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A *Newsletter* for **The Indiana Onsite Wastewater Professionals Association**



Second Quarter Edition • June 2004

Vice President's Message ...

LETTER FROM THE EDITOR IN MEMORY OF KEN ZOELLER

DATE OF BIRTH
DECEMBER 10TH, 1944

DATE OF DEATH
MAY 8TH, 2004

For those of you who did not know Ken Zoeller, you have missed knowing one of the kindest, most knowledgeable and generous people in the waste water industry. Ken was a true friend and helped our company in many ways; not because he had to, but because he wanted to. I have called Ken at home and at work and he always had time to help me with not only waste water problems but any other problem that I needed help with. Ken was a great supporter of all onsite waste water associations. When we were trying to organize our State Organization (IOWPA) Ken designed several different logos, that we might use in our organization. He called several times, wanting to know how he could help us. We will all miss you at the conferences that you so graciously donated your time as a speaker, to teach us a better way of life.

The Cole Publishing's Cleaner & Installer EXPO at Nashville, Tennessee will not be the same without Ken Zoeller there joking and promoting his product.

Ken, you will be sadly missed by Ernie and I and the whole IOWPA family. We will all be thinking of you each time we install one of your great products.

May God be with the Zoeller Family, Employees and Friends.

Sincerely,
Ralph, Ernie & the entire IOWPA Family

God danced on the day you were born

You are loved
You are beautiful
You are a gift of God
His Own Possession

You are a gift to all Mankind
His gift of love to them
You are His



In Memory of
Kenneth E. Zoeller (Ken)

In This Issue ...

<i>Vice President's Message</i>	1	<i>Regulator's Letter</i>	3
<i>2004 Officers</i>	2	<i>Conference</i>	3
<i>Letter from the Acting Editor</i>	2	<i>2004 Sponsors</i>	3
<i>Board of Directors</i>	2	<i>Membership Application</i>	4

IN THE CHIPS

BY JIM KNEISZEL

When an installer goes looking for a new profit center for a firmly established business, the search could lead anywhere.

Bob Ardoyno went fishing outside his business plan and discovered a revenue stream in the recycling industry – in marketing a way to rid the State of Georgia of millions of discarded tires.

Bob has built a side business with six-figure sales brokering shredded tires as a substitute for gravel aggregate in soil absorption systems, all the while sticking to his fist love: installing septic systems for about 200 customers per year.

And the best part of it all: He saves about \$250 per job, plus wear and tear on his own vehicles, working with the cost-effective lightweight waste rubber. The savings mean he can continue to compete with other installers on quality, while often winning the price war as well.

The good public relations don't hurt, either. Many consumers like the tire chip alternative for its economic benefit, but they also see Bob doing something to help the environment. "You'll find customers who say, 'Man, I'm glad you found a way to get rid of all those tires,'" Bob says. "The more I'm in it, the more I see what we're doing to help the environment. So it's good for the customers – they're getting a little better prices. And it's good for the septic man. He's going to make a little more profit."

Bob loves to talk tire chips, but he's an installer first and foremost. He and his wife, Johnnie, built their business on installation and that continues to make up the better part of their income.

Tanks a lot

Their family business employs their son Rob and son-in-law Brook Tanner. The business was formed by Bob's grandfather, Edward Hanly, in the 1950s as a concrete tank and pipe manufacturing operation. When manufacturing became a more sophisticated industry, Bob's family moved toward installation and pumping service.

The company's single crew of three takes on roughly 220 install jobs annually, usually within 45 miles of Waycross, in southern Georgia. About 60 percent of the jobs are new septic systems, and the rest are replacements of drainfields in systems installed in the early 1970s. The new systems usually include three or four 55-foot drain lines.

Bob and the boys usually head out to a job at 7 a.m. and finish by lunchtime. Bob uses the afternoon to answer phone calls and visit potential job sites. It's a comfortable pace, but Bob is considering adding another employee and splitting into a pair of two-man crews. He would then expand the business to a county about 60 miles south, near the Florida border. At 58, Bob doesn't anticipate retirement – he simply thinks his role will eventually move away from the construction and toward more office and design work.

A strong economy driven by continued low mortgage rates and a long-established habit of volume buying encourages Bob to expand the traditional business. While several area installers buy tanks and drain pipe by the job, Bob prefers to buy in bulk to ensure favorable pricing and increase margins.

"A lot of contractors don't keep any inventory at all," he

says. "When they buy pipe, they buy 200 feet of pipe. When I buy pipe I buy 20,000 feet and get the price like the plumbing company gets. It doesn't sound like much – saving a nickle a foot of pipe – but it adds up. To me it's good business."

The chip trade

Accustomed to tweaking the business plan, Bob started exploring the tire chip recycling business several years ago. He negotiates for chips with recycling companies and hires a trucking company to deliver loads directly to customers or to his yard for his own use or for redistribution.

Installers are slowly catching on to tire chips in Georgia, where Bob sells to about 15 customers out of a pool of 1,500 potential users statewide. Installers must perceive a fiscal and practical benefit to using shredded rubber, or they won't try it, Bob says.

Savings to installers come mainly in the dramatic weight-to-volume differential between tire chips and rock. As an installer, Bob pays about \$6 more per ton for tire chips than for crushed rock. However, 25 tons of tire chips have the volume and fill value of 75 tons of rock. So the buyer gets about three times as much fill with tire chips over rock for about the same price.

Bob gives a personal example: A typical septic system in sandier south Georgia requires three 55-foot drainfield lines. A ton of tire chips will run 21 feet of line, versus 7 feet for rock fill. The total job will use about 8 tons of tire chips as opposed to 24 tons of rock – meaning that

using chips requires one easy haul to the job site, saving time and money. Bob figures he saves about 60 percent on fill materials, or about \$250 per job.

Lighten the load

That doesn't take into account savings on equipment wear and tear or fuel. An installer using rock might buy and maintain a beefy 10-wheel tandem dump truck and make a few trips to a job site, while a tire chip job might require one trip using a smaller modified grain truck with a big flatbed.

In parts of Georgia, where good rock fill is scarce or heavy soils demand longer drainfield lines, shredded rubber is often a clear fiscal choice. In areas where rock fill is plentiful and cheap, tire chips may not be a clear winner.

Bob wouldn't use tire chips if they hadn't proven to be a worthy replacement for stone. A study by Enviologic Inc. showed that shredded tires used in aggregate do not pose a significant groundwater pollution threat because they are non-degradable and are not a potential fire hazard when buried.

In fact, there is evidence that tire chips, ground to one-half to two-inch nuggets, leave larger voids than stone when poured in the trenches. According to Bob, tire chips have shown to hold 30 percent more water than rock aggregate, giving small systems more capacity to efficiently leach effluent into the ground at no additional cost.

Also on the plus side, tire chips are a lot easier to move around after being dumped onsite. After a little practice, Bob has found the chips easy to manipulate with a metal rake, and he recommends finding ways to dump directly into the lines as opposed to dropping all the aggregate on the ground and then working it into the hole.

Keep it clean

There are a few installation cautions when using tire chips, Bob says. First, use of a geotextile fabric cover over

"The more I'm in it, the more I see what we're doing to help the environment. So it's good for the customers – they're getting a little better prices. And it's good for the septic man. He's going to make a little more profit."

-Bob Ardoyno

the tire chips is given. The fabric – cost is generally \$10-\$13 per job for Bob – prevents soil erosion into the aggregate voids and is often also advisable for rock drainfields. Cleanup is another crucial step in the process. Bob says installers have to be careful to clean up all unused chips, which can be unsightly and dangerous if left on the ground. Unlike rock, the rubber will not eventually work its way below the turf and some shreds contain sharp remnants of steel belts from auto tires.

Bob is convinced that more installers will start using tire chips as word of their effectiveness gets out and environmental concern over how to use millions of landfilled tires grows. He believes science is beginning to demonstrate clearly that the recycled aggregate works well and often helps the installer make more money.

"If you're going to have a problem with the product not working right, it'll show up in the first three years. If it goes past that, you're pretty safe," Bob says. He's seen good results and stakes his installer reputation on the new technology.

"We call it a no-brainer," Bob concludes. "I've got it in my septic system in the back yard. I wouldn't put it back there if it didn't work. I don't want to dig up my back yard again." ■

Hello IOWPA Board of Directors & Members

I have been in conversation with the Executive Director of the National Association of Waste Transporters, Inc. (NAWT) about their training program for certified septic system inspectors. I have attached a very recent decision from the NAWT Board on how their training and certification program will work. I feel that this could be very beneficial to our membership. As Julie Haan stated in a past Board of Directors meeting, people that are doing proper transfer septic inspections are not adequately trained. I feel this is a perfect opportunity to get some people trained. Please review the attachment and give me some ideas on how to proceed. I want to have a face-to-face meeting in July (after my wedding) so we can sit down and discuss this matter and other IOWPA issues. The meeting will be held during the day at the RCAP offices. I need to know what date would work best for you all so that we can maximize attendance. I look forward to MANY e-mail responses to this message. Thanks!

SUBJECT: Next IOWPA Board of Directors Meeting

I feel that is is high time that the Board has another face-to-face meeting. I have scheduled a meeting at the RCAP Offices on Friday, July 23rd at 1:00 p.m. We desperately need everyone to attend so we can catch up on everything that has happened and to get prepared for the annual conference. Please send me items for the agenda soon. I want to put the agenda up on the website. Contact me with any questions or suggestions.

Todd D. Trinkle

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From the Indiana State Health Department

To Interested Parties in On-Site Sewage System Rule

The Indiana State Department of Health (ISDH) would like to update you on the status of the proposed on-site sewage system rule [LSA Document #02-321]. The ISDH had hoped to submit the rule to our Executive Board for final adoption at its May meeting. After careful consideration, the ISDH decided to withdraw the proposed on-site sewage systems rule and initiate a new rule promulgation cycle.

The promulgation process for this rule has been lengthy. The process included three public hearings with an extended comment period. Based on those comments, the ISDH made numerous changes to the preliminary rule. After the comment period, the Indiana legislature passed a statute affecting on-site sewage systems. The provisions of that

statute need to be considered in the development of the final rule. Because of the complexity of the rule combined with the changes and new statute, the ISDH wanted to distribute the proposed final rule prior to submission of the rule to the Executive Board for final adoption. Unfortunately, if we do so, the current promulgation cycle will expire before an additional comment period and final adoption can be completed.

The ISDH has therefore decided to withdraw the current proposed on-site sewage systems rule and initiate a new rule promulgation cycle. Official notice of the withdrawal will be made in the Indiana Register. The ISDH will then begin anew the promulgation of an on-site sewage systems rule. The ISDH anticipates publishing a Notice of Intent to Adopt in the August 2004 issue of the *Indiana Register*. The new rule promulgation cycle will include a comment period and public hearing. The current promulgation process has been very productive and beneficial. The new promulgation

process will utilize the comments and input received during the current process. The new process will start with a proposed preliminary rule that reflects the extensive work that has already occurred throughout the on-site sewage systems rule process.

If you have any questions, please contact Terry Whitson, Assistant Commissioner for Health Care Regulatory Services Commission, ISDH, 2 North Meridian Street #5A, Indianapolis, IN 46204; phone (317) 233-7022, e-mail twhitson@isdh.state.in.us, Howard Cundiff, ISDH Director of Division of Consumer Protection, phone (317) 233-7182 or Alan Dunn, ISDH Residential Sewage Disposal Program Manager, phone (317) 233-7179

Sincerely
Terry Whitson, J.D.
Assistant Commissioner
Health Regulatory Services

I want to personally thank Dr. Matt Byers and the Koeller Team for all their hard work publishing the IOWPA newsletter this past year. I did not realize how much work was involved until I volunteered to be an interim editor.

*Thanks,
Ralph*

2004 WINTER CONFERENCE

WHO: *All onsite professionals*

WHAT: *Installers, cleaners and haulers training, what's in it for me?*

WHERE: *To be announced!*

WHEN: *To be announced!*

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