

# 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.



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 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.



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

17 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/>

✉️ aaron@digindigital.com | chris@digindigital.com

📞 573-306-5640

**WITH DIG IN DIGITAL, YOU DON'T HAVE TO TACKLE MARKETING ALONE.  
LET US HELP YOU GROW WHILE YOU FOCUS ON WHAT YOU DO BEST.**