

# News & Views *from* OWWA

## Convention Changes Coming Both in 2008 and 2009

OWWA will make minor changes to the 2008 convention and major changes for 2009.

This fall the convention will be held Nov. 11 - 12 at the Roberts Centre near Wilmington.

A few changes:

- At least one of the seminars during the education day will be longer and more in-depth.
- Lunch will not be served on the second day.
- The investment to attend the education day and the banquet each will be increased by \$5.

Some of the changes were necessary to insure the financial success of the event.

**Major changes** will be made in 2009.

- The convention will be held in the Akron / Canton area during the first half of November.
- The convention will be a one-day event. It will start with a board meeting at 8 a.m. Seminars will be offered from 9 a.m. until noon. There will be a group lunch at noon that

will include installation of officers and presentation of awards .

The trade show will run from 1:00 to 6:00 p.m. and be converted from booths to a tabletop format.

Stay tuned for further information.

## Last Call For Seminar

More than 30 members have already registered for the OWWA sales and management seminar which will begin at 10:00 a.m. on Wednesday, April 16, at the Quality Inn & Suites, Bellville (I-71 at Exit 165).

Pat Miller, national sales director for Aqua Systems, will cover two major topics during the three-hour educational session:

- *Differentiation*
- *How To Get Everyone In Your Choir Singing The Same Song.*

Pat says “**Differentiation** is the reason your business exists and will continue to exist.”

## **Differentiation = Competitive Advantage**

- \* It is what keeps your business alive
- \* It is what keeps your business growing
- \* In short it is the reason your business exists
- \* What reason do your potential customers have to CHOOSE you?

## ‘Singing The Same Song’

Pat asks you to consider:

- \* What do **employees** think is important at your company?
- \* How do you get others in your company to follow you?
- \* What are your values?
- \* What is your company vision?
- \* What is the culture at your business?
- \* How do you deal with issues such as integrity, risk and motivation?

The investment is \$40 per person and includes lunch, breaks and course material.



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Walter Domer, Jr., Pres.

Dan Schlosser, Exec. Director

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## REGISTRATION FORM

OWWA Sales / Management Program

**April 16, 2008**

*Quality Inn & Suites (I-71 at Exit 165, Bellville, OH)*

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PH: \_\_\_\_\_ FAX \_\_\_\_\_

E MAIL \_\_\_\_\_

The following people will attend the seminar:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Registration fees:

\$40 per person:  
(includes lunch and breaks) = \$ \_\_\_\_\_

Make checks payable to:

Ohio Water Well Assn.,  
3271 Springcrest Drive  
Hamilton, OH 45011

Mail or fax this form. Fax: 513-895-1739

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### Scholarship

#### Deadline; Common MISTAKES!

Just a reminder that the deadline for scholarship applications is Thursday, May 1. That means the form must be at the OWWA office by that date!

We also would like to remind you of some **common mistakes** that can cost you points:

- Failure to include a copy of grades. We need a transcript of grades whether you are in high school or college. Don't count on the school to get it to us on time. YOU need to make sure the grades reach us.

- Test scores. If you are a high school student we need a copy of your ACT or SAT test scores.

- Details matter. Follow the directions! If several candidates are equal you could lose out because you didn't follow the directions EXACTLY or if your application is sloppy and there are spelling errors in your essay.

More than \$6,000 is available this year and we expect a record number of applicants. Good luck to all.

### Michigan Drilling Activity Declines

The economy in Ohio certainly hasn't been robust, but drilling in Michigan has seen a serious decline.

Below are some statistics released recently by the Michigan Department of Environmental Quality Water Bureau Drinking Water & Environmental Health Section.

### Water Well Records

(This data shows current statewide water well construction trends. Well records entered into Wellogic, the state groundwater database were used to compile the data.)

2007	17,500 (approx)
2006	22,685
2005	29,995
2004	32,597
2003	34,935
2002	33,043
2001	33,411
2000	35,557
1999	32,154
1998	31,160

For 2007: 54% were replacement wells and 46% were new wells; 15% used steel casing while 85% used plastic casing; 19% were drilled by cable tool; 86% by rotary and 5% by other methods such as auger, jetting and hollow rod; 75% were screened