



# OUTHOUSE POST

A Quarterly Publication

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**REGISTER NOW  
FOR THE 2026  
MSO CONFERENCE**



**MEET NEW  
BOARD MEMBER:  
JAY JULIEN**



**NEW MEMBER  
BENEFIT WITH  
DIG IN DIGITAL**



**UPCOMING CLASSES  
FOR THE REST OF 2025!**



# A Note From The President

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MSO Members,

Hoping you have all had been busy and getting lots done. Cheers to surviving another summer in onsite! The weather was incredibly favorable to the folks in this industry the last three months. I for one took full advantage of the less miserable than usual temps we have had this early summer and the last month of perfect weather. We could use some rain though. Unfortunately, it will come to an end in a short matter of time, and the freezing temps will be here. It's always a dice throws this time of year, and we never know what we will get. So, I encourage you all to take advantage of the good weather while it's still around.

Recently we hosted our annual membership event at the Springfield Cardinals, it was such a great time. Glad to see everyone who was able to attend. We sold out our entire block of tickets and decided to increase the number for next year. If you couldn't attend, I encourage you not to miss next year. It's always one of my favorite MSO events of the year. Many good laughs were had, and as little business discussed as possible! Fellowship is good for the soul.

As we approach the end of our work season, the annual conference is approaching fast. Hats off to Tammy, the conference planning committee, and the rest of the Board for putting in the work to make this year's conference the best yet! Combined they have put in hundreds of hours of effort to bring you an agenda filled with exciting speakers presenting information relevant to your day-to-day work. This year will be our first year hosting the conference at a new venue in many, many years. Due to that I ask the entire membership for a little grace. There will be hiccups for sure, it will be a new environment. It is exciting however, and the board would not have made this lateral move without the best interest of the organization at heart, and I believe it will lead to a better overall experience for everyone in attendance! Can't wait to see you all there!

As always here is another friendly reminder that we are actively seeking members who are interested in joining our board to help us continue growing and evolving. If this opportunity interests you, don't hesitate to reach out to either myself or Tammy. Our contact information is available on the Missouri Smallflows website. Elections are right around the corner, and we will be looking to grow our board. Do the organization and yourself a favor. Get Involved!

Nick Dykes

MSO President

P.S. Ladies and Gentlemen, we broke 750 members!



# MSO Hosted Events for Septic Smart Week

By Tammy Trantham, Executive Director

Septic Smart Week is a nationally recognized week that promotes the awareness of our industry. MSO participated this week by promoting homeowner education about onsite wastewater treatment systems. Several different states and associations helped promote this event!

We thank Governor Mike Kehoe for declaring September 15-19 Septic Smart Week through a state-wide proclamation. We greatly appreciate the Governor's support of our ongoing educational goals.

MSO hosted an Open House Workshop at the Springfield Demonstration Site for homeowners. This event took place on September 17. During this evening event, homeowners got to learn about the various components of onsite wastewater treatment systems.

MSO also hosted a live webinar for homeowners on September 18. Individuals were able to log on and see a presentation by Nick Dykes and Tammy Trantham about septic systems and homeowner tips to maintain their system. Big thank you to Nick Dykes for helping lead this webinar. This was made possible by our partner, NOWRA. The video was recorded and can be viewed anytime. Share it with your homeowners that you work with.

<https://mosmallflows.org/septic-smart-week/>

We also did daily Facebook posts to keep up with social media. If you haven't yet, like our Facebook page as an individual or company! <https://www.facebook.com/MissouriSmallflows>

We look forward to the 2026 Septic Smart Week!



# Accepting Nominations for MSO Awards

## Accepting Nominations for MSO Awards

MSO has two awards that may be given out annually at the MSO Conference & Trade Show. The nominations are open and can be filled out via the links on our website. Deadline is December 1, 2025, for nominations. <https://mosmallflows.org/membership/>

### Service Award to MSO Member

MSO created the Service Award to recognize members that contribute to the organization to further its mission and goals. Members may nominate other members that they feel are worthy of this award.



This award would encompass a member that has shown service to the association through volunteerism and promoting the industry. It can be an Annual Award. Qualities of the individual would be evaluated but not limited to the following:

- Active membership with MSO
- Actively participate in a project or committee
- Show initiative to complete a specific project
- Promoting the association's goals or the industry

### Lifetime Achievement Award

MSO created the Lifetime Achievement Award to recognize members that have promoted the industry and the association over several years. Members may nominate other members that they feel are worthy of this award.

This award would be a member that has shown years of dedication to the association and industry. Exemplary service to the industry, volunteerism to the association and building opportunities for future professionals would be some of the qualities examined for this member.

- Long-time member of MSO
- Served on the MSO Board of Directors
- Actively participated in projects or committees
- Mentored professionals to better the industry



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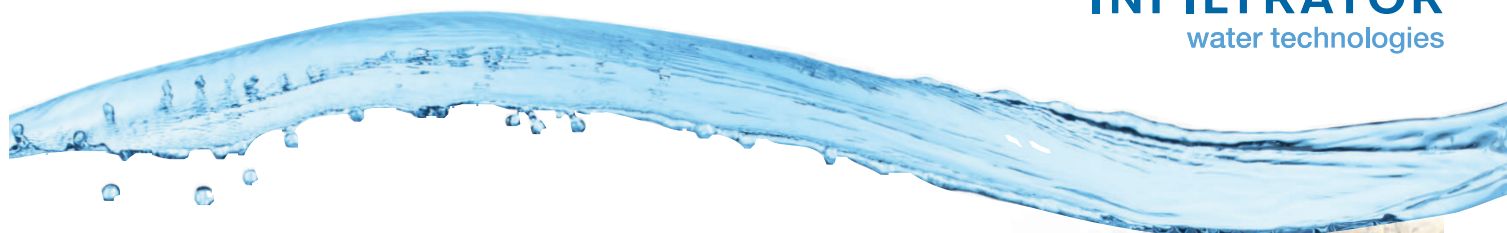
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## MSO Members gather at a Springfield Cardinals Game!



MSO hosted some members and their family members to attend a Springfield Cardinals game on September 13. The event was a huge success with great networking and a great game! They won! This annual event has proven to be a fun event for members and a nice relaxing experience. Stay tuned for our next event planned for 2026. More details will come soon as the Membership Committee puts this in place. Thanks to all who made the trip to Springfield for the game!



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## INTRODUCTION FROM TAMMY TRANTHAM, EXECUTIVE DIRECTOR OF MSO

I am pleased to announce an exciting new partnership between the Missouri Smallflows Organization (MSO) and Dig In Digital, a division of Imagemark Marketing & Advertising. This partnership was created with you, our members, in mind, to ensure that your businesses have access to professional, trustworthy, and effective marketing support.

As part of this agreement, MSO has negotiated a 10% discount on all marketing services provided by Dig In Digital for our members. Whether you need help with your website, local advertising, or reputation management, Dig In Digital will provide expert services at a special rate just for MSO members.

In addition to providing marketing services, Dig In Digital is committed to serving as an educational resource for our industry. They will be offering free quarterly webinars on practical marketing topics and will also be available to answer member questions about marketing challenges throughout the year.



**MISSOURI  
SMALLFLOWS  
ORGANIZATION**

Many of you have already seen their work! Dig In Digital designed and developed our new MSO website and logo ([www.mosmallflows.org](http://www.mosmallflows.org)). Their professional approach and industry knowledge made them a natural fit as our exclusive marketing partner.

Looking ahead, MSO has invited Dig In Digital to be a featured speaker at our 2026 Annual Conference at Margaritaville in January. Their presentation will focus on helping septic and excavation companies strengthen their marketing in simple, effective ways, without the pressure of a sales pitch.

We are proud of this partnership and confident it will provide real value to our members. Please join me in welcoming Dig In Digital as our exclusive marketing partner.

— Tammy Trantham  
Executive Director  
Missouri Smallflows Organization

### DIG IN DIGITAL: YOUR PARTNER IN GROWTH

At Dig In Digital, our mission is simple: help septic and excavation business owners grow without the stress of marketing. We know your time is better spent in the field with your customers, not trying to keep up with digital tools and trends.

Dig In Digital is a specialized division of Imagemark Marketing & Advertising, a Missouri-based agency in business for over 40 years. Imagemark has supported Missouri 811 for 25+ years, showing our ability to deliver long-term results.

**DIG IN**  
**DIGITAL**

Dig In Digital is led by Chris Downing, with 10+ years in digital marketing and 6 years in the U.S. Navy, and Aaron DeBuhr, a retired Air Force veteran with 20 years of service and 10+ years in marketing. Together, they lead a team committed to best-in-class service and practical solutions.

As a veteran-owned business with decades of combined experience, we pride ourselves on being both professional and approachable, giving septic and excavation companies the tools to grow with confidence.



AARON DEBUHR



CHRIS DOWNING

## DIG IN DIGITAL: HELPING SEPTIC & EXCAVATION COMPANIES GROW

We know many septic and excavation companies face the same challenges in marketing. That's why we've built Dig In Digital to address the top pain points:

1. Limited Time: We handle your marketing so you can focus on customers and jobs.
2. Local Visibility: We specialize in local SEO so homeowners find you first.
3. Confusing Results: We provide clear reports that show real results.
4. Too Many Vendors: We offer full-service solutions in one place.
5. Reliable Support: You'll always have a real person to call and a partner you can trust.

## LET'S CONNECT

We're excited to share resources and training with MSO members. Here are three ways to connect with us:

### BE ON THE LOOKOUT FOR AN EMAIL ABOUT OUR FIRST WEBINAR:

Demystifying SEO: How Search Engines Really Work

📅 January 7, 2025 | 🕒 12:00 PM | ⌚ 30 minutes

### JOIN US AT THE 2026 MSO ANNUAL CONFERENCE AT MARGARITAVILLE.

Attend our session or visit our booth. We would love to meet you.

### REACH OUT ANYTIME:

🌐 <https://digindigital.com/>

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# Meet your new Board Member – Jay Julien

Jay Julien joined the MSO Board of Directors in January 2025. He works for Stewart Concrete Products as the Chief Purchasing Officer for seven locations and project estimating (vendor haggler). He has worked there for 9.5 years.

## Why Did you Join the Missouri Smallflows Board?

There is a need for good people with knowledge that can bring help to the organization and provide better education and benefits to the onsite wastewater industry in the state of Missouri. There's a right and a wrong way to do things and this organization backs the people that are doing it the right way.

## Where do you see the state of the onsite industry in Missouri right now?

I feel like it is improving from the "good old boy" attitude that it was for a long time. Now I'm one of those "good old boy" attitude types of people in some ways. BUT I DO believe it is improving and we are improving as a whole. I feel like there is lots of room for improvement and there is a right and a wrong way to do this.

## How do you feel Missouri Smallflows Organization is tracking currently?

We are tracking upwards in a dramatic fashion. There is a great group of people that are dedicated to the organization and have the best interests at heart for the organization and industry. The entire board works well together and shares a common interest and the benefit of all the members of the organization. interests at heart for the organization and industry. The entire board works well together and shares a common interest and the benefit of all the members of the organization.

## How did you get started in the onsite industry?

To be honest when I was getting out of high school I had several job offers. One of them was working at Stewart and the other was running heavy equipment with an installation company. I actually took the job with the installation company. And about a week before I was supposed to start, I felt that I had made the wrong decision. I knew I truly wanted to be on the production side of the industry instead of the installation. The job Stewart Concrete had offered me was gone at that time. Luckily, they made another position for me as a laborer and I was able to join the company doing service work, pouring concrete, and general laboring. Then the position opened for me to be a maintenance mechanic and I took that for three years. Then I went on to drive a crane truck for three years delivering tanks. Two years ago, I was moved into the office and took the sales position that I currently have now. It was meant to be.

## Where do you see yourself and the onsite industry 10 years from now and your place in it?

I think the industry itself it is hard to imagine because over the last ten years there has been so much innovation. And I believe there will be considerably more innovation in the near future. I believe we are going to see some pretty great things as far as products and systems that are going to change the way wastewater is treated. As time goes on, the industry has gained more respect. Over the years, everyone has looked at it like wastewater is gross but they are slowly realizing the importance of the treatment of wastewater and how important it is to our world.

I see myself in the same place I am at now; working for Stewart Concrete and continuing to grow myself, the company, and the industry as a whole.

## What would you say to anyone considering getting involved with MSO?

MSO's benefits are sometimes not realized but they are so crucial to any professional in this industry but they are so beneficial to anyone that it's a shame if they are not reaping the benefits for such a small cost.



Jay Julien (left) and Jeff Julien (right) at the MSO Conference & Trade Show 2025



Most people don't realize how much MSO can actually offer them, and how much it can benefit their professional career.

### What's your most Challenging jobsite/ day of work?

The most challenging site I have ever experienced was the system at Fantastic Caverns. So to be honest, every one of our contractors bid it with plastic tanks because everyone thought they could not get a tank truck on the project. Which of course the concrete tanks bid got the project with us. The contractor called us to do an evaluation onsite to see if it was possible to even get a truck in. We decided it would be one of the toughest jobsites we have ever tackled but we could accomplish it. When we started delivering tanks the first set of tanks had to go over a bluff which was an asphalt golf cart path that was only six feet wide. The contractor had to clear some brush and break rock on the uphill side to make the path wide enough for the truck to ride the curb headed down the hill, the slope was steep enough you had to focus on keeping your balance just walking up it.

The tank WAS A 2000 GALLON tank that weighed 19k and was a foot off the back of the rail truck and I offset it to the uphill side to balance the weight. The biggest challenge when I started to drop over the hill was when I started to take the truck down the hill it was leaning from being on the rock ledge lip and there was a giant oak tree that the rail was not going to clear. To overcome that the contractor piled about a foot of soil on the low side to even the grade up on the slope to overcome the slope and get by the tree. It was sketchy. When I hit the soil, it had some moisture on it, and it was on asphalt it was slick as ice. The truck started to crab-walk sideways on me at which point I had to release the brakes to keep it from sliding and I started freewheeling the hill. Once I hit the bottom, I had to make a sharp ninety degree turn before the truck was back on level ground! At which point I was turning left and all the right, was on the upside of the truck and it felt like I was only on the right-side wheels. It was a good day because nothing broke, the customer was happy, and everything worked out just right. But I repeat IT WAS SKETCHY



Jay helping replace aging risers at the Onsite Wastewater Training Center in Springfield.



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## October 22nd

### Drip Irrigation

Location: Springfield, SI Precast (Wilbert Funeral Services)

Full Day Class: 8:30 AM - 4:30 PM

DHSS General CEUs: 6.5

Select: Basic: 0, Advanced: 6.5, Inspectors: 6.25, Onsite Soil Evaluators: 4.0, and Perc Testers: 0

DNR Wastewater CEUs: 6.0

Member Price: \$150 Non-member price: \$235

## October 23rd

### What's in my yard?

Location: Springfield, SI Precast (Wilbert Funeral Services)

Full Day class: 8:30 AM - 4:00 PM

DHSS General CEUs: 6.5

Select: Basic: 5.5, Advanced: 5.5, Inspector: 1.5, Onsite Soil Evaluators: 1.0

Member price: \$150

Non-member price: \$235

## November 5th

### Inspecting Tanks, Lagoons, & LPP

Location: St. Charles Admin Building, St. Charles

Full Day Class: 8:30 AM - 4:00 PM

DHSS General CEUs: 5.0

Select: Basic: 0, Advanced: 0, Inspector: 5, OSE: 0

DNR Wastewater CEUs: 5.5

Member Price: \$150

Non-member price: \$235

## November 6th

### Troubleshooting Onsite Systems

Location: St. Charles Admin Building, St. Charles

Full Day Class: 8:30 AM - 4:30 PM

DHSS General CEUs: 6.0

Select: Basic: 6, Advanced: 6, Inspector: 6, OSE: 0

DNR Wastewater CEUs: 6.0

Member Price: \$150

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## November 18th

### **Aerated Treatment Units**

Location: Turkey Creek WWTP, Joplin  
 Full Day Class: 8:30 AM - 4:30 PM  
 DHSS General CEUs: 7.0  
 Select: Basic: 7, Advanced: 7, Inspectors: 5,  
 OSE: 0, and Perc Testers: 0  
 DNR Wastewater CEUs: 6.0  
 Member Price: \$150  
 Non-member price: \$235

## November 19th

### **Drip Irrigation**

Location: Turkey Creek WWTP, Joplin  
 Full Day Class: 8:30 AM - 4:30 PM  
 DHSS General CEUs: 6.5  
 Select: Basic: 0, Advanced: 6.5, Inspectors: 6.25,  
 Onsite Soil Evaluators: 4.0, and Perc Testers: 0  
 DNR Wastewater CEUs: 6.0  
 Member Price: \$150  
 Non-member price: \$235

## December 10th

### **Trickling through Media Filters**

Location: Ganey Engineering, Imperial  
 Full Day Class: 8:30 AM - 4:30 PM  
 DHSS General CEUs: 6.0  
 Select: Basic: 0, Advanced: 6, Inspectors: 5,  
 OSE: 0, Perc Testers: 0  
 DNR Wastewater CEUs: 6.0  
 Member price: \$150  
 Non-member price: \$235

## December 11th

### **Earthen Structures & Above-Ground Dispersal Methods**

Location: Ganey Engineering, Imperial  
 Full Day Class: 8:30 AM - 4:30 PM  
 DHSS General CEUs: 6.5  
 Select CEUs: Basic : 3.5, Advanced : 4.0,  
 Inspectors : 3, OSE: 1.5  
 DNR Wastewater CEUs: 6.5  
 Member Price: \$150  
 Non-member price: \$235



Join MSO at Margaritaville in Osage Beach!  
 Check our website for complete details, registration, and  
 agenda with topics.

## **2026 MSO Conference & Trade Show**

Pre-Conference January 19th, 2026

CEU's pending

MSO Conference January 20th and 21st, 2026

CEU's pending



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## 2026 MSO Conference Registration

### January 19-21, 2026

### Margaritaville Resort, Osage Beach

#### Pre-Conference on January 19

#### Matching the System to the Site (AM)

#### Deciphering Control Panels (PM)

Join us for an all day class that has multiple speakers on the above topics.

The morning class will focus around case studies of challenging sites; examining soil reports, determining what type of systems could be used, and ultimately, why the system that was installed was chosen.

The afternoon session will feature several professional experts on control panels and a bit on pumps too!

DHSS CEUs: pending

Registration is required for the full day.

Lunch is provided.

Additional fee for the Pre-Conference registration.

#### Conference & Trade Show on January 20-21

The MSO Annual Conference & Trade Show has over 35 exhibitors and breakout sessions of various topics to earn CEUs. We are featuring Jake Lowe from Lowridge Onsite Technologies (Washington). He will be giving a dynamic Keynote about "Dealing with Difficult People". There are many breakout sessions planned. Check out the agenda for the full list.

DHSS CEUs: CEUs will be announced soon! Select CEUs vary on which sessions attended. See agenda.

#### Events at the Show!

**Opening Reception in Exhibit Hall!** MSO will open the show on January 19 from 5:00 PM - 7:00 PM in the Exhibit Hall to kick off the Roe-D-Hoe trials. Come in and enjoy some refreshments and meet vendors!

The **Annual Roe-D-Hoe** will be at the Exhibit Hall on January 20. Try your backhoe skills at our contest and win cash prizes for 1st, 2nd and 3rd place winners. Entry fees raise money for the Daryel Brock Memorial Scholarship.

**Tuesday Night Bowling & Games!** There will be a new social event this year at Margaritaville to include bowling and other games. Don't miss out on this fun opportunity to network with other professionals.

#### Hotel Accommodations

Be sure to reserve your hotel room at Margaritaville! We have room block available.

Call the hotel directly at 1-800-826-8272 and mention "Missouri Smallflows"

Guest Room rates: \$123 per night + taxes + resort fee

[Room Block Online Reservation Link](#)

One-Bed Suites and Two-Bed Suites available (call hotel directly to reserve).



**2026 MSO Conference Registration**  
**January 19-21, 2025**  
**Margaritaville Resort, Osage Beach**

**MSO Membership**

You must be a **current member at the date of the conference** to take advantage of membership pricing. Check your membership status by logging into the Member Portal, or emailing the MSO office.

\_\_\_\_\_ Individual Annual Dues (\$170)

If you would like a Company Membership for 4 or more employees, call our office.

**2026 Conference Registration**

**Pre-Conference, January 19**

\_\_\_\_\_ \$165 Member \_\_\_\_\_ \$335 Non-member (includes one-year membership)

\_\_\_\_\_ Vegetarian lunch option (check here)

[Register online!](#)  
**Saves you time!**

**Conference, January 20-21**

\_\_\_\_\_ \$200 Member \_\_\_\_\_ \$370 Non-member (includes one-year membership)

\_\_\_\_\_ Vegetarian lunch option (check here)

Register after December 30, 2025, add \$25 late fee: \_\_\_\_\_

Guest/Spouse Fee \$150: \_\_\_\_\_ Name: \_\_\_\_\_

Fee only covers events on January 20-21, plus Opening Reception. **Does not include Pre-Conference on January 19.**

**Total of Payment:** \_\_\_\_\_

**Registration Information**

Member Name: \_\_\_\_\_

Name as it would appear on name badge: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ ZIP: \_\_\_\_\_ Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

License Number: Basic Installer: \_\_\_\_\_ Advanced Installer: \_\_\_\_\_ Inspector: \_\_\_\_\_

OSE: \_\_\_\_\_ Perc Tester: \_\_\_\_\_

Send form and payment to:  
**Missouri Smallflows Organization**  
**2733 E Battlefield #132**  
**Springfield, MO 65804**  
 Phone: 417-631-4027  
 Email: [contact@mosmallflows.org](mailto:contact@mosmallflows.org)

\_\_\_\_ Check here if card billing address is same as mailing.

We do not accept American Express.

Card #: \_\_\_\_\_

Exp: \_\_\_\_/\_\_\_\_ CVV: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Card Billing Street Address: \_\_\_\_\_

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