THE DRILLSTEM
COLORADO WATER WELL CONTRACTORS ASSOCIATION

2015 CWWCA ANNUAL CONFERENCE
January 8-9-10

CROWNE PLAZA DIA
15500 E 40TH AVENUE
DENVER, COLORADO 80239

EXHIBITORS
CONTINUING EDUCATION
MEMBERSHIP MEETING
BUCK LIVELY SCHOLARSHIP AUCTION
SOCIAL

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THANK YOU TO ALL CWWCA MID-YEAR CONFERENCE SPONSORS FOR YOUR SUPPORT!
ADVERTISING INFORMATION

DRILLSTEM ADVERTISING
Advertising Rates for the Drillstem, A quarterly publication of CWWCA
(Published April, June, September, and December)
Classified ads are $1.00 per 3.5-inch line.

<table>
<thead>
<tr>
<th>Number of Issues</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
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</thead>
<tbody>
<tr>
<td>Savings</td>
<td>0%</td>
<td>5%</td>
<td>10%</td>
<td>15%</td>
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<tr>
<td>Full Page 7&quot;x10&quot;</td>
<td>$250</td>
<td>$450</td>
<td>$675</td>
<td>$850</td>
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<tr>
<td>Half Page 7&quot;x5&quot; or 3.5&quot;x10&quot;</td>
<td>$150</td>
<td>$285</td>
<td>$405</td>
<td>$510</td>
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<tr>
<td>Quarter Page 3.5&quot;x5&quot; or 7&quot;x2.5&quot;</td>
<td>$90</td>
<td>$172</td>
<td>$243</td>
<td>$306</td>
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<tr>
<td>Business card 3.5&quot;x2&quot;</td>
<td>$50</td>
<td>$95</td>
<td>$135</td>
<td>$170</td>
</tr>
</tbody>
</table>

Help wanted ads will not be published. Seeking employment ads will be published. All rates for non-members are 10% higher.

COPIES MUST BE CAMERA READY OR TRANSMITTED ELECTRONICALLY (.doc, .pdf, or .jpg format)
Please be sure to include all borders in the given dimensions (width x height) at 600dpi. Avoid using colors in the ads since the DRILLSTEM is printed in black and white. For full formatting requirements, please visit our website at CWWCA.org.

SEND COPIES AND PAYMENT TO:
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Denver, CO  80222
e-mail: execdir@cwwca.org
303.759.2294

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One-Year Banner Advertisement: $300
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MEMBER DIRECTORY UPGRADE
CWWCA Members may choose to upgrade their listing in the searchable member’s directory.
Upgrading allows your listing to be displayed at the top of searches and sorts. It allows your listing to link to your web site. And upgrading allows you to display your LOGO or Picture of your choice with your listing.

One year of Directory upgrade: $50.00
Pictures for the listing should be submitted in .jpg format and should be 80 pixels high, by 80-160 pixels wide.

CWWCA CONTACTS

Executive Director
Sherry Engleberg
CWWCA 1540 S. Holly St. #6
Denver, CO  80222
Phone: 303.759.2294
FAX: 303.757.0158
E-mail: execdir@cwwca.org

WEB SITES

Colorado Water Well Contractors Association
www.cwwca.org
American Ground Water Trust
www.AGWT.org; privatell.com
Board of Examiners
www.water.state.co.us/boe/
Colorado Ground Water Association
www.mountainstatesgroundwater.com
National Ground Water Association
www.ngwa.org
World Wide Drilling Resource
www.worldwidedrillingresource.com

CWWCA EVENTS CALENDAR

Oct 3, 2014  CWWCA Board of Directors Meeting
Oct 3, 2014  TWG Meeting
Oct 7, 2014  BOE Meeting
Jan 8-10, 2015  CWWCA Annual Conference
Note from the President

I want to thank everyone who attended the 2014 Mid-Year Conference. Thanks to all the instructors, the program committee, and especially all of you who attended to make it a successful Mid-Year. Special thanks to Sherry and her staff for organizing a successful event.

Summer has come to an end and I hope everyone had a great and safe and busy summer and are looking forward to the fall and the holidays. Don't forget the Annual is coming soon: January 8-10, 2015. The classes will be informative and timely. I hope to see everyone there.

Robert Cockerham
2014 CWWCA President
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BRECKENRIDGE, CO
JULY 11-12, 2014

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DYNOTEK, LLC
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TABLE TOP DISPLAYS

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COLORADO WATER WELL CONTRACTORS ASSOCIATION

MID-YEAR CONFERENCE
BRECKENRIDGE, CO
JULY 11-12, 2014

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DYNOTEK, LLC
FRONT RANGE PRECAST CONCRETE
HYDRO RESOURCES-ROCKY MOUNTAIN, INC.
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PREFERRED PUMP & EQUIPMENT
VOLKBELL PROPERTY & CASUALTY, LLC
WESTERN HYDRO CORP.
SUCCESSFUL MID-YEAR PROGRAM!!
CWWCA 2014 MID-YEAR CONFERENCE SPEAKERS

JULY 11

Mak Scharenbroich, P.E.
Hydro Resources-West, Inc.
740 Bennie Lane, Suite A
Reno, NV  89512

Andrew Ross
CO Dept. of Public Health & Environment
4300 Cherry Creek Drive South
Denver, CO  80246

Dave Wilson
Baroid, IDP
9989 W. 84th Place
Arvada, CO 80005

Larry Finney
Finney Drilling & Excavating
1124 Eagles Nest Ct.
Canyon City, CO  81212

Matt Sares
Division of Water Resources
1313 Sherman St. Ste. 821
Denver, CO  80203

Daniel O. Niemela, P.G.
Bishop-Brogden Associates
333 W. Hampden Ave., Ste. 1050
Englewood, CO  80110

Todd Hunter
Ground Water Pump Systems
4699 Nautilus Ct. South
Boulder, CO  80301

JULY 12

Dave Wilson
Baroid, IDP
9989 W 84th Place
Arvada, CO 80005

Paul Morgan
CO Geological Survey
CO School of Mines
1500 Illinois St
Golden, CO 80401

Kris Jackson
Pentair Flow Technologies
9 Willow Road
Queensbury, New York

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Using Well Water Wisely: Preserving & Protecting Your Drinking Water Supply

Well owners are the managers of their own water systems, so protecting groundwater is protecting the water supply for their families. There are two primary categories of groundwater protection:

1. Keeping groundwater safe from contamination
2. Conserving groundwater by using it wisely and not wasting it

In the average household, the greatest amount of water used inside the home occurs in the bathroom through the use of showers, toilets and sink faucets. Depending on where in the country you live, outdoor water use can vary widely—but in many places it accounts for a large percentage of household water use.

One place to start with conserving water is to do an assessment of how much water a household currently is using to see where the most water savings can be realized. To estimate household water use, well owners can use a "water use calculator" that allows them to insert values specific to their households for different areas of water use.

The National Ground Water Association (NGWA) provides an online water use calculator accessible by on our website. The same NGWA water use calculator is available as a smart phone app on our website.

When using the water use calculator, well owners can consider whether they can cut down on their households' water consumption by modifying their water use habits—particularly in the most intensive areas of water use such as clothes washing, showering and outdoor water use.

Also, when using the water use calculator, households can consider whether they can save on consumption by installing a water-saving appliance or fixture—

(Continued on page 10)
particularly in areas of the most intensive water use.

Here are some ways to modify one's water use habits:

- Never pour water down the drain—such as dehumidifier water or water used to wash vegetables—when there's another use for it, such as watering indoor or outdoor plants.
- Don't run a faucet when you're not using the water, such as when brushing your teeth.
- Only use the dishwasher when it's fully loaded.
- Store drinking water in the refrigerator instead of running the tap until the water is cool.
- Men: Shave using a sinkful of water rather than in the shower.
- Be creative in saving water!

Another potentially big water saver is to repair dripping toilets or taps. One drop of water dripping from a faucet wastes an estimated 2,700 gallons of water a year!

Another way to save water is to install a flow restrictor on the end of your faucet or install a showerhead with a flow restrictor. Flow restrictors permit a steady stream of water while using less water.

Well owners also can find water saving plumbing fixtures or appliances by looking for U.S. EPA Water Sense certified products.

To achieve even more water savings, well owners can modify their outdoor water use habits by, for instance:

- Planting native or drought-resistant plants
- Installing irrigation devices that are most water efficient
- Using mulch in plant beds to hold moisture in soil
- Setting the lawn mower blade higher to encourage root growth and to hold soil moisture
- Covering pools and spas to reduce evaporation
- Avoiding a fine spray when using a hose to minimize evaporation

There is something every person can do to conserve water!
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TOLL FREE: 800-336-4631
Driller and/or Pump Installer Apprenticeship Program

Colorado Water Well Contractors Association (CWWCA) is a voluntary program for CWWCA members, developed to assist individuals that would like to obtain a water well driller license and/or a pump installation license in the state of Colorado. Records will be kept by the CWWCA and available to the applicant to provide proof of experience to the Board of Examiners (BOE) during the license application process.

Continuing education as it applies to the apprentice program. By the end of each year of apprenticeship the apprentice must attain two continuing education hours. At the end of the apprenticeship, the apprentice must comply with the existing rules for continuing education as set forth in the BOE rules 2 CCR 402-14 concerning continuing education to obtain a drillers and/or pump installers license. A Continuing Education form (similar to the one provided to the licensed contractors by the State during the renewal process each year) will be provided to the apprentice at the end of each calendar year so the CE’s earned can be documented.

For full information on this and other CWWCA educational opportunities; Go to CWWCA.org and look under education.
CWWCA Members!

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**Kyle Rehme, Production Specialist – 970-223-1804 ext. 220, krehme@frig.net**

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**P&C**

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All interested parties:

The Colorado Water Well Construction Rules (Rules) are open for revisions in 2015 and the rulemaking process has begun! The Board of Examiners of Water Well Construction and Pump Installation Contractors (BOE) is interested in hearing from people involved in all areas of the ground water community. Continue reading below to see how you can participate.

The public process for this rulemaking is designed to give stakeholders — all who may be affected by a change in the rules — the opportunity to present their thoughts, ideas, and reasoned opinions on any proposed changes. A series of public meetings are planned to make sure your voice is heard and to identify the areas of the rules that are in need of change to ensure the protection of public health and the preservation of ground water resources. The statutory guidelines for the rulemaking process are contained in the Administrative Procedure Act (APA) found in the Colorado Revised Statutes Title 24, Article 4. (C.R.S. 24-4-103)

Any comments submitted will be compiled and reviewed by BOE staff for consideration at public meetings, where the pros and cons of potential rule changes, additions, or deletions can be discussed by attendees. The goals of the public meetings are to

1. communicate with the ground water community at large,
2. identify specific rules that are in need of change, addition, or deletion, and
3. to the greatest extent possible, develop consensus for proposed changes.

Please refer to these helpful links for more information.

- **2014-2015 BOE Rulemaking Process Webpage**
  - Go to: [http://water.state.co.us/groundwater/BOE/Pages/BOERules.aspx](http://water.state.co.us/groundwater/BOE/Pages/BOERules.aspx)
  - You will find a link to upcoming meetings on the [RULEMAKING MEETINGS CALENDAR](http://water.state.co.us/groundwater/BOE/Pages/BOERules.aspx)
  - Many more informational links including presentations and timelines

The following information can all be found on the above, Rulemaking Process Webpage

- **Sign up for our email listserv to receive notices on upcoming meetings, drafts of proposed rules changes, and other information related to the rulemaking proceedings.**
  - Go to: [https://www.dwr.state.co.us/OnlineTools/NotificationServices/Login.aspx](https://www.dwr.state.co.us/OnlineTools/NotificationServices/Login.aspx)
  - You may need to create a New Notification Online Account
  - Once you have created an account or signed in you will need to select “Water Well Construction Rulemaking 2014-2015”

- **Provide comments by following the directions on the webpage or**
  - Download, Save and Complete the PDF fill-able form at [http://water.state.co.us/DWRIPub/Documents/Rulemaking%20Comment%20Form.pdf](http://water.state.co.us/DWRIPub/Documents/Rulemaking%20Comment%20Form.pdf)
  - Enter your Name, Phone Number and Email Address on the [AskDWR Request Page](http://water.state.co.us/DWRIPub/Documents/Rulemaking%20Comment%20Form.pdf). All other fields should populate for you.
  - Click Browse (in the Attachment line) to find and attach the PDF form you completed.
  - Click Submit Request.

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Well Construction & Equipment in the Residential Market.

Let me preface this article with that I am not a residential pump installer or driller. My background includes this but mostly I have concentrated on municipal and commercial systems for the better part of my career. Yet I constantly get calls from information seeking or frustrated residential users.

That being said it is hard for me to overlook my background and think like a residential system installer and salesman. One of the tricky parts of our business is that you first must be a qualified driller and/or pump contractor, but you also have to be a salesman. Something I think most of us did not sign up for.

We know we can drill the well, develop it correctly and size and install the proper pump system for the application. That is a lot for one person, or even one company. I can’t think of too many industries that require that much expertise from one person or company.

So once we do all of that, what’s next? Selling the customer on what is the best value for their needs! This is the hardest part of all. In order to do this we must add another skill to our resume. How do we sell the best value over the lowest price? We not only have to do this against our competition but now to our potential customers.

My thoughts and my opinion is that the best value is the best deal. Our years of experience give us the ability to design and price this fairly for our customers. So how do we convince them that the lowest bid isn’t necessarily the best value? These three simple steps may help.

Step One - Educate the Client. Take the time and show them that your experience provides the best opportunity for meeting their needs. Remember the majority of our clientele know very little about the products and experience we bring to them. That has its plus’ & minus' to it. None of us want to be the slick used car salesman type, but we can be someone who offers only the concise information and products they need.

Step Two - Close the deal without providing the information they can go shop you with. Tricky, but doable. Explain the basics but not the detail.

Step Three - Sell Yourself. Let that customer know that you are not here for just this sale but that you will be here for the long run. Do not be afraid to tell them that if you mess up it is on you and you will take care of it. If it is not, you will explain it to them that you will charge a fair and reasonable price to take care of it, and that you will be there to help them now and in the future.

I am not saying any of these steps are easy. I do believe that if you treat people fairly that they will do the same to you. I have been disappointed in this believe from time to time but that has been outweighed by the positive feedback and return customers we have been able to maintain. Hopefully it can work for you.

~Scott Orr
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TWG Meeting Recap - July 11, 2014

July 11, 2014
TWG Meeting Recap
Beaver Run Resort
Breckenridge, CO

Next TWG Meeting:
10 AM, Friday, October 3, 2014
Chase Bank Building
333 West Hampden Ave., Englewood, CO 80110

Attendees:
Travis Day, Scott Orr, Jeff Appel, David Wilson,
Keith Branstetter, Matt Sares, Todd Hunter, Mike Wiedorn,
Daniel Niemela, Brad Himes, Doug Stephenson, Joe Meigs,
Robert Cockerham, Gene Wagner, Fred Baros

Moderator for October 2014 Meeting:
Mike Wiedorn

BOE Rulemaking
The 2005 Water Well Construction Rules (WWCR Rules) and the 2004 Rules and Regulations for Administration of Licensing, Financial Responsibility, Continuing Education and Remedial Action (the Licensing Rules) will be up for review in 2015. The formal rules review process will be preceded by a series of meetings to solicit public comment. The first of such meetings will be held from 4:30 – 6:00, Wednesday, September 10th at 1313 Sherman St, Rm 318, Denver, CO. Information regarding the Rules review process will be posted on the DWR website: http://water.state.co.us/groundwater/BOE/Pages/BOERules.aspx

There was discussion regarding the TWG’s role in review of the Rules. It was discussed that the TWG could be a forum for technical discussion of proposed changes to the Rules and to provide information to the CWWCA.

CDPHE WQCD Discharge Permits
Scott Orr shared that several contractors have perceived administrative changes in the way Colorado Department of Health and Environment Water Quality Control Division (CDPHE WQCD) treats discharge permit approval. First, the Minimal Industrial Discharge Permit (MINDI) is no longer available, and has not been for some time. Certain types of discharges do not require permits and are considered “low risk,” and these discharges are summarized in a 2009 Guidance Document, (available online). CDPHE Policies are summarized here: https://www.colorado.gov/pacific/cdphe/water-quality-permitting-policies. In particular, discharge related to well cleaning and rehabilitation do not appear to be deemed “low risk” by the 2009 Guidance Document and require a CDPHE discharge permit. The terms of a discharge permit for well rehabilitation are likely to require water quality standards prior to discharge, water quality testing and reporting. Water Quality Control Division permitting requirements for well cleaning or rehabing will likely require treatment of the cleaning or rehabing water prior to discharge. If treatment is infeasible, other disposal methods are recommended by the WQCD.

Well Inspection Program
On behalf of the CWWCA, Joe Meigs and Fred Baros have been in touch with Senator Cheri Jahn’s office regarding funding for the State’s well inspection program. (Currently, only 3 of 5 inspectors are funded.) Senator Jahn’s office indicated to Mr. Meigs that funding for the program was already available through the General Fund and action was needed by the Joint Budget Committee, however Mr. Meigs has found that Senator Jahn’s assertion is not correct. Mr. Meigs suggested that the CWWCA engage outside help to get legislative approval to properly fund the well inspection program.

CDWR Well Permit Activity
From: 1/1/2014 to 7/1/2014

<table>
<thead>
<tr>
<th>Permit Type</th>
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<tr>
<td>Total Applications Received</td>
<td>2,749</td>
</tr>
<tr>
<td>Total All Permits issued</td>
<td>2,492</td>
</tr>
<tr>
<td>Total New Exempt Permits Issued</td>
<td>1,646</td>
</tr>
<tr>
<td>Total New Non-Exempt Permits</td>
<td>483</td>
</tr>
<tr>
<td>Replacement Permits, Exempt</td>
<td>290</td>
</tr>
<tr>
<td>Replacement Permits, Non-Exempt</td>
<td>73</td>
</tr>
<tr>
<td>Geothermal Applications</td>
<td>20</td>
</tr>
<tr>
<td>Geothermal Permits Issued</td>
<td>22</td>
</tr>
<tr>
<td>Monitoring Hole Notice</td>
<td>382</td>
</tr>
<tr>
<td>Total Wells Plugged and Sealed</td>
<td>554</td>
</tr>
</tbody>
</table>

DWR Report
Matt Sares reported that the number of well permit applications has not substantially increased through July 2014, relative to last year. The number of permit applications during the past 6-months are summarized below.

Future Topics
DWR report (including summary of annual well permit applications)
CDPHE discharge permits
Well construction rules
Well inspection program
BOE Policy 2008-1 “No Continuing Education Accreditation for Post-Attendance Requests”

Respectfully submitted by Daniel O. Niemela

Full document & all links are available online at CWWCA .org
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Benefits of workplace safety
By Jim Walsh, Marketing Manager

One of the ways to control your insurance cost is by regularly monitoring your workplace safety program. If you don’t already have a program in place putting one together can be a simple process. Here are some tips for you to better your current safety program or get one started.

Management must commit to safety and lead by example. If your employees see you taking safety seriously then they are more likely to follow in stride.

Be proactive by investing in training and protective equipment. Most accidents occur because employees aren’t properly trained or don’t have the right equipment. Take the time to sit down and make a list of potential hazards. Discuss these hazards with your employees, and go over ways to avoid them.

Focus on return-to-work. Help your injured employee get healthy, and let them know that there is a job waiting for them. Try and not let things get combative with an injured employee. Other employees sense the tension and it could hurt morale.

Get your employees to buy-in. Involve your employees in setting up safety procedures. Make sure they have a say and a stake in what’s being asked of them.

Drive safely. Auto accidents are among the leading causes of injuries. Remind your employees to always buckle up, watch their speed, avoid distractions like cell phones, and avoid driving while drowsy.

Conduct inspections. Frequent jobsite inspections keep everyone on their toes and thinking about safety throughout the workday.

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