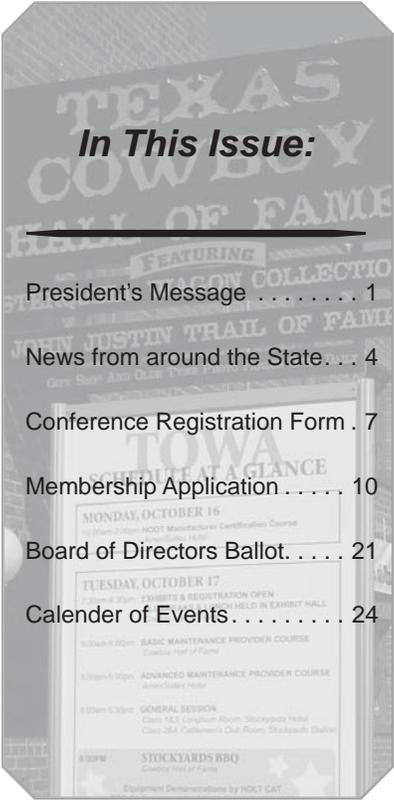


# TOWA Insider



**The Official Texas On-Site Wastewater Association Publication**  
*Issue 1, 2012*



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**President's Message**

*Randi Weber*

Now that the TOWA Annual Conference held in Waco is now over, I have had some time to reflect on the success of this show and the Towa organization.

1. This was the 20th Annual Conference held for the Texas On-Site Wastewater Industry.
2. We came back to Waco for the 2012 and future Conferences. This move was made due to requests by Members, attendees and vendors. All of these groups prefer Waco.
3. The Conference is our (TOWA's ) responsibility from now on and we are happy about this development.
4. The success of this year's conference is very encouraging to the organization for the future.
5. We are an energetic and lasting organization which has gone through a long bitter and almost destructive period of rebuilding since 2007. **THIS IS ALL BEHIND US!!**

Let's bury the past and rebuild the organization into the professional organization that it should be and get on with the future. Let's use the success of this conference to forge ahead with a new attitude and dedication to make this organization grow to be the professional support organization for the On-Site industry in Texas.

The future of TOWA is dedicated to the education of the professional base of the organization:  
 The Basic Maintenance Provider Course is offered at least six times a year as a minimum and if required, more frequently for the Maintenance Technician level of our industry.  
 The Advanced Maintenance Provider Course is offered at least four times a year and if required, more frequently to the Maintenance Provider level of our industry.

## Are YOU selling yourself short?

*We have all heard it, as a matter of fact it is the first question asked by 99% of all potential customers, "How much do you charge to install a septic system?"*

*Have you ever stopped to think about how you answer that question? My typical response is, "Do you want me to provide you my top quality job, or my bargain package?" With a little education, and an explanation of the added value that a top quality installation provides over the bargain package and those customers will usually elect to install quality. Why? Because, the added value of a quality installation, means reduced maintenance costs in the future. The other benefit to a top quality installation is a reward for you, and that is increased profits! I'm sure we all could stand to see a few of those!*

*How do you add value to a septic system installation? For starters, quit calling them septic systems, today with advancements in technology, they should be referred to as on-site sewage facilities. This is my opinion of course, but I believe the difference in nomenclature alone adds value to your work, and added value equates to increased profits.*

*Next, are you sizing to the mandatory minimum? If you are, in my experience you are installing an undersized system the majority of the time. Why do I feel this way you ask? Because, when I am able to utilize actual water usage data to size a system, more often than not, the household's average daily consumption exceeds the states minimum design criteria. To install a system that can't handle the household's consumption seems a bit criminal does it not? Most often times, if you can show the homeowner where it's in their favor to design up, they will elect to design up. What does this mean? ADDED VALUE! Added value for them means greater profits for you. Is this starting to sound familiar?*

*The last thing I will touch on here encompasses a broader range. That is, if you don't install EVERY aspect of your system per TCEQ Ch. 285, you could be held legally responsible should a problem*

*arise. Simply put, just because your regulatory agency does not inspect a certain aspect of the installation, does not mean you should minimize that aspect. By statute, the regulatory agency is void of any responsibility, should they make a mistake. You on the other hand are not! Should a situation arise, you will be the person responsible for making it right. Think about this the next time you strive to come in with the lowest bid. Are you selling quality, or are you the bargain price guy?*

*It does not cost you the installer that much more to utilize better materials, and ensure your installation exceeds the minimum standard. Actually, it should only ADD VALUE. We all know by now that added value means increased profits!*

*Luke Snyder*

*JerNan Septic and Rainwater Solutions  
Waco, TX*

*Note: Luke is holds Installer II, Maintenance Provider and Site Evaluator licenses. He has been working full time in the On-Site industry for 12 years. JerNan is a family owned business that has been operating since 1996.*

---

*Express your opinions air your complaints and share your knowledge.*

*The article above, by Luke Snyder, is an excellent example of the type of content that should be in every addition of the Insider. This newsletter is intended to benefit TOWA members but without input from the membership it cannot consistently meet this goal. This is YOUR industry and it will not improve without your participation.*

*I encourage all members of TOWA to submit articles for the TOWA Insider. This is the best way to express your opinions, air your complaints and share your knowledge with other OSSF Professionals. Also if your company, your county or your competitors have innovative ideas (good or bad) please share them.*

*TOWA will NOT alter your articles without your permission but we cannot print any abusive*

## TOWA Membership Renewal

(President 's Message - Continued) The Chapters meetings and the Annual TOWA conference have various CEU (Continuing Education Unit) courses which are part of each professional's on-going education required by TCEQ for all professionals to maintain their respective licenses

in order to perform their duties as required by the Regulations and beyond..

The future of TOWA is dedicated to maintaining an effective role in the Texas Legislature to address those issues which affect our industry. In addition contact with the County Regulators allows TOWA and the local professionals to work together in order to provide safe and acceptable On-Site systems to the public.

Maintaining systems is probably the largest challenge to the State of Texas. Through TCEQ, the Maintenance Professionals in our industry, County DR's, the On-Site system manufacturers, the component part *manufacturers and the commercial distribution network which supports the professionals to give their excellent service to Keep Texas Septics safe and sound.*

*The future of TOWA is also in its people who join the organization and contribute their time and energy to keep the wheels of the organization and the industry it supports rolling into a brighter future. BUT, I must stress the need to add to our rank and file to allow us to better represent you and your industry. Strength in numbers is very important in order to address issues of regulation and improvements.*

*Again I am happy to be a part of an outstanding TOWA organization and I hope all will become better economically and professionally as we move into 2012 and beyond..*



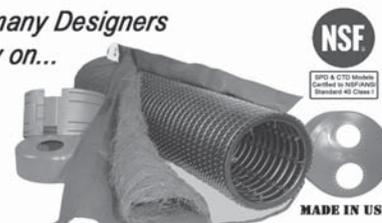
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### Local Enforcement Problems?

Attend a TOWA Chapter Meeting and Report  
Local Enforcement Problems

TOWA Chapters throughout the State hold periodic meetings that give 2 hours of continuing education credits as well as offer a forum to discuss local enforcement issues.

If an issue cannot be handled locally, your Chapter contact will refer the problem to the TOWA Enforcement Chairmen and legal counsel.

If you do not tell us what problems you experience that impact the industry, we cannot help to solve them!



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## **News from around the State**

By Tim Taylor

*Nacogdoches County increased its septic permit fees when commissioners met last week, despite one septic system installer asking the court not to.*

*Brad Hale, health and environmental inspector for the county, told commissioners Nacogdoches County's fees were well below the similar fees of many neighboring counties. But the department's costs of operating have increased, as have complaints that must be investigated. "Currently, Nacogdoches County has about 3,500 permitted systems," he told the court. "About 2,300 of those are aerobic." In the past, monitoring those systems has been difficult because of the volume and the size of the county. "But now, we've adopted a new software program that has greatly increased the efficiency of our recordkeeping," Hale said.*

*Hale said Nacogdoches County's existing rates were cheaper than Angelina, Cherokee and Rusk counties' rates and those of ANRA. "Everyone is considerably more expensive than we are," he said. The last time septic permit fees were increased was eight years ago, Hale said.*

*But Alma Tippins, owner of Alligator Annie's Septic Systems, told commissioners many of the people she deals with already have difficulty coming up with the existing \$250 permit fee to install a residential septic system.*

*"An increase in the fee to \$300 may not sound like much to you, but in these hard economic times, we are all having to do without many things we would normally like to have," she said. As an alternative means of generating revenue, Tippins suggested making inspections on weekends to "catch the 'bootleggers' who work on Saturdays when they know the inspector has the weekend off."*

*"They don't have licenses and don't require any permit from a customer," she said. "You could fine them, not the average citizen who is trying to do the right thing by purchasing a county permit to install a septic system and using a licensed installer to put their system in correctly.*

*"You could increase the fines on people who have septic*

systems piped into old wells," she said. "I know that sounds unbelievable, but I promise you, I have seen this many times, and I know it exists in this county. Ask any pumper; they have all seen this happen." The court approved Hale's proposal to increase residential fees from \$250 to \$300. Commercial fees will remain at \$400. The court also approved an increase in title transfer fees from \$26 to \$55 and real estate inspections from \$100 to \$125. The permitting fees are for new installations or replacement of an old system. "In this county, it is a one-time fee," Hale said. "Some counties do have annual permit fees. Nacogdoches does not do that."

The new fees are effective beginning Jan. 1.



By the way, the county commissioners of Parker County (Weatherford, Springtown), sits west of Tarrant (Fort Worth) and south of Wise Counties (Decatur), has - because of one person complaining about the county requiring maintenance contracts - voted 3 to 2 to hold a commissioners' court where there will be a hearing on whether the residents have to do that. Kurt Fuqua, director of Parker County Health Dept., said he guesses it would take another child falling in and drowning in a septic tank here to make people realize they need the contracts. I'm not sure even that will do it.

With more people doing their own repairs because of lack of requirement of oversight from a maintenance company in some counties, lack

of education regarding their wastewater treatment plant and the poor economy, we are encountering more and more systems where lids are either not screwed down, a too-light lid has been substituted for the heavier child-proof lid, or an alternative covering has been used. Pieces of wood or boards, a piece of plywood or a 5-gal bucket are common replacements. And we should not forget the old-stand by:- a water-meter cover, which is what the 2-year old girl fell through in Denton County when she drowned.

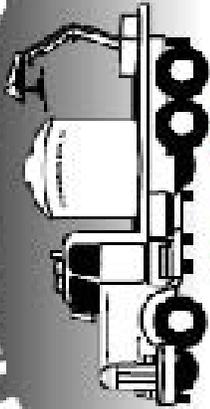
In the counties we service where maintenance contracts are not required (Tarrant and Johnson) we are encountering more large repairs than we have ever had. We still have a lot of contracts in Tarrant County in particular, but so many people moving into the county don't realize that their system needs maintenance because no one tells them. Where the repair could have been minor if the problem were caught early on, by the time we get the call, it has escalated to a major and much more expensive repair.

Johnson County has areas (mostly mobile home areas) where you can drive through at night and it looks like a red-light district because of all the alarm lights blinking. And I will guarantee you that those people have no intention of repairing the problem.

I guess sewage needs to run down I-35 from Denton clear into Austin before anyone in the State Legislature will pay attention. The state sure didn't do the environment or its residents any favors when the legislature voted to take out the law concerning the requirements of a maintenance contract.

Perry Burney

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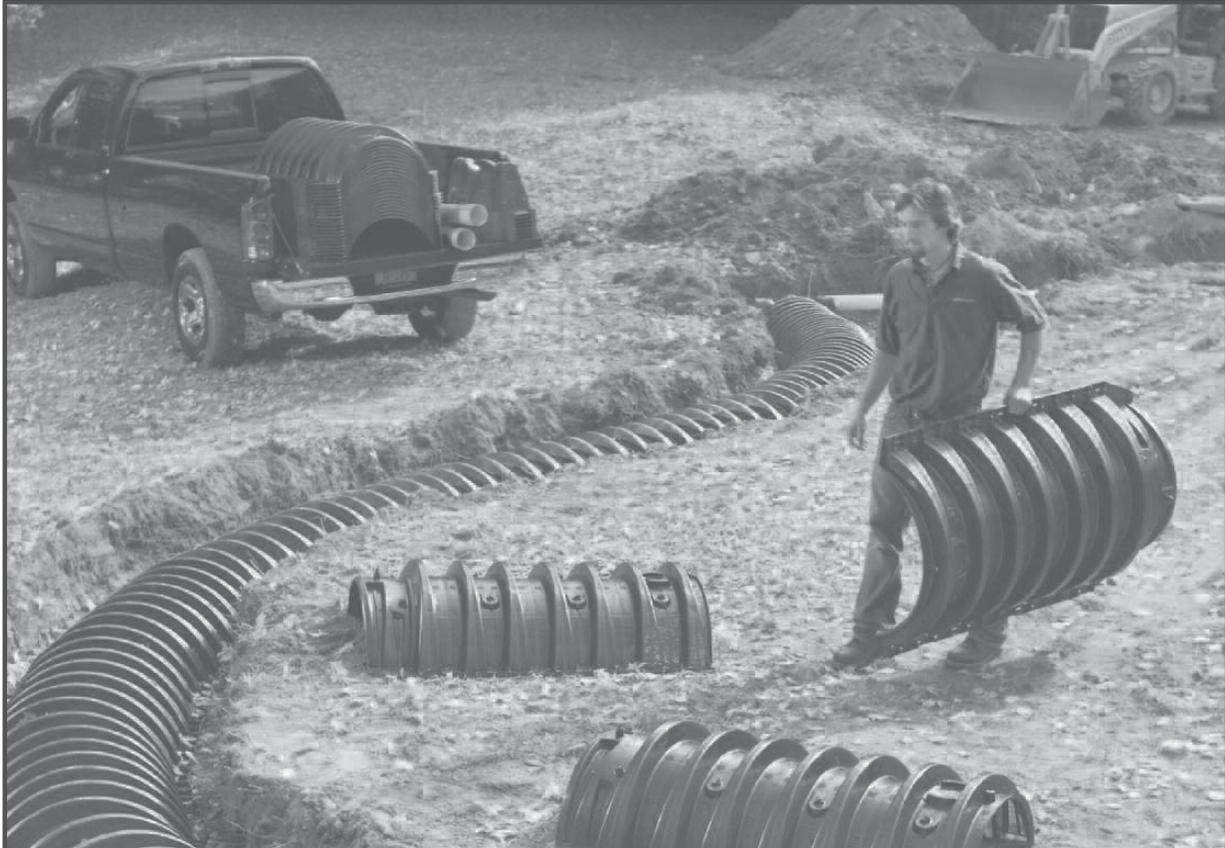
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INDIVIDUAL MEMBERSHIP APPLICATION FORM (2011)

Members are listed by individual name on TOWA website and in TOWA Directory. For Company listing, see Corporate Membership Application.

★★ Annual Dues = \$ 95.00 (12 month period)★★

Step 1 - Mark the correct TOWA Membership Category that best describes you (mark only ONE category):

- Engineer, Academic, Installer/Service, Regulator, Designer, Pumper, Supplier/Wholesaler, Manufacturer, Sanitarian, Legislator, Soil Scientist, Other:

Step 2 - Mark the TOWA Local Chapter you would like to join (OPTIONAL):

- Alamo (San Antonio - \$25), Designer (Texas - \$30), Heart of Texas (Waco - \$20), West Texas (\$25), Capital of Texas (Austin - \$5), East Texas (Tyler - \$5), Pumper (Texas - \$30), North Central Texas, DFW (Dallas/FTW), Gulf Coast (Houston - \$30), Three Rivers(Montgomery/\$30), Hill Country

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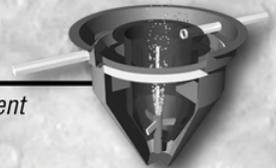


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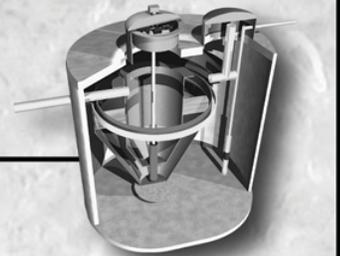
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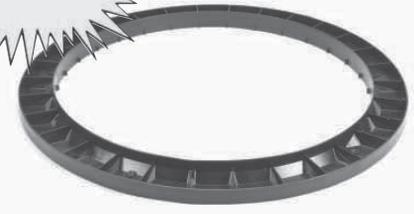
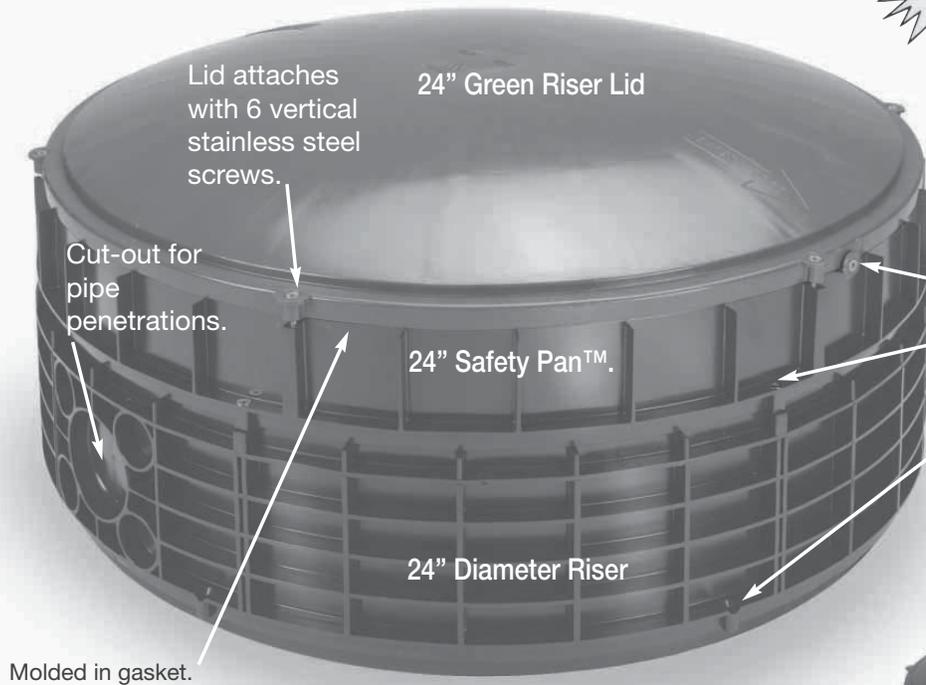
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# Septic Tank Riser, Lid & Safety Pan™

**FREE FREIGHT ON FULL CARTONS!**



## Tank Adapter Ring

New - Horizontal Safety Screw.

Safety Pan™ to Riser attachment with 6 vertical stainless steel screws.

Riser to Riser attachment with 6 vertical stainless steel screws.

Patent Numbers  
5,617,679 &  
5,852,901; other  
pats. pending.

## Riser Lid

with Molded-in gasket.  
Available in 12", 16", 20" and 24" diameters.

Concrete Lid w/handle

## Safety Pan™

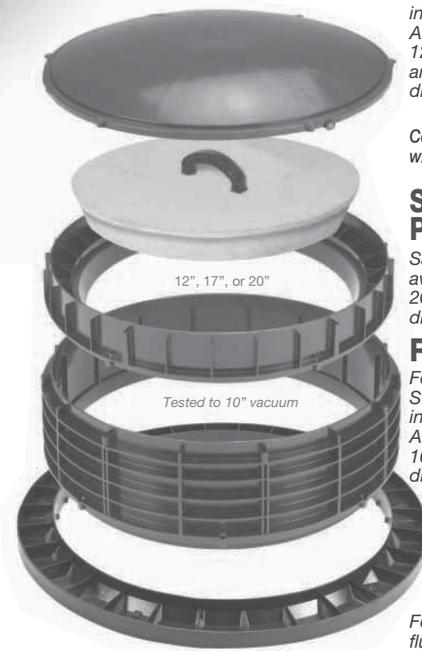
Safety Pan™ available in 16", 20" and 24" diameters.

## Riser

For septic tanks. Stackable in 6" increments. Available in 12", 16", 20" and 24" diameters.

## Tank Adapter Ring

For mounting riser flush to top of tank when casting-in is not an option.



## Effluent Filters

Patent Numbers  
6,319,403; D 431,629; other  
pats. pending.

**800 GPD**  
ANSI/NSF  
Standard 46



4" Sch. 40 &  
SDR-35

**EF-4**  
4" Filter

**EF-6**  
6" Filter

**1500 GPD**  
ANSI/NSF  
Standard 46



4" Sch. 40 &  
SDR-35

244 ft. of  
1/16" filtration  
area.

Gas/Solids  
Deflector

## One-Piece Tank Seal

For concrete Septic tanks and D-boxes.  
Accepts pipes from 1-1/2" to 4".  
Mounts with or without concrete flash.



Free Freight: 32¢

Patent No's  
4,951,914,  
5,624,123  
& 5,711,536;

## TS-4-RUBBER TANK SEAL

(will hold 10psi)

## TS-4PRO TANK SEAL

(will hold 5" vacuum)

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TWO TANK  
SKIMMING



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Removal of  
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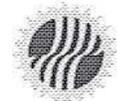
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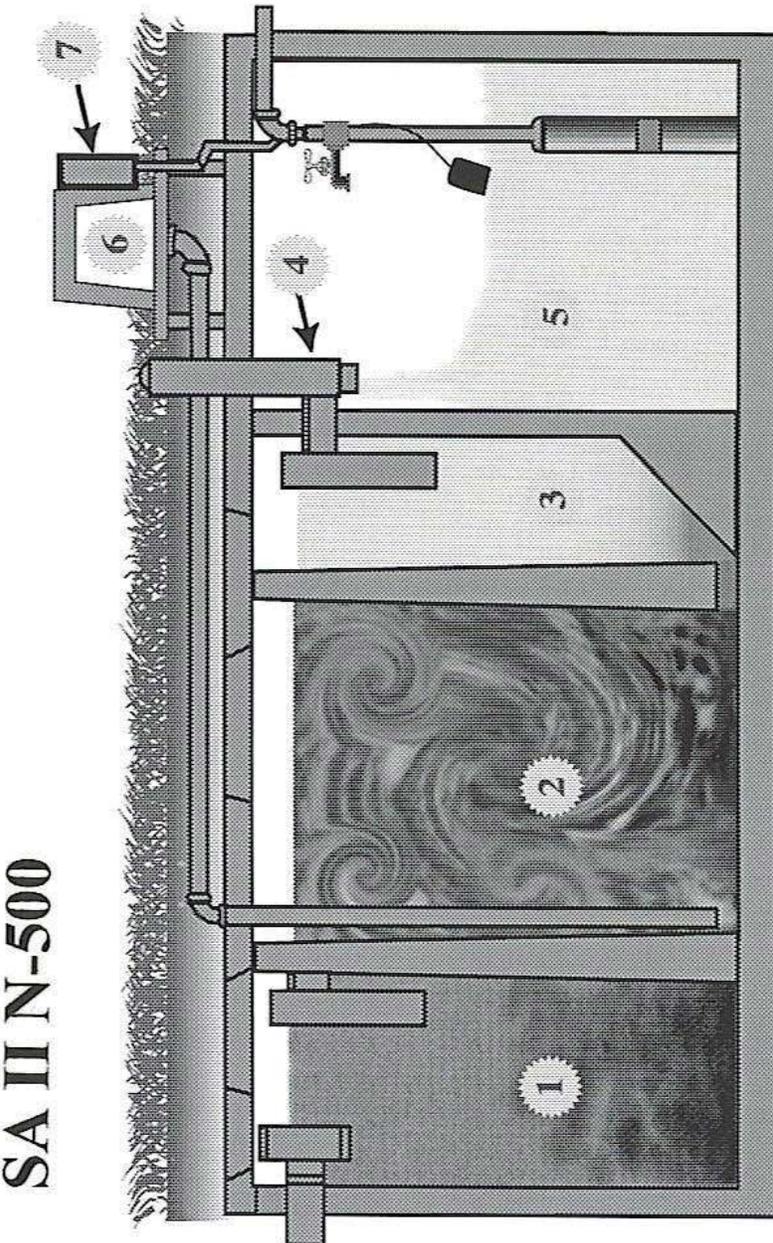


# Solar Air

## Aerobic Wastewater Treatment System



### SA II N-500

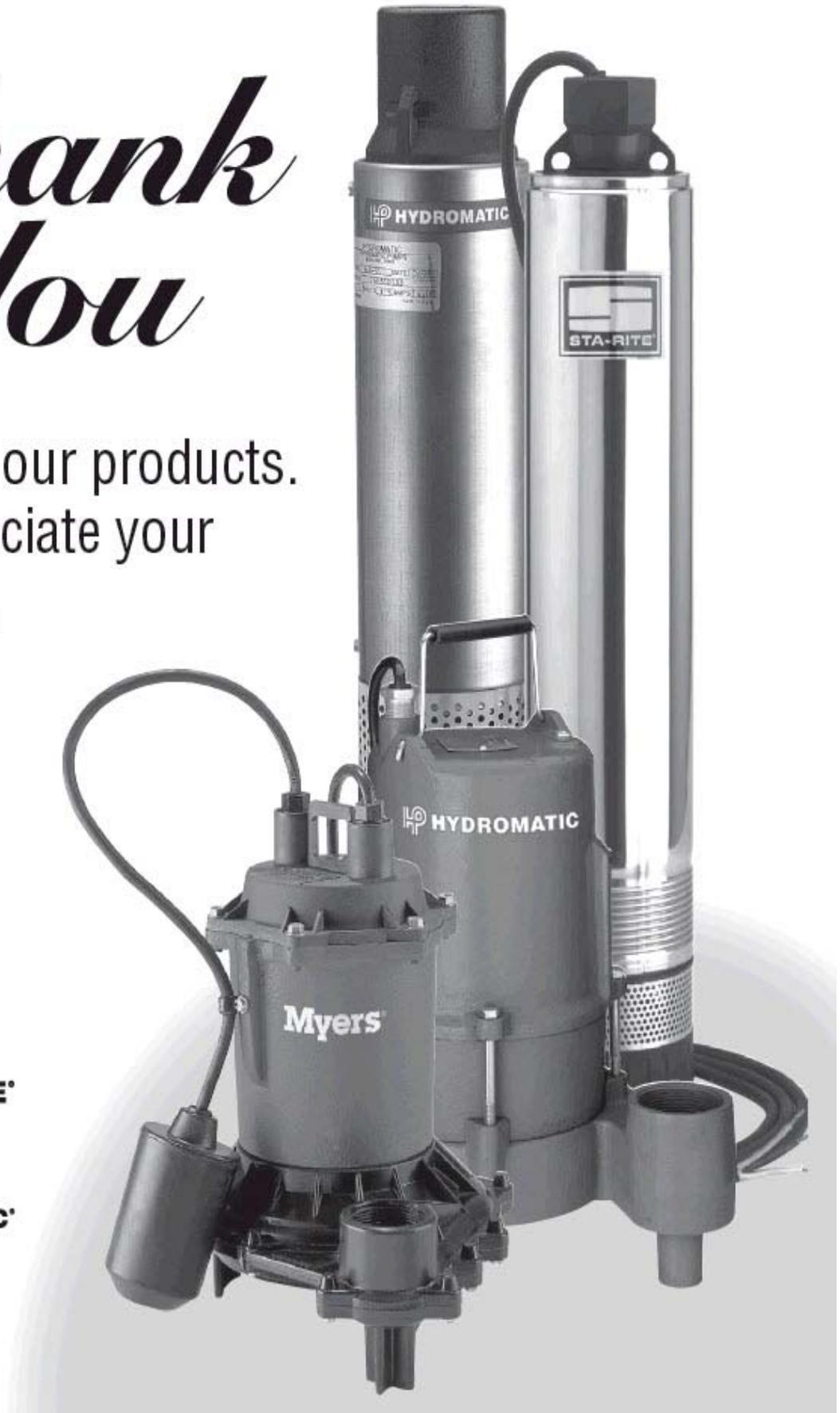


- 1 Pretreatment Tank**  
Where influent enters from home.
- 2 Aeration Chamber**  
Where oxygen is pumped into the sewage.
- 3 Clarifier**  
Where clear odorless effluent rises.
- 4 Chlorinator**  
For disinfection (where required)
- 5 Holding Tank**  
Stores the chlorinated effluent for discharge through the chosen method of disposal.
- 6 Linear Air Pump**  
Extremely quiet & efficient.
- 7 Complete Control Center**  
Monitors and controls the system, assuring that it functions at a very low cost.

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**Sub-Manufacturer**  
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 I-10 Contracting, Corpus Christi Area  
 361-729-5555

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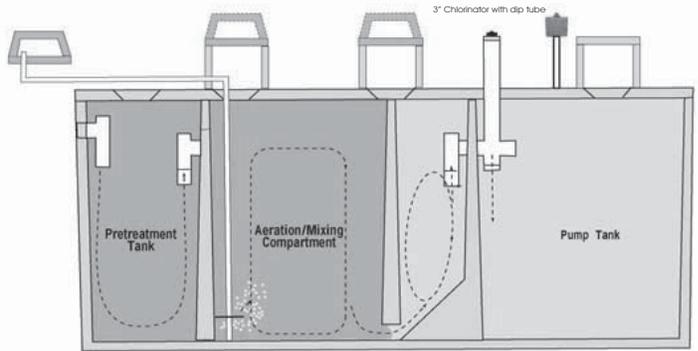


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*The Environmentally Friendly Alternative For Wastewater Treatment*

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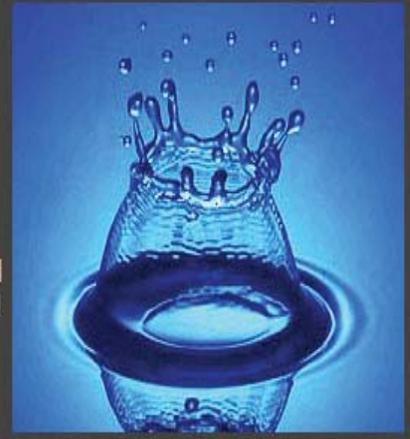
SHOWS

Septic Clean

Users Page

## Welcome

Enviro-Flo Inc. is a Mississippi based wastewater treatment plant manufacturer. We are approved to sell our products throughout the United States and several countries. We strive to be the best in the industry. The Enviro-Flo wastewater treatment unit was designed by installers for installers. Our design places great emphasis on performance, reliability, easy installation, and economical pricing. Our distributors are carefully selected and expected to uphold the highest standards. Please browse throughout our site and feel free to contact us directly if you have any questions.



## Our Goal

Enviro-Flo, Inc. wishes to bring you the most comprehensive information about the treatment of wastewater in small flow applications. We have designed our product with the installer in mind, and have designed our website to provide you quick and easy access to our information.

We are the environmentally friendly alternative for wastewater treatment with over 25 years of experience in the wastewater field. Our systems are designed with the installer in mind to minimize service and repairs, provide simple installation, and easy accessibility

We hope you find this website a valuable resource. Thank you for visiting Enviro-Flo.com

# Enviro-Flo Inc.

P.O. BOX 321161  
FLOWOOD, MS 39232  
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**We are always looking for State representatives, distributors, and manufacturers. If you would like to inquire about becoming a part of the Enviro-Flo team click the globe below. All contacts are kept confidential.**



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