



# The Source

The Newsletter of the Water Quality Association of Wisconsin

33 E. Main Street, Suite 701, Madison, WI 53703  
Phone: (608) 244-8460 ext. 303 Fax: (608) 244-9030

Volume 3, 2015

## President's Column

Happy Summer!

Don't end your summer without registering for the WQAW Convention on Friday and Saturday, September 25 & 26<sup>th</sup> at the Waterfront Best Western in Oshkosh, WI.

A WQAW Cram Session will be taking place on Friday, September 25<sup>th</sup> at the Waterfront Best Western hotel. If you have an employee who is taking the JPRA exam please register to get them enrolled. Or sit through the cram session and earn **6 continuing education credits (CEU)** for your plumbing license.

Friday morning, a WQAW Golf Tournament will be at Oshkosh Country Club. It's a private course that we are happy to offer to WQAW members.

At 5pm on Friday evening there will be a Product Fair Reception followed by the Friday Award Banquet. We will top off Friday festivities with entertainment. Scott Obermann, Wisconsin's Magician, will perform his family friendly, sleight-of-hand show.

On Saturday, we've got a good breakfast for you and important information during the WQAW Annual Membership Meeting. We need your vote for board of directors and officers. After the meeting, you and your employees sit through the presentations for 3 CEU's.

Attendance at this convention is a great way for you to support our association. It's not too late! Early Bird drawing and hotel room block ends Friday, Sept. 4<sup>th</sup>.

Register right now. See you in Oshkosh.



**Jim Luedtke**  
WQAW President  
Culligan Water Conditioning of Rice Lake  
Ph: (715) 234-8819  
Email: jim@culliganrl.com

### WQAW Events

- ★ WQAW Convention ★  
September 25 & 26, 2015  
Waterfront Best Western  
Oshkosh, WI
- ★ WQAW Cram Session ★  
September 25, 2015  
Waterfront Best Western  
Oshkosh, WI

### Early Bird Drawing

★ All people registered for the 2015 Convention **by Sept 4<sup>th</sup>** will be entered to win a free night stay at Waterfront Best Western in Oshkosh!

### Convention Hotel

The Waterfront Best Western Hotel is the location of the 2015 WQAW Convention on Sept. 25 & 26<sup>th</sup>.

This room block will be held until  
Sept. 4<sup>th</sup>.

- Standard Room = \$99.99
- Reservation Phone:  
(855) 230-1900

### E-Newsletter

★ Save a tree and subscribe to an electronic copy of **The Source** newsletter. E-newsletter will be delivered to your email address and saves the WQAW paper and postage.

★ To receive **The Source** newsletter via email please email:  
[Cheryl@CapGroupWI.com](mailto:Cheryl@CapGroupWI.com) and request your copy!

# Why Should I Contribute to the WQAW PAC

By Michelle Kussow, The Capitol Group, LLC



In 2006, the Water Quality Association of Wisconsin created a Political Action Committee (PAC) which allows WQAW members to pool financial resources together to participate in the political process and help elect supporters of our industry.

We ask that WQAW members consider making a personal donation to the PAC. Here are a few key reasons why it is important:

Put your money where your mouth is. Whether we like it or not, politics is driven by money. And if we don't contribute and play an active role in the political process, other groups that may have conflicting and competing interests will and their voice will be heard over ours.



You care about your job, your business and the industry. Making political contributions helps to ensure that the right candidates are elected. When these candidates are elected, they are able to vote on issues that affect your business and the industry allowing the water treatment industry in Wisconsin to thrive.

WQAW gets results. Contributions to the WQAW PAC have helped us elevate our profile and achieve legislative victories such as making changes to the JPR Exam and Wisconsin's Product Approval process.

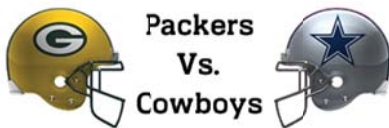


Make sure that the right people are elected. When the wrong people are elected, they introduce legislation that costs you time and/or money. For example, in 2010, changes were made requiring WQAW members to register as a Building Contractor which required paperwork to be completed and cost \$100 to register. In 2012, this provision was repealed.

Get to know new legislators. In the past two election cycles, there have been more than 75 new faces elected to the Legislature. Contributions to the WQAW PAC help us to establish relationships with these new elected officials and educate them on who we are and what issues are important to you.

And, if that's not enough reason to contribute....

★ WIN 2 tickets to the Packers vs. Cowboys game December 13th at Lambeau Field!! ★



Everyone who contributes between now and the WQAW Expo on September 25 & 26 will be entered into a drawing and the winner will receive the tickets **valued at more than \$200 each!** Winner will be drawn during the Annual Meeting at 8:00 am Saturday, Sept. 26, 2015.

Complete and turn with payment to:  
 WQAW  
 33 E. Main St., Suite 701  
 Madison, WI 53703

## WQAW Political Action Committee

YES! I want to support the WQAW PAC with my contribution of:

\$500     \$250     \$100     Other \$ \_\_\_\_\_

### Payment Information:

Visa\*     Am Ex\*     Mastercard\*     Personal Check\*

Card Number:

Signature

Name:

Email: \_\_\_\_\_

\*Personal contributions only. Wisconsin law prohibits corporate contributions.

# The Real Difference Between Winners & Losers

Winners and losers use different words to describe the experience with life. Which words do you use?

by GEOFFREY JAMES, Contributing editor, Inc.com @Sales\_Source



The words you use don't just express what you're thinking and feeling; they also tell your brain how to think and feel. Losers use words that make them bigger losers; winners use words that make them more successful.

I've seen several anonymous versions of this list on the web but I've made some changes and additions based on my personal experience:

A loser says "This is your problem."  
A winner says "Here is my solution."

A loser says "That's not my job."  
A winner asks "How can I help?"

A loser says "It's totally impossible."  
A winner says "Anything is possible."

A loser says "I've done enough for now."  
A winner says "What needs to be done next?"

A loser says "It's not my fault."  
A winner says "I made a mistake. Let's move on."

A loser says "At least I'm not as bad as that other guy."  
A winner says "My role models inspire me to up my game."

A loser says "I only work here."  
A winner says "I'm committed to our success."

A loser says "Thank God it's Friday."  
A winner says "Once I've rested I'll be more effective."

A loser says "Things could be worse."  
A winner says "Things can be better."

A loser says "This is the way it's always been done."  
A winner says "Let's figure out the best way to do it."

A loser says "I don't have the time."  
A winner says "If it's important, I'll find the time."

A loser says "Yeah, but..."  
A winner says either "I agree" or "I disagree."

A loser says "I will try."  
A winner says "I will succeed."

A loser says "That's just my luck."  
A winner says "I make my own luck."

A loser says "What's the point of trying?"  
A winner says "I'll eventually get it right."

A loser says "That's good enough."  
A winner says "Let's make it better."

A loser says "Life's a b\*tch and then you die."  
A winner says "Let's change the world."

## Reasons to Attend the WQAW's Convention

Mark your calendar for September 25 & 26, 2015 and register today to stay informed, involved and in-touch during the 2015 WQAW Convention at the Waterfront Best Western in Oshkosh.

- Waterfront Best Western - Nearly every room has a scenic view of the Fox River and many overlooking picturesque Lake Winnebago in the distance. Experience personalized service from friendly hotel staff, and enjoyed the comfort of beautifully appointed hotel rooms featuring upgraded amenities. The hotel is centrally located to the University of Wisconsin – Oshkosh, Grand Opera House, Paine Art Center and Gardens, Oshkosh Public Museum, Menominee Park and Zoo, and the EAA AirVenture Museum.
- 9 Continuing Education Credits Available!



- **6 Credits** - State of WI educational credits will be available at the WQAW Cram Session on Friday, September 25 from 8:30 – 4:30pm .
- **3 Credits**- State of WI and WQA credits will offer through 3 - one hour educational seminars.
- You must attend in person to receive the credits.

- WQAW Golf Tournament – 10am - Friday, September 25<sup>th</sup>  
The Oshkosh Country Club, established in 1899, is one of the oldest and most renowned in the state of Wisconsin. The 18-hole golf course is quietly one of the most pristine in the area. Mature trees border all of the holes and are accented with ponds and meandering streams throughout. The Oshkosh Country Club golf course has made a name for itself; it is on the must play list for the Oshkosh area.
- Scott Obermann, Wisconsin Magician – Scott's wonderful close-up sleight-of-hand magic will wow everyone. These magical talents have entertained clients at some of the biggest companies in Wisconsin. Magic in your hands and under your nose. Amazing stuff!
- WQAW Membership Meeting – Stay current with WQAW and industry news during the annual meeting. You can also cast your vote for WQAW Board of Directors!
- Networking – One benefit of networking is that it brings people looking in the same direction together. Unsurprisingly, this fosters true and genuine partnerships and friendships which quite often spill over on the social aspect of the convention.
- Early Bird Drawing! Register by **September 4th** to be entered into the Early Bird Drawing for a chance to win one night stay at the Waterfront Best Western in Oshkosh.



## Obituary

**William F. Granger**, age 63 of Manitowoc, died Saturday, March 14, 2015 at Holy Family Memorial Medical Center.

Bill was born on August 31, 1951 in Manitowoc, son of the late William and Mary (Fitzgerald) Granger. He attended Roncalli High School and graduated with the class of 1969. Bill was a 3rd generation owner of Water Care until his retirement. He was a member of St. Francis of Assisi Parish, Past-President and member of the Water Quality Association (WQA).

Survivors include his two sons and daughters-in-law: Matthew (Jaime) Granger, Marshfield; Ethan (Erin) Granger, Manitowoc; 5 grandchildren: Samuel and Maggie Granger, Marshfield; Delaney, Ana and Harper Granger, Manitowoc; two sisters and one brother-in-law: Sara (Bruce) Ando, Weston, CT; Susan Granger, Cape Coral, FL; one niece: Emily Ando, Boston, MA; one nephew: Bruce Ando Jr., San Diego, CA, other relatives and friends also survive. He was preceded in death by his parents: William and Mary Granger.



# Water Quality Association

*of Wisconsin*

## 2015 WQAW Convention

### ★ Schedule of Events ★

Waterfront Best Western Hotel

1 N. Main Street, Oshkosh, WI 54901

Room Rate \$99.99 • Phone: (855) 230-1900

Room block available until: Sept. 4, 2015

★Online Registration is now available at: <http://www.wqaw.com/Events/> ★

#### Friday, September 25, 2015

- 9:00 am.....**Golf Tournament at Oshkosh Country Club, Oshkosh, WI**
- 3:00 pm.....**Registration Desk** - Opens at Waterfront Best Western
- 3:00 pm – 5:00 pm.....**Table Top Exhibit Set-Up**
- 5:00 pm – 6:30 pm.....**Table Top Exhibits Open and Reception**
- 6:30 pm.....**Banquet and Awards Ceremony**
- 8:30 pm.....**Scott Obermann, Wisconsin’s Magician!** Scott's wonderful close-up sleight-of-hand magic will wow everyone!

#### Saturday, September 26, 2015

- 7:00 am – 8:00 am.....**Exhibit Hall Open**
- 7:00 am – 9:30 am.....**Breakfast Buffet** for registered attendees
- 8:00 am – 8:30 am.....**WQAW Membership Meeting**
- 8:30 am – 9:30 am.....**\*Disinfection Methods** – TANYA LUBNER, WQA. Empower yourself to provide disinfection treatment advice that best addresses your customers' wants and needs. This session will review the categories and characteristics of microbiological contamination, the vocabulary of treatment, the pros and cons of several available methods, pre-treatment requirements, and treatment by-product concerns.
- 9:45 am – 10:45 am.....**\*Applications of UV Disinfection** – MATT PALMERSTEN, Viqua, will not only to provide you with more detail regarding how UV works, but to also provide you the bullet points that will assist you in sizing, application, and service aspects of UV disinfection. While UV disinfection may be new to many of you, it has been around for many years. In today’s world the consumer is one that is driving many of the technologies that we in the industry are seeing and this UV is one of those technologies.
- 11:00 am – Noon.....**\*Health Related Site-Specific Permitting Requirements**  
ALAN MAST, Hellenbrand Water & Mast Water Technology to present an hour long seminar that will explain the state approval process required when offering health related water treatment solutions to Wisconsin non-municipal water supplies with 15 or more connections or serving 25 or more people. i.e Hotels, bars, camp grounds, office buildings, etc.
- Noon.....**Program Concludes**
- 12:30 pm – 3:30 pm.....**WQA Certification Exam** (pre-registration with WQA is required for exams)

\*Seminars will offer continuing education credits for State of Wisconsin and WQA certification.



# Water Quality Association of Wisconsin

## Annual Convention

September 25 & 26, 2015  
Waterfront Best Western, Oshkosh, WI

### ★ Convention Registration Form ★

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email (for confirmations) \_\_\_\_\_

Spouse (if attending) \_\_\_\_\_

**Sponsorships Available!**  
If you are interested in providing additional WQAW support with a sponsorship, please check below and WQAW will invoice you.

- Golf Hole Sponsorship \$100
  - Golf Award Sponsor \$100
  - Convention Door Prize \_\_\_\_\_
- List donation

<div style="border: 2px solid red; border-radius: 50%; padding: 10px; width: 150px; margin: 0 auto;"> <p style="text-align: center; color: red; margin: 0;">2015 WQAW Convention</p> <p style="text-align: center; margin: 0;">Sept. 25 &amp; 26, 2015</p> </div>	<b>Complete Package</b> <small>Includes all events except golf. Friday reception &amp; banquet, Exhibit hall, Saturday seminars &amp; breakfast.</small>	<b>Friday Banquet</b> <small>Friday evening reception &amp; banquet, and Exhibit Hall.</small>	<b>Saturday Package</b> <small>Saturday seminars &amp; breakfast.</small>	<b>Spouse Package</b> <small>Includes Friday reception &amp; banquet, Exhibit Hall &amp; Saturday breakfast.</small>	<b>Golf Tournament</b> <small>Friday, Sept. 25 2015. Oshkosh Country Club Oshkosh, WI Tee times between 9:00-10:00 am 18 Holes, cart &amp; box lunch.</small>	<b>TOTAL</b>
<b>First and Last Name.</b> <i>Please include company name if different from above.</i> Please print legibly.	<b>Member \$150</b> Non Member \$190	<b>Member \$75</b> Kids under 12 \$35 Non Member \$100	<b>Member \$75</b> Non Member \$100	<b>Member \$100</b> Non Member \$150	<b>\$125</b>	
1.						
2.						
3.						
4.						
5.						

Return Registration Form by: **Friday, Sept. 4, 2015**

➤ **Payments must be made at time of registration.**  
 Water Quality Association of WI  
 33 E. Main Street, Suite 701  
 Madison, WI 53703  
 F: (608) 244-9030

➤ **Online registration is available for credit card orders.**  
<http://www.WQAW.com/events/>

➤ **Questions? Contact Cheryl at:** (608) 244-8460 ext. 3  
 Cheryl@CapGroupWI.com



# Water Quality Association of Wisconsin

## Annual Convention

September 25 & 26, 2015

Waterfront Best Western, Oshkosh, WI

### ★ Table Top Exhibit Form ★

Table Top Display

• Members = \$150.00

• Non-Members = \$250.00

Reserve space by: **Friday, September 4, 2015**

Name \_\_\_\_\_

Company (as it should appear in program) \_\_\_\_\_

Address \_\_\_\_\_

City, State Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email (for confirmations) \_\_\_\_\_

Are you a  
WQAW  
Member?

Yes

No

#### General Information

**Set-Up:** 3pm – 5pm Friday, September 25, 2015

**Exhibit:** 5pm – 7pm and during the reception on  
Friday, September 25, 2015

7am – 8am during breakfast on  
Saturday, September 26, 2015

**NEW SPONSORSHIP PACKAGE! <SAVINGS**

1 Table Top Display

1 Golf Outing Sponsorship

2 People for Friday evening banquet

**\$250 per Member or \$350 for Non-Members**

**The Fine Print:** Table top exhibits include an 8' skirted table and chairs. You may bring equipment, such as softeners, to display in your area. WQAW encourages companies to exhibit on Friday and Saturday, but companies may elect to display on Friday only and not to stay for Saturday's exhibit time. Exhibit booth price includes exhibit space plus one Friday evening banquet ticket. Shipping information will be provided with your exhibit confirmation materials.

**Brief description of your company** (to be used in convention brochure):

Do you need electricity for your table top?

Yes

No

#### Additional Sponsorships Available!

If you are interested in providing additional WQAW support with a sponsorship, please check below and WQAW will invoice you.

Golf Hole Sponsorship \$100

Golf Award Sponsor \$100

Convention Door Prize \_\_\_\_\_

List donation

We are unable to exhibit this year  
but would like to support WQAW  
with a donation of \$ \_\_\_\_\_

Return Registration Form by

**Friday, September 4, 2015.**

> **Payments** must be made at time of registration.

Water Quality Association of WI

33 E. Main Street, Suite 701

Madison, WI 53703

> **Questions?** Contact **Cheryl Lytle** at:

Ph: (608) 244-8460 ext. 3

Fx: (608) 244-9030

Email: Cheryl@CapGroupWI.com

# Water Quality Association of WI presents Restricted Appliance Plumbing Exam “Cram Session”

Friday, September 25, 2015 in Oshkosh, WI.



On Friday, September 25, 2015, the WQAW will be holding a “Cram Session” for anyone registered to take the Restricted Appliance Plumbing exam. The instructor is **Jim Davis**, who is a retired State of Wisconsin Plumbing Instructor. He will be teaching an 8+ hours focused session with information designed to specifically prepare you for the exam.

Ultimately, we intend to assist you and your employees to increase your chance of a passing grade.

Register your learners for this opportunity!

## Registration Fees

- ◆ includes educational seminar and lunch.
- ◆ \$199 for WQAW members
- ◆ \$299 for non members

## Cram Session Schedule

- 7:30 a.m. Registration
- 8:00 a.m. Restricted Appliance Plumbing Exam Review
- Noon Lunch Break – Lunch provided.
- 4:30 Seminar Concludes.

## Topics Reviewed

- ◆ Code Book Review -Including sections 8233, 40 and 41
- ◆ Fixture Count Review
- ◆ Definitions
- ◆ Basic Plumbing Math
- ◆ Blueprint & Drafting
- ◆ Sizing the Water Supply System
- ◆ Water Treatment Handbook
- ◆ Cross Connection Control Manual

Please bring:  
CALCULATOR  
& CODE BOOK.

## Featured Speaker

- ◆ **Jim Davis**, retired State of WI Plumbing Instructor.

## Who should attend?

- ◆ Anyone registered to take the **Journeyman** or **Master** Restricted Appliance Plumbing exam that would like to prepare and review for the state exam.
- ◆ Anyone who failed the exam and would like a refresher course to prepare for the exam again.

## Exam Cram Session

- ◆ This session is to help prepare individuals review and prepare to take the Restricted Appliance Plumbing exam. This is NOT a session to cover the required course work.

## Date & Location

- ◆ **Friday, September 25, 2015**  
**Best Western Waterfront Hotel & Conference Center**  
1 N. Main Street  
Oshkosh, WI 54901  
Ph: (920) 230-1900  
**Room rate: \$99.99** – WQAW rate

REGISTRATION ◆ Includes seminar and lunch  
\$199 WQAW Members ◆ \$299 non-members

Name \_\_\_\_\_  
Business \_\_\_\_\_  
Address \_\_\_\_\_  
City, State Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Email \_\_\_\_\_

**Please return this form and payment to:** (REGISTRATION FEE – includes lunch.)

**Mail to:** Water Quality Association of WI ◆ 33 E. Main Street, Suite 701 ◆ Madison, WI 53703

**Fax to:** (608) 244-9030

**Questions:** Contact Cheryl at (608) 244-8460 ext. 303. **Fax completed form to:** (608) 244-9030.

**Register TODAY!**



# CERTIFICATION EXAM REGISTRATION FORM

WQA WISCONSIN 2015  
OSHKOSH, WISCONSIN  
WATERFRONT BEST WESTERN  
1 N. MAIN STREET, OSHKOSH, WI 54901 UNITED STATES



## EXAM DATE TIME:

Saturday, September 26, 2015 • 12:30 p.m.

## INFORMATION

WQA MEMBER NUMBER

CONTACT FIRST NAME LAST NAME

MALE  
 FEMALE

COMPANY NAME

MAILING ADDRESS

CITY STATE/PROVINCE ZIP/POSTAL CODE

COUNTRY

COMPANY TELEPHONE

COMPANY FACSIMILE

EMAIL

**Call for discount information if five or more from the same company attend the same testing session. You may attend either session.**

## METHOD OF PAYMENT

Check:  (payable to WQA) Check # \_\_\_\_\_

Charge:  MasterCard  VISA  AMEX  Discover

CHECK NUMBER

CREDIT CARD NUMBER EXP. DATE SECURITY CODE

CARDHOLDER'S NAME

SIGNATURE

## EXAM REGISTRATION FEES

(Select all that apply.)

BASIC EXAMS	(MEMBER/NONMEMBER)
<input type="checkbox"/> Certified Water Specialist (CWS)	\$120 / \$240
<input type="checkbox"/> Certified Installer (CI)	\$120 / \$240
<input type="checkbox"/> Certified Water-treatment Representative (CWR)	\$120 / \$240
SUBTOTAL (U.S.)	\$ _____
GRAND TOTAL (U.S.)	\$ _____

### NOTE:

#### Preregistration Deadline

A copy of this form plus payment must be received by six business days prior to the testing session for all exams. Registrations received after the preregistration deadlines are subject to the on-site registration fee.

#### On-Site Registration

An on-site registration fee of \$25.00 is charged for on-site registrations AND all registrations received after the preregistration deadline. Fee must be paid before exam scores are released. WQA DOES NOT GUARANTEE that persons registered on-site can be accommodated for testing.

#### Refunds

Full refunds are made if the examinee cancels the exam registration by six business days prior to the exam session. NO REFUNDS are given if cancellation is received AFTER the cancellation deadline. NO REFUNDS are given for "NO SHOWS" who don't appear for preregistered exams.

## MAIL, FAX, OR EMAIL COMPLETED FORM TO:

Water Quality Association • Attn: Professional Certification & Training  
4151 Naperville Road • Lisle, IL 60532-3696 USA  
Phone: 630-505-0160 • Fax: 630-505-9637  
Email: dleblanc@wqa.org

**BE SURE TO MAKE A COPY FOR YOUR FILES.**

## 2015 WQAW Board of Directors

**Jim Luedtke, President**

Culligan of Rice Lake  
(715) 234-8819; jim@culliganrl.com

**Don Meredith, Vice President**

Culligan Water Conditioning - Union Grove  
(262) 878-1161 dmculligan@gmail.com

**Scott Chiples, Secretary/Treasurer**

Culligan Water Conditioning - La Crosse  
(608) 781-2500; mr.chips@centurytel.net

**Jeff Hubbard**

Canature USA  
(612) 232-7756; jeff@canatureusainc.com

**Erik Koglin**

Pentair Water Purification  
(262) 408-9348; erik.koglin@pentair.com

**Bill Maher**

Maher Water Corporation  
(715) 344-2900; bill@maherwater.com

**Alan Mast**

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**Dan Meier**

Culligan of Rock County  
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**Mike Paggi**

Culligan of Tomah  
(608) 372-6124; mjpaggi@gmail.com

**Chris Richter**

Water Clinix of America dba Water Doctors  
(262) 549-7733; crichter@h2odoctors.com

**WQAW Management & Legislative Team**

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Phone: 608-244-8460 ext. 3  
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Email: michelle@CapGroupWI.com  
Email: brandon@CapGroupWI.com

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