvements. Finally, the facility invites bids to request preventive maintenance services (if required) for any equipment the facility is not maintaining with in-house staff.

Performance Contracting

Energy performance contracts replace this cumbersome collection of solicitations and contracts with a single request for proposals covering all aspects of the project and one contract with the selected proposer. The process begins with an evaluation of a facility's potential for efficiency improvements by the facility staff. If the potential seems promising, the agency prepares a Request for Proposal (RFP). This RFP covers all engineering, construction, and maintenance services needed to complete the project. The agency awards the contract to a single performance contractor that is accountable for all services and can guarantee a level of savings to the facility.

Once selected, the performance contractor performs a detailed study of efficiency opportunities at the facility. The facility staff reviews this study and approves a final list of efficiency improvements. The contractor then prepares plans and specifications which the facility staff also reviews. After receiving notice to proceed, the performance contractor furnishes, installs, and commissions the efficiency improvements and if needed, begins performing maintenance and repairs which continue for the duration of the contract term. Facility staff monitors the day-to-day progress of the performance contractor during the construction process in the same manner that they would for a larger repair and maintenance project. After construction is completed and accepted, the facility staff monitors contractor performance concerning equipment maintenance and repair, standards of service, and level of energy savings achieved.

BENEFITS OF PERFORMANCE CONTRACTING

Energy performance contracting offers a number of important benefits. First and foremost, it allows facilities to go ahead with projects that tight budgets would otherwise prevent. The performance contractor finances all of the project costs, including up-front engineering, construction, and maintenance services, allowing projects to proceed without capital improvement or repair funds. The facility receives new and improved equipment and the cost of this equipment is offset by reduced utility bills. After the equipment cost has been paid off, the facility owns the equipment and retains all of the savings from reduced utility bills. Even if the payments to the performance contractor offset much of the energy savings in the short run, upgrading equipment allows all of the non-energy benefits, such as improved system operation, to be realized immediately.

Performance Contract Cost Savings

![Cost Savings, Performance Contract Payments, Utility Costs]

Performance contracting streamlines the purchasing process for energy efficiency projects, reducing the cost and time required to bring energy-saving projects on line. A single company takes responsibility for designing, building, financing, and maintaining all necessary improvements. The performance contractor often employs a team of consultants and subcontractors to accomplish this but one company is still accountable for the ultimate success of the project. This single-source accountability makes the project easier to manage than a conventional construction project. Streamlining the procurement process in this way makes it possible for facilities to implement more comprehensive projects, reduces the time and cost to manage projects, and gives on-site facility staff and users the
opportunity for more input into the project design and better control of the final project. As a result, efficiency improvements acquired through performance often work better, last longer, and enjoy stronger long-term support from facility administrators and operations and maintenance staff, than other efficiency projects.

Energy performance contracting, as its name implies, shifts much of the risk associated with an energy efficiency project from the facilities to the performance contractor. Most State laws enable agencies to enter into performance contracts with the requirement that performance contract payments are contingent on the level of energy cost savings. This is usually accomplished by making payments to the performance contractor equal to a percentage of the savings or by having the contractor guarantee that savings will exceed payments. For example, if the performance contractor receives monthly lease payments, the facilities receives a guarantee that energy cost savings will be at least equal to the monthly payments. If energy cost savings are less, the contractor pays back the difference to the facility. Because the agreement transfers the risk of project performance to the performance contractor, the contractor has a strong incentive for high-quality design and construction, preventive maintenance, and ongoing monitoring for the duration of the contract.

What Kinds of Equipment and Services can be Purchased?

Energy-savings performance contracts are used to purchase a wide variety of process equipment and services. New pumping equipment, blowers, fine-bubble diffused aeration equipment, variable speed drives, computer control systems, motor replacements, and lighting. Generally, a performance contractor will include any improvement expected to recover its own cost (including maintenance and interest expense) in energy savings over the term of the agreement.

In addition to equipment installation, the performance contractor may propose various repair and maintenance services. Often contractors propose repairs to existing systems, such as re-installation of damaged or missing controls. Generally, the contractor assumes responsibility for preventive maintenance and repairs to all new equipment installed. The contractor may also offer to take responsibility for maintenance and even operation of existing equipment. For example, the contractor may offer to provide remote monitoring and adjustment of control setpoints with a computerized facility control system.

Because any equipment installed is ultimately owned by the facility, the contractor also provides documentation for all installed equipment, including as-built drawings and operating manuals. The contractor also trains the on-site facility staff to operate and maintain the equipment.

IS PERFORMANCE CONTRACTING FOR YOU?

Facility managers usually consider energy performance contracting because they have an opportunity to reduce costs but lack funds to pursue the implementation of the project. Often the problem is simply that utility costs are rising faster than budgets can keep up. Sometimes the problem is that existing equipment is worn out and needs to be replaced but replacement funds are not available.

Before undertaking an energy performance contract, facility staff should evaluate whether it is likely to solve their problems. A feasibility evaluation can be as simple or sophisticated as a person wants to make it.

A Simple Feasibility Analysis

To make an energy performance contract work, a facility must have energy-saving opportunities meeting the following two conditions:

- The energy-saving opportunities must add up to a project investment of at least $50,000; and
- The opportunities must have a pay-back period of five years or less.

If an energy study has already identified a project meeting these criteria, then no further evaluation is necessary.

In-Depth Feasibility Analysis

Performance contracts, like other large construction projects, require the support and participation of many people for successful completion. A more sophisticated evaluation helps win invaluable support for the project operations maintenance staff and administrators. In addition, knowledge gained during a careful energy analysis can strengthen the facility’s position in future discussions with proposers.

Performing an in-depth analysis of existing conditions and energy-saving opportunities at the facility offers the following benefits:

- Low- and no-cost energy saving opportunities are often discovered which can be implemented immediately;
- Facility staff will have a better understanding of existing conditions and be better prepared to negotiate the energy savings baseline;
- Facility staff will be better prepared to suggest possible energy-saving improvements to proposers; and
- Facility staff will be better prepared to evaluate proposed efficiency measures, technical approaches, and costs.

GETTING STARTED

Organize a Project Team

Managing an energy performance contract requires the participation of experts from several departments, including facilities planning, procurement, budget and finance, and legal. To meet this need, we recommend forming a project team early in the process. The project team will need diverse kinds of expertise, including:

- Technical expertise to evaluate energy efficiency potential, develop a scope of work, and evaluate contractor proposal and work;
- Procurement expertise to ensure that the process follows applicable procurement rules during the Request for Proposals and contract award;
- Knowledge of budget and finance procedures to establish a method to budget and make payments for the duration of the contract; and
- Legal expertise to review all contract terms and (possibly) assist in discussions with priority-listed proposers before contract awards.

To organize a project team, first identify a project manager who will have overall responsibility for coordinating the team members and overseeing the work performed by the contractor. Most agencies choose their plant manager to be the project manager.

Early in the development of the project, the project manager should recruit people expert in each of the areas listed above.

Financing Projects — Continued on next page
Financing Projects — Continued from previous page
During the early stages of the project, it may be appropriate to simply provide team members with general information about energy performance contracting and the project status. Holding an introductory briefing and providing copies of the Guides to all team members makes a good beginning. The purpose of this introductory meeting is to:
  * Explain the concept of energy performance contracting to all project team members;
  * Build support for the project by describing facility needs that energy performance contracting will meet and the benefits expected to result from the project; and
  * Describe the process and the intended schedule for each step so that team members know what to expect.

Many of these project team members may be logical choices for an evaluation committee when the project reaches the point of contractor selection.

Win Management Support
Winning management support is another activity that must begin as early as possible in the performance contracting process. In order to win support, you will need to persuade key administrators of the value that performance contracting offers the facility. In addition to explaining how an energy performance contract works, questions that you can answer to help win support include:
  * What facility needs will a performance contract meet? Needs might include replacing worn-out equipment, reducing energy costs, or improving process capabilities;
  * Is it likely that improvements will be made without an energy performance contract: What funds will be used?
  * Could these funds be used for other projects?

Many public officials work hard to win the support of facility users as well as managers. Educating facility users about a project’s benefit makes them more willing to cooperate during the installation process and means fewer headaches for administrators and facility personnel.

(Part II of this series on performance contracting will outline the RFP process, preparing a contract, and monitoring and managing the performance contract process)

Questions — Continued from page 5

Responsibility for the consequences. Vinnie’s responsibility is to inform authorities of the situations that are not safe and lawful, and to work with them to correct things.

How about Physicians who don’t feel compelled to give people complete information? Have you ever gotten a vaccination offered by your employer? Did they give you a complete warning about potential side effects, or tell you what the incidence rate is? Or did they mention that there has never been a true scientific study done to determine if vaccines actually work? The United States has the highest infant mortality rate of the industrialized nations, yet authorities refuse to look at the correlation between infant DPT vaccinations and Sudden Infant Death Syndrome (SIDS). After Sweden and Japan found such a correlation and stopped subjecting infants to the DPT shots, SIDS was virtually eliminated in those countries. In the U.S., the majority of Pediatricians do not give their own children these injections. That makes Vinnie wonder . . .

It seems that there are very few situations where lying is appropriate. If you can think of one, please write to Vinnie, c/o the Collector and share them!

The truth will out, (isn’t that right, Ellen?), and these same researchers later shoot themselves in the foot by telling us that “People who have good relationships are generally honest with each other,” and “people who were in warmer and more satisfying relationships told fewer lies than those who appeared to be less satisfied with their relationships. And when people did lie, they felt the interaction was less pleasant and intimate then when they told the truth.” Vinnie guesses it was too much of a leap for the professionals to realize that it is the honesty that makes the relationships good, not that good relationships make people honest! That’s like saying “We perform preventive maintenance on our equipment because it runs well,” rather then, “Our equipment runs well because we perform preventive maintenance.

Have you ever noticed the similarity between the words liability and lie-ability? Pretty close. When we practice telling the truth, we limit our future liability by experiencing the results or consequences of our actions now. In Part 4, we’ll be looking at what the consequences are of putting off payment.

Till then, ask Vinnie some questions . . .
The NHWPCA 8th Annual

Golf Tournament

At the Plausawa Valley Country Club - 42 Whittemore Rd., Pembroke, N.H.
Friday, August 15, 1997 - Rain or Shine !!!

PLEASE NOTE: Course Dress Code requires a collared shirt. Also no cutoffs, athletic shorts, sweatpants, or bathing suits !!

DONATION: $50 Per Person (members & sponsors), $60 Per Person (non-members)
To include the following: Greens fees, cart, chicken barbecue, prizes and much good-spirited competition! Field is limited to 48 players.
REGISTRATION DEADLINE is AUGUST 1, 1997.

FORMAT: 4 person scramble (teams will be randomly selected based on handicaps)
Shotgun start at 9:00 A.M. (please arrive by 8:00 for team & tee assignment)
Prizes for: Closest to Pin, Longest Drive, Straightest Drive and Closest 2nd shot
PLUS the renowned raffle table !!

NOTE: Sponsors are needed for prizes, both new and old - as always!
Any help your company could provide us is greatly appreciated !!

Please mail form below to: Leo Gaudette, c/o Nashua WTF, Sawmill Road, Nashua, NH 03060. Should you have any questions, please call me at 603-594-3365.

Name: ___________________________________________ Hdcp or Avg Score: _______________________
Adress: ___________________________________________ Phone: ________________________

Please make checks payable to: NHWPCA - SEE YOU ON THE COURSE !!!
NEW ENGLAND WATER ENVIRONMENT ASSOCIATION

Alfred E. Peloquin & Operator of the Year Awards

These awards are given annually to a person involved in the operations of wastewater treatment facilities from each of the six New England states. The awards are presented at each State Operator's Association annual meeting by an officer of the New England Water Environment Association. At NEWEA's annual meeting, the names of the recipients of the awards are announced during the award presentation program. The selection committee for each state shall be comprised as follows:

Chairman - NEWEA Director from the state
Co-chairman - Representative from the state operator's association
Co-chairman - Representative from NEWEA's Plant Operator's Committee

The Chairman of each state selection committee shall be responsible for submitting a written report to the NEWEA Special Awards Committee indicating who the nominees are and the reasons why that person was selected.

NOMINATION CRITERIA

Alfred E. Peloquin Award:

The purpose of this award is to recognize an individual whose personal service has contributed to excellence in plant operations either directly at a treatment plant or indirectly through assistance to plant operations personnel. The following guidelines will be used in the selection of recipients:

1. Can be an operator, maintenance technician, laboratory person, plant manager, state regulatory person, equipment supplier, industrial person, teacher, consulting engineer or public relations person.
2. The person selected must be associated with plant operations in the state in which they are being presented.
3. The recipient does not have to be a member of NEWEA or the state operator's association.

Operator of the Year Award:

1. The nominee will be directly assigned to and routinely involved in the day to day operations, maintenance, laboratory and/or related functions of a wastewater collection, pretreatment or treatment facility.
2. Nominee must be a member of the local state association.
3. The nomination should be current but may be made for work performed within the past three (3) years.
4. One or more of the following areas should be discussed in the nomination form to serve as a basis for selection of the award recipient.

a. Improvement to the environment b. Cost effective operations
c. Public relations d. Cost effective maintenance procedures
e. Safety e. Innovative process controls
g. Solids handling and disposal h. Industrial pretreatment
i. Collection systems/pumping stations j. Training
k. Odor control l. Association contributions

Read over the criteria and please contact:
George Laney
Newmarket WWTF
186 Main St. • Newmarket, NH 03857
(603) 659-8810
if you know a deserving candidate.
How Common are Septic Tanks?

According to the 1990 U.S. Census, there are approximately 24.7 million households across the U.S. that use septic tank systems or cesspools (holes or pits for receiving sewage) for wastewater treatment. This figure represents roughly 24 percent of the total households included in the census. Roughly half of the households in Vermont, Maine, New Hampshire, and North Carolina use septic systems or cesspools.

According to a review of local health department information by the National Small Flows Clearinghouse, 94 percent of participating health departments allow or permit the use of septic tank and soil absorption systems. Those that do not allow septic systems have sewer lines available to all residents.

The total volume of waste disposed of through septic systems is over one trillion gallons per year, according to a study conducted by the U.S. Environmental Protection Agency’s Office of Technology Assessment, and virtually all of that waste is discharged directly to the subsurface, which affects groundwater quality.

Fall Meeting “All Aboard”

The Directors are currently looking into the feasibility of offering a train ride to celebrate the NHWPCA 30th Anniversary and the Clean Water Act 25th Anniversary. This scenic train ride would tour along the upper reaches of the Pemigewasset River where the State of New Hampshire first focused on clean water efforts. Departing from Lincoln, proceeding to Ashland and returning with a stop at the restored railroad station in Plymouth to tour the Plymouth WWTF and enjoy lunch at the railroad station.

Along the way, extensive dissertations will be given on the Pemigewasset River Basin history, water quality issues, and the Atlantic Salmon Restoration Program. Tentatively, mark your calendar for September 25, 1997 — the beginning of the foliage season.

All Aboard for a day of history, education, foliage viewing and attitude adjustment.

DECEASED

Bill Syvinski who was the mechanic at the Somersworth WWTF for many years has passed away. Our thoughts are with him.
30th Anniversary NHWPCA Summer Outing

Friday, June 13, 1997
Ordiorne State Park

Join your fellow NHWPCA members for a special summer outing at Ordiorne State Park celebrating 30 years of operator dedication and have some fun!!

- The party is scheduled to begin at 10:00 am and end at 4:00 pm.
- The menu includes: Hot Dogs, Corn on the Cob, Sirloin Steak Tips, Marinaded Chicken, Italian Sausage w/ Peppers and Onions, Potato Salad, Cole Slaw, Potato Chips, Strawberry Shortcakes and Assorted Beverages.
- Directions: Take Route 1A on the coast north past Rye Harbor to Ordiorne State Park.
- Tell attendant that you are with the NHWPCA
- Ticket Includes Entrance Fee