

IGWA Bulletin

“What The States Are Trying to Do Through Economic Development.”

LT. GOVERNOR BRAD LITTLE

When I visit with businesses from all over Idaho, I ask them what are their headwinds (uncertainty) and what are their tailwinds (positive factors affecting business). Generally, I find that the headwinds result from the federal deficit: inflation, interest rates, taxes, uncertainty in our nation’s healthcare for businesses and families, federal regulations and funding for critical services.

The Feds must take action! A two-percent increase in record low interest rates will cost the Treasury \$300 billion per year. I have some optimism about what Congress will do. All parties are finally dialoguing about bending the cost curve of entitlements down, Social Security, and the big one — Medicare.

Idaho does have strong tailwinds: mining, agriculture, and newer industries in manufacturing, software, service and energy industries. Our exports last year increased by 33% (versus 17% nationally) and Idaho has removed regulatory hurdles and provided tax incentives to allow businesses to invest to create a competitive business environment.

Idaho — thanks to our limited government and free market philosophy of Idaho— can proudly boast of:

- A balanced budget (contrary to many other states)
- An upgrade in our bond rating
- A very low long-term debt –fourth lowest
- Solvent retirement
- Solvent state health insurance funding

The message to me seems that states like Idaho – with fundamentally balanced budgets and the capability to withstand inevitable enormous shocks emanating from the federal government — will be the preferred location for job growth.

In my conversations with employers, a critical need across the state is workforce training. The State is working to meet that need with affordable housing and educational opportunities (College of Western Idaho’s increasing enrollment is just one example). Our businesses are improving their efficiency— although that does not always translate to additional jobs.



Continued on page 3





Franklin Electric

"Partners in Excellence"



- Pumps built "same day" in shop
- Hot Shot delivery available. **"Your emergency is our emergency"**
- Ductile Iron Bowls, Discharge and Motor Bracket at no extra cost
- NEW STS Bearing System
- Cast Stainless Steel Impellers
- 6" Franklin Electric Dual Voltage Motors "In Stock"
- Up to 200 HP Motors "In Stock"

Call us today for all your Water Well needs!

2M Company Inc. Boise

130 East Victory Road • Meridian, ID 83642

Phone: 208-884-0687 • Fax: 208-884-0280

TOLL FREE: 800-285-7875

2M Company Inc. Idaho Falls

5296 Heyrend Drive • Idaho Falls, ID 83402

Phone: 208-542-2515 • Fax: 208-542-2704

TOLL FREE: 877-982-7867

www.2mco.com

A NOTE FROM TONY

Well, here we are in December. The year is almost over; it has been a long one and we are still working on getting our ducks in a row.

It's been a rough road changing executive directors, not only finding the right one; but, when we did, being able to get the change over all in order. We had a lot of extras you might say with Roger Batt's office that we lost when he left.

Now we are building it back up with our new Executive Director Lynn Tominaga who is working constantly on trying to get membership renewals, the winter convention program and registration out to everyone. The website has been updated with the information about the convention in January.

I'm asking everyone to please hang in there with us; everything is coming together, and we will be on track by the time we get together at the winter convention. I will keep this short for now and try to explain everything at the convention.

Also we know that this winter convention is overlapping the Montana show. There was no way to change it; the dates were locked in last year and the hotel had no openings. I am very sorry about this, recognizing that the schedule makes it very hard on our Manufacturers & Suppliers. We will have a meeting with them about this during the convention and before we set the date for the next one.

Keep in mind we need some new blood on the board this year. There are three new openings.

I hope all is well for everyone out there and hope to see ya at the convention. Thanks!

Tony Hackett, IGWA President

Continued from page 1/Lt. Governor Brad Little on Economic Development

Today Idaho still has too many un- and under-employed — especially in the areas where the real estate industry was a significant driver of growth. When the speculative real estate business was really good it was a big contributor for growth in the resort areas and fastest-growing communities. Unfortunately — like any commodity where the supply exceeds demand — a significant correction has to take place.

What is improving in Idaho are some of our traditional industries, especially those industries where they have continued to invest and improve their efficiency. Mining, agriculture, food processing, and manufacturing all have rebounded due to the commodity cycle, weak dollar, and export demand.

Job growth is the highest priority for Governor Otter and me. The state is anxious to work with any business to support job growth. We depend on partnering with private business and local government to do all we can to facilitate long-term profitable economic growth. Recent notable examples are Agro-Farma in Twin Falls where 400 jobs and a \$125 million new yogurt plant is expected to be in production next year. I particularly like Agro-Farma because it complements existing Idaho businesses by adding value to an Idaho product. In Chubbuck, 400 new jobs have been created that assist Allstate in their insurance servicing business. Existing businesses like Ground Force in Post Falls are doubling their employment.

All these businesses have a common desire: minimal government regulation, fair, simple, competitive and predictable taxes and a pro-business state, and local government that will not hamper free enterprise. For us, these are the common threads in assisting existing businesses working to survive tumultuous economic times or a large new business looking to expand. We have an obligation to give the same or more opportunities to long-time Idaho businesses as we do with any new business; after all, they have been our partners for a long time.

The Lt. Governor will further discuss economic development in Idaho as a keynote speaker at IGWA's winter convention.



FERGUSON[®]

Pump & Drilling Division

a **WOLSELEY** company

FERGUSON YOUR ONE STOP SOURCE for the finest quality pump and drilling products in the Northwest. Free delivery on our trucks.



We custom build VTLS, Submersible Turbines and Centrifugal Pumps.

Please contact your local Ferguson location for more information:

Bellevue
(208) 788-0234

Coeur d'Alene
(208) 667-8093

Nampa
(208) 465-0400

Soda Springs
(208) 547-1828

Blackfoot
(208) 684-9681

Idaho Falls
(208) 522-6994

Pocatello
(208) 238-1091

Sandpoint
(208) 255-4888

Boise
(208) 376-6660

Lewiston
(208) 743-1508

Rexburg
(208) 359-1585

Twin Falls
(208) 733-3770

www.ferguson.com

FROM OUR EXECUTIVE DIRECTOR

“I never worked a day in my life. It was all fun.”

Thomas Edison was talking about himself, but it could just as easily have been me. With over 30 years invested in water-related issues and association management in Idaho, it has all been fun, interesting, and informative. This is my first experience working directly with the well drilling industry. Four months is not enough to build much of a track record, but I am enjoying the opportunity to get acquainted with the board, the membership, and the issues. And I would like to extend my thanks to the many individuals who have taken the time to visit with me about the industry and the association. It is a learning curve and your contributions to my education are appreciated.

What I can tell you that I have learned so far is that there are two primary objectives for me and the association: boost membership and bolster the finances.

The association is in good hands, guided by an actively-engaged board of directors and supported by strong industry ties. Transitions are often bumpy and slow. But what has been encouraging was that, if you were not hearing from us, we were hearing from you. This tells me that the membership cares a lot about making sure that Idaho Ground Water Association succeeds and grows.

To build on that, we will focus on connecting with the membership and forging stronger ties in the industry through timely communications, starting with innovative programming for continuing education; improvements to the newsletter and website that are meant to put timely information in the hands of the members; and working to strengthen ties to the Manufacturing & Suppliers, neighboring states, and the national association.

Like the rest of the country, IGWA and its members are feeling the effects of the current economic downturn. We are reviewing the present budget to determine where we can reduce costs without sacrificing the quality of our programming or member services.

With any group I work with, it is not my personal vision that matters. What matters most is empowering the association, its board and most importantly the members, so that they remain informed and pro-active leaders in their chosen profession. Any small part I may play in that going forward will be counted as success.

Lynn Tominaga

IGWA HAS MOVED

Our new contact information is listed below:

Office: 1109 W. Main, Suite 300
Boise, ID 83701-2624

Mailing Address: P.O. Box 2624
Boise, ID 83701-2624

Telephone: (208) 381-0294

Fax: (208) 381-5272

Cell: (208) 890-4014

Email: lynn_tominaga@hotmail.com



DrillMax 400

With 6 different models to choose from when you buy a DrillMax rig you decide what options you want and need on it. This way you are assured of getting everything you need to make your drilling business as efficient and profitable as possible.

Water, geo thermal or a combination of both the DrillMax 400 can be “optioned up” to meet all your drilling needs!

DrillMax 400 Air Rig

\$419,672

Includes base rig specifications plus the following options:

- +750/300 screw compressor
- +3 spool helpers control
- +2000 lb aux. sand line with hydraulic swing and extend
- +Bean injection pump 9 GPM
- +12 gallon lubricator

DrillMax base rig specifications

- +Pullback—19,000 lbs.
- +Pull down—12,000 lbs.
- +Top head rotation 0-300 and up to 6000 ft-lb torque with 3” swivel and hydraulic slide.
- +Retract table 18” opening and air powered breakout fork
- +48” hydraulic breakout wrench
- +Winch 12,000 lb. two speed with 120 ft of 5/8 NS cable jib arm extends and pivots over table and pipe rack center lines
- +26 ft. of top head stroke
- +Pipe rack for 20 ft drill pipe
- +Single arm loader
- +Four 36” stroke leveling jacks
- +Tool tray on helpers side
- +Driller and helper platforms
- +Mounted on IHC 7500 6 X 4 or F750 4 X 4 depending on options

DrillMax 400 Mud Rig

\$348,967

Includes base rig specifications plus the following options:

- +4 X 3 X 13 centrifugal pump
- +Carousel 8 pod 3 1/2” 20 ft.
- +3 spool helpers control
- +2000 lb aux. sand line with hydraulic swing and extend
- +Dual motor pipe spinner
- +Loop reel holder
- +Bean injection pump 9 GPM

DrillMax 400 Air/Mud Rig

\$399,552

Includes base rig specifications plus the following options:

- +500/200 screw compressor
- +5 X 6 piston pump
- +3 spool helpers control
- +2000 lb aux. sand line with hydraulic swing and extend
- +Dual motor pipe spinner
- +Loop reel holder
- +Bean injection pump 9 GPM

DrillMax, Inc.
5801 S.W. 6th place
Ocala Florida 34474
352-427-7787 352-237-0450 fax



Forge Pacific LLC
2601 Wynooski Road
Newberg Oregon 97132
800-520-1203 503-538-2004 fax

“drill rig quality, performance and affordability backed by a lifetime of experience and knowledge is our commitment to you”

UNITED PIPE & SUPPLY

WATER SYSTEMS DIVISION



 **ELITE**TM
Zoeller Family of Water Solutions

1/2 through 7 1/2 HP
5 to 85 GPM



Low, medium and high capacity submersible pumps for home, farm industry and dozens of other domestic or commercial applications

- *Stainless Steel Suction and Discharge Housings*
- *Stainless Steel Pump Shell*
- *Stainless Steel Hex Drive, Pump Shaft and Coupling*
- *Stainless Steel Screen*
- *Stainless Steel Cable Guard*
- *NEMA Standard Motor Mounting Ring*
- *Field Replaceable Cartridge Assembly, Lead Guard, Motor and Motor Lead Wire Assembly*
- *Stainless Steel, NEMA Franklin Motors*

**Your Locally Owned Supplier
Leading the Way**

877-216-4784

BOISE
7000 West Victory Rd.
Boise, ID 83708
Ph. (208) 947-8900
Fax: (208) 947-8305

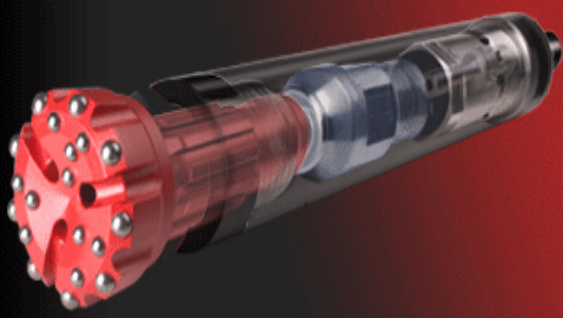
IDAHO FALLS
4300 N. Yellowstone Hwy. #1
Idaho Falls, ID 83402
Ph. (208) 626-7473
Fax: (208) 626-7473



www.unitedpipe.com



ROCKMORE
INTERNATIONAL



DRILL MORE WITH ROCKMORE

- Home
- About
- Applications
- Products
- Events
- Newsroom
- Contact

- Resources for:**
- ▶ Mining
 - ▶ Tunneling
 - ▶ Construction
 - ▶ Quarry/Aggregate
 - ▶ Water Well
- Products:**
- ▶ DTH
 - ▶ Extension
 - ▶ Drifting & Tunneling
 - ▶ Tapered & H-Thread
 - ▶ Integral
 - ▶ Shank Adapters
- Photo Gallery**
- Technology**



ROCKMORE INTERNATIONAL is a leading global manufacturer of premium quality percussive rock drilling tools. Our high-performance products include threaded and tapered drill bits, DTH bits and hammers, extension and tunneling rods, integral and tapered rods, shank adapters and other drill tool accessories. With manufacturing centers in two hemispheres and distribution centers on nearly every continent, Rockmore International provides a wide range of quality tools to mining, construction, tunneling, quarrying, and water well projects all over the world.

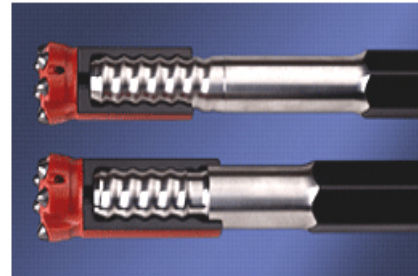
IN THE NEWS

How can we better serve you?
Click here for our **ONLINE SURVEY**



Download our full **PRODUCT CATALOG** here.

Introducing the New XR32 Thread Design for Drifting and Tunneling Operations



Rockmore International has announced a revolutionary new thread design, XR32, to improve precision and efficiency in drifting and tunneling operations, and to extend thread life.

This new thread design is the product of Rockmore's in-house R & D and manufacturing facility, in response to demand from underground drillers for a stronger and more powerful drill string. Extensive lab and field testing has demonstrated the effectiveness of the

XR32 thread system in providing more efficient energy transfer, higher bit penetration rates, and longer thread life for both bit and rod. The new XR32 thread is employed at the bit connection end for hex drifting and tunneling rods, and is used for both male and female components - both tunneling bit and rod. The other end of the rod, connected to the coupling or shank adapter has a standard thread such as R38 or T38. That means smooth integration into your existing drill string. [More](#)

MultiPoint - The Next Generation of Carbide Inserts for Button Bits

Rockmore International, a global manufacturer of rock drilling tools, has developed a revolutionary new carbide insert design for their button bits, the MultiPoint.

In percussion drilling, penetration rates depend on efficient crack propagation. With a conventional hemispherical insert,

there is a single tangent point striking the rock, resulting in the rapid development of wear flats. Rockmore's exclusive new carbide insert design provides multiple strike points for more efficient rock fracture and longer insert life.

Extensive rock-drilling trials showed that Rockmore's button bits with MultiPoint inserts last up to 20% longer than the standard hemispherical design, and increased penetration rates by 10%. Wear flats appeared slower and later in the insert life than with hemispherical inserts. Testing also revealed that the MultiPoint inserts provided smoother bit rotation and advancement. [More](#)



2502 EAST TRENT AVENUE
SPOKANE, WA. 99202
PH: 1-800-938-0196

1449 SOUTH TEARE AVE
MERIDIAN, IDAHO 83642
PH: 1-800-325-8168

6991 S. COMMERCE PARK
MIDVALE, UTAH 84047
1-800-133-6065



Franklin Electric



OUR COMMITMENT IS TO PROVIDE SUPERIOR SERVICE & SUPERIOR PRODUCTS AT COMPETITAVE PRICE.



Hit The PANIC Button!

**We'll Respond
to your Emergency!**



Your emergency is OUR Emergency!

- Calls Always Answered ***24/7 - 365 days a year***
- Phones forwarded "after" hours
- Free Delivery and Hot Shot Delivery Service

2M Company Inc. Boise

130 East Victory Road • Meridian, ID 83642

Phone: 208-884-0687 • Fax: 208-884-0280

TOLL FREE: 800-285-7875

2M Company Inc. Idaho Falls

5296 Heyrend Drive • Idaho Falls, ID 83402

Phone: 208-542-2515 • Fax: 208-542-2704

TOLL FREE: 877-982-7867

www.2mco.com

CUSTOMER RELATIONS IN A SLOW ECONOMY

Rod Hendricks, Independent Drilling, is an IGWA Director

Let's face it. The last couple of years has seen quite a downturn in our industry. If we are going to survive, we will have to make changes in how we do business. One of the changes we can make is to offer more to the customer. Your customer base is one of the greatest assets in your business, so call them back 6 months after the job is complete and ask them how their water quality is. Six months should be enough time for a new well to develop up and produce good water, if there is a problem with the water, you should want to be the first to know. Don't let your customer complain to friends and neighbors about their poor water quality before they come to you.

Start by listening to your customer, and finding out about their needs or concerns. We all get the call about "sand" in the water, or discoloration, or smell. Take the time to learn what causes these problems and counsel with your customer on ways to remediate the problem. This gives the customer a feeling that you care about their situation and are doing your best to help them with their problem. In the future who do you think that person is going to call for advice or help with a problem: you for taking the time to listen and help or the "Culligan Man" because you blew them off.

Sometimes what is affecting the water quality has nothing to do with the construction of the well. We know this, but the customer may not. Some of the hardest problems to fix are the ones we can't do anything about. Helping the customer to understand the problem or issue at hand can be tricky.

This is where knowledge comes into play. Don't get me wrong here folks; the same old B.S. about your "opinion" on what is wrong is probably not going to get you anywhere in this day and age. You may get the customer off the phone; but, through the internet or other knowledgeable sources, he will understand that what you told him was just B.S. and you were just trying to grease a squeaky wheel. The next call he makes is to the "Culligan Man" or your competition); and, there goes your customer.

People like to know you care about their problem and are willing to help. If you don't know the answer to the question, simply say so and tell them you will get an answer for them. Then follow through and call them back. Idaho Department of Water Resources is a great resource for dealing with water quality problems. One of the reasons they are there is to help us do our job better. Feel free to call them and rely on their knowledge. A good working relationship with a knowledgeable expert in the field is a good idea also.

One of the biggest complaints I hear from people is other contractors won't return their calls. I personally love these calls because I know that, with a little bit of effort on my part, I have a new name for my customer list. You can't sell someone something if you won't return their call! People talk. Sometimes they talk about a good experience they had with a contractor; but, more often they talk about a bad experience they have had. Remember that, if you do one good job, you gain one good customer; but, if you do one bad job, you will lose ten good customers.

Something else you can do with your customer is try to up sell them from a conventional pump into a constant pressure system, put a sand filter on their water system, or maybe offer a water softener. All these things could add potential income to your business. You already have the customer, and chances are they would appreciate you telling and explaining to them the other equipment available on the market and about the other services you offer. Above all treat your customer with respect, follow through, alleviate any problems or concerns, and he will stay loyal to you.

Be safe,
Rod

IDAHO GROUND WATER ASSOCIATION
2012 ANNUAL CONVENTION
REGISTRATION

January 31-February 1, 2012
The Riverside Hotel Boise, ID

Firm Name _____

Individual name(s) _____

Address _____

City/State/Zip _____

Phone number _____

NOTE: On-site registration will
be an **ADDITIONAL \$100**

Registration fee:

Convention **\$150** per person (includes lunches) – **Member**

Convention **\$225** per person (includes lunches) – **Non Member**

Spouse/Honorary members/Speakers – **Free of Charge**

Method of payment:

Credit card



Card No. _____

Expiration date _____ Security code _____

Name on card _____

Phone # _____

Mailing address _____
(if different from above)

City/State/Zip _____

Check enclosed: \$ _____

Please make checks payable and mail to: IGWA, P.O. Box 2624, Boise, ID 83701-2624

Prompt return of this form with your check will be appreciated. Deadline for pre-registration is
Wednesday, January 25, 2012.

A block of rooms has been reserved at The Riverside Hotel (formerly DoubleTree) in Boise under the Idaho Ground Water Association. To make reservations, please call the hotel **(208) 343-1871** OR register online at www.riversideboise.com. To register online, chose "online reservations/book directly with hotel"; click on Corporate Login; select **ID Ground Water Association**; and enter your password '**IGW**' (all caps). The menu will then return to Room Availability and check-in dates. Room reservation deadline is **January 9, 2012.**

IGWA 2012 ANNUAL CONVENTION

It's about Idaho. It's about business. It's about doing business and how business is changing in the current economy. No one can say for sure when this economy is going to turn around, but even now there are opportunities out there if you can recognize and take hold of them.

Lt. Governor Brad Little will open the convention discussing how Idaho is positioning itself for economic recovery and growth. There will be a panel discussion on hydraulic fracturing, Idaho's newest industry and first oil and gas development, and whether it is good or bad for Idaho. Interim Director Gary Spackman will take about changes in the Idaho Department of Water Resources as the agency tries to do more with less. And Fred McAnninsh, "The Rig Doctor" will be presenting on how to make your operation more efficient.

There are three convention tracks that will focus on rules and regulations, business development, and technology, all critical components to successfully maneuvering through difficult times.

Track 1/Rules & Regulations

The Do's & Don'ts of Geothermal Well Construction

*Louis Capuano J.
Therma Source &
Dr. Roy Mink
Mink GeoHydro, Inc.*

Keeping Your Drill Rig Legal

Shawn Staley, Idaho State Police

Idaho Rules & Regulations

*Ed Hagan, IDEQ
Tim Luke, IDWR
Eric Wilson, IDL*

The Public Drinking Water System Well—Just Another Hole in the Ground?

Terry Scanlan, SPF Engineering

TRACK 2/Business Practices

Promoting Your Business Over the Internet

Jim Rosemary

Health Insurance & Unemployment Tax Updates

*Mark Skelton
Intermountain Insurance Agency
Bob Fick & Michael Johnson
IDOL*

Safety Issues Around High Voltage

Mike Liechty, Idaho Power

What Are Your Maintenance Habits Costing You?

*Sean Martell
Jeff Dean
Wayne Shears
Marc Holmes
Western States Equipment*

TRACK 3/Technology

VFD Requirements for Submersible Motors

*Charlie Fox & Jeremy Corbin,
Franklin Electric*

Well Sanitation

*LeRoy Palmer
AmeriWest Water Services, Inc.*

Electronic Motor Control & Harmonic Voltage Control

Kelly Hulse, Idaho Power

What's New in Welding

Norco representative

Troubleshooting Water Problems

Allen Hurtado, Water Right

IGWA CRISIS FUND: A note to our Manufacturers & Suppliers—Donations for the raffle are being accepted. Bring them to the winter convention. In conjunction with the raffle items, there will also be a 50/50 drawing during the event.

6 Essential Keys to Growing Your Business with Marketing

Jim Rosemary

What's the lifeblood and soul of your business? Is it your well-drilling rig? Is it your skilled employees? Is it the relationships you have with your vendors? All these are important. What's most critical, though, is your marketing. You can have the most incredible product or service ever to have been invented or provided – but if no one knows about you, or it, you might as well not even exist.

So what is marketing? My favorite definition is "telling the truth attractively". What it's really all about is making a connection between you, your client, their needs, and your solution. If your marketing is more effective, you won't have to work so hard at making sales.

Here are the 6 essential keys you need to know to market more effectively and grow your business:

1. It's not about you.

Most business owners exhibit what I call the "I, Our, Us" disease. "We're proud of....", "Our products....", "We've been in business since....", "Our clients say...." These statements are about you. Your customers, frankly don't care about you. They want to know what's in it for them. So, start your marketing sentences (websites, brochures, even Chamber of Commerce "commercials") with "You" and "Your". Emphasize your customer because that's who they care about.

2. Three keys to selling anything: benefits, benefits, benefits.

Most marketing focuses on the features and specifications. After all, you're proud of your widget; it took years to perfect! But your clients want to know what benefits are you going to provide, how will you solve their problems, and what value will they receive. Play this game: When you make a statement about your service, ask yourself, "So what?" Drill down until you find the real benefit that your customer derives.

3. Just talk to them.

By this I mean two things. First, in order to know if what you're providing is of value, talk with your clients. Ask them what they liked and didn't like about your service. (Scary question, I know.) Ask them why they chose you over competitors. (You'll learn a lot!) Ask them what additional products and services you could provide that they would find valuable. Second, when you communicate via your website or brochure, write it – not to broad groups or vaguely targeted audiences – but to the individual person who is reading your material. Write it as if you're speaking with them across the table.

4. Do what works.

That sounds obvious. But you might be amazed at the number of times I hear "90% of our business comes from referrals – so help me with my advertising." If your business comes primarily from word of mouth marketing, do more of that. Create a formal referral program and put it on your website, hand out a referral card each time a client signs a contract. Teach your staff to ask for referrals. If something within your marketing is working – even accidentally – do more of it.

5. Don't sell. Build relationships.

Most marketers are "hunters" trying to bag the big game. Instead, practice marketing like a farmer, nurturing the relationships you have – with clients, vendors, associates, joint venture partners, referral sources, trade associations, and more. It takes time to plant seeds. And those seeds shouldn't be self-serving. We all run the other way when the "sales guy" comes to the party just trying to sell his wares. Instead, be a resource, connect people to solutions, even if you don't sell them. Go above and beyond to provide valuable information. Treat people with respect. It will come back to you in time.

6. ASK!

If you don't ask, you don't get. Good advice for life in general, and essential for marketers. How many times have you looked at a website for something you wanted to buy and you couldn't figure out how? It's as if they're saying to you, "Here we are. Now you figure it out." Instead, ask for the sale, ask for a return call, ask if the meeting was valuable use of their time, ask for referrals, ask for suggestions, ask them to click on a link – always ASK!

So did you find this list valuable? If so, there's a LOT more where this came from. Learn how to boost your business with a marketing-driven website at the IGWA convention on January 31st by attending Jim Rosemary's seminar.

Jim Rosemary has been in sales and marketing for over 30 years, the last 15 as president of New Tech Web, a website firm helping small businesses grow and develop more sales and profits.

FOREMOST DRdrills



*EXCELLENT PRODUCTIVITY,
POWERFUL VERSATILITY.*

Foremost Dual Rotary (DR) drills have been working successfully around the world since 1979. Over the years, the DR method has proven to provide exceptional drilling performance in unconsolidated overburden. DR operators regularly drill and case through hundreds of feet of boulders, cobbles, sand and gravel where casing hammers and under-reamers have been unsuccessful. The Foremost DR also delivers excellent productivity for a variety of open-hole applications, making it one versatile, powerful and truly unique machine.

To learn more about our complete line of products and services, visit www.foremost.ca or call 1-800-661-9190.

Foremost Industries LP

For information please call:

J. Arden Godshall - Technical Sales - DR Drills

14201 S E McGillivray Blvd, Vancouver, WA 98683

Tel: 800-598-0130 Fax 360-256-1921

E-mail: arden_godshall@foremost.ca Website: www.foremost.ca



DESIGN • BUILD • PARTS • SERVICE

FOREMOST



Commander Pro® Constant Pressure 4" Submersible Packaged Systems



Cruise
Control for
your Water
System!



- Designed for the professional pump installer
- Easy installation
- Increases flow as demand increases
- Adjustable constant pressure
- Built-in diagnostics
- Automatic pump and motor protection
- Smart Reset® technology



IDAHO FALLS 1411 Commerce Way Idaho Falls, ID 83401 Ph: (208) 528-7473 (800) 210-7454 Fax: (208) 528-7475	TWIN FALLS 299 Eastland Drive S. Twin Falls, ID 83301 Ph: (208) 733-7450 (877) 700-7473 Fax: (208) 733-7506	DRIGGS 512 N. Main, Bldg. A Driggs, ID 83422 Ph: (208) 354-6696 Fax: (208) 354-6697	NAMPA 1521 11th Ave. N Nampa, ID 83687 Ph: (208) 318-0299 Fax: (208) 318-0303	COEUR D'ALENE 11300 N. Warren Hayden, ID 83835 Ph: (208) 772-4008 (877) 772-4008 Fax: (208) 772-5115	POCATELLO 3484 Highway 30 West Pocatello, ID 83201 Ph: (208) 232-6600 Fax: (208) 232-6606	BOISE 7000 West Victory Rd. Boise, ID 83709 Ph: (208) 947-8300 (800) 444-7473 Fax: (208) 947-8305
---	---	--	--	--	---	---



ATLAS COPCO CMT, USA, INC

2525 NW St. Helens Rd. Portland, Or. 97213

P.O. Box 10343 Portland, Or. 97296

Phone 503-459-4145

Toll Free 866-229-1336

Fax 503 459-4147

DICK KELLER
503-781-8005

JIM LAAS
360-608-6196

BRAD DOANE
503-459-4145

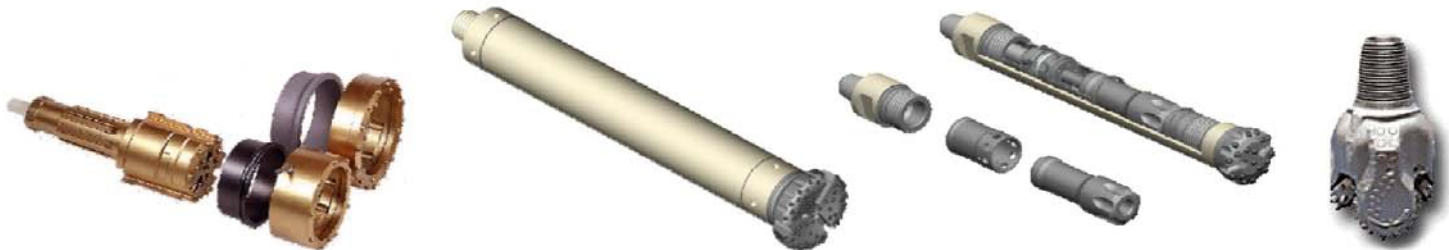
TIM PARKS
503-806-2330



LINE OF WATERWELL DRILLS

x	Capacities of 6" - 20" Holes	x	Over 100 Years of Drilling Technology
x	On-board IR Air Compressors	x	Technical Expertise
x	Single Source Manufacturing	x	5 Different Available Models
x	Air, Mud, & Foam Drilling	x	Engineering Excellence
x	Rotary & Downhole Drilling	x	After Sales Support

DOWNHOLE DRILLS, SYMETRIC DRILLING SYSTEMS & BAKER HUGHES TRICONE BITS



FIELD SERVICE AVAILABLE ON ALL MAKES AND MODELS



JOHN MANSFIELD

503-819-3766

PQ PRODUCTS, INC.

927 E. Farwell Road
Spokane. WA 99208-9577

800-624-6820

509-624-6820
Fax 509-467-4515

Call **PAUL QUERNA** For:
Product Application Assistance
Professional Service
Quality Products
Competitive Prices



"Filling the Needs of the Drilling Industry"

Paul@PQProducts.com

www.PQProducts.com



VARIABLE SPEED DRIVES For Pumping Applications

Red-e-VFD Pump Panels w/ABB Drives

- ◆ 3HP-1,000HP, INDOOR OR OUTDOOR PACKAGES
- ◆ UL LISTED AND LABELED, UL508 I C P's
- ◆ SITE-SPECIFIC, PRE-PROGRAMMED AND TESTED
- ◆ ABB SYSTEM INTEGRATOR AND ABB DIRECT SERVICE STATION

*For more information: Phone - 208.323.5300 Fax - 208.323.5311 www.red-e-vfd.com
Or visit our new manufacturing facility at 6515 Business Way, Boise, Idaho*



New Oil and Gas Drilling Rules and Related Underground Injection Control Rules

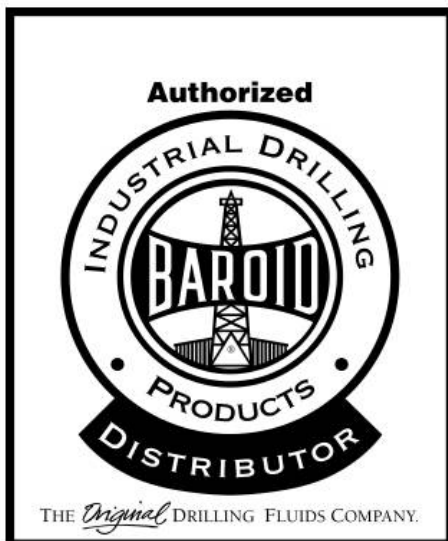
Tom Neace, P.G., Manager, Ground Water Protection
Idaho Department of Water Resources

Oil and Gas Drilling in Idaho is regulated by the Idaho Department of Lands (IDL). In 2011 IDL held numerous negotiated rule making meetings to revise their out-dated Oil and Gas Drilling rules. The Idaho Department of Water Resources (IDWR) and the Idaho Department of Environmental Quality (DEQ) participated in the rule making to evaluate resource protection issues that overlap with the three agencies. Historically, oil and gas drilling has not been successful at finding marketable quantities of oil in gas in Idaho. In the past few years the expansion of drilling for natural gas nationally has grown significantly. Bridge Energy, a Colorado company, drilled 11 wells in southwestern Idaho and located what they consider to be productive natural gas wells.

Producing oil fields and some natural gas fields require injection wells to dispose of brines, formation water and other waste bi-products from the drilling, development and production. The Underground Injection Control program is a Federal Environmental Protection Agency (EPA) program. IDWR has state primacy for the UIC Program. However, current UIC rules do not allow for injection of oil and gas related wastes, referred to as Class II Injection. Only Class V injection wells are approved in Idaho. Class V injection is primarily excess irrigation and storm water injection, aquifer recharge injection and injection related to open loop heat pump systems.

IDWR will be entering into negotiated rule making in 2012 to make minor revisions to the Class V UIC rules and to develop Class II rules for oil and gas related wastes. The negotiated rule making schedule has not yet been developed. Anyone wishing to participate in the negotiated rule making should check the IDWR web site after the new year or call the Department for an update concerning the schedule.

**For The Best Products
In The Industry...Look
For The Best Distributors.**



**You'll Find Them Where You
See This Sign.**

- ◆ Grouts ◆
- ◆ Drilling Fluids ◆
- ◆ Well Cleaning Chemicals ◆

To locate the Baroid IDP distributor nearest you contact:

Baroid Industrial Drilling Products

Product Service Line, Halliburton

P.O. Box 1675
Houston, TX 77251
(877) 379-7412 or (281) 871-4613
www.baroididp.com

OR

Ron Peterson
Mobile: 801-712-0939

Kirby Donald
Mobile: 503-702-5731

Chris Burnell
Mobile: 775-233-8787

Jack Sowers
Mobile: 425-501-5230

Diversify Your Professional Experience, Become a Certified Vertical Closed Loop Driller Today

Advances in ground source heat pump technology have emphasized the need for a voluntary certification designation for ground source heat pump drillers. That's why the National Ground Water Association is proud to offer its newest designation, the Certified Vertical Closed Loop Driller (CVCLD).

This designation reflects an individual who has proven knowledge, skills, and experience in the construction of a closed loop well system for ground source heat pump applications. By becoming a CVCLD, you will increase your professional expertise and your company's marketability over your competition.

Exams for the CVCLD designation can be scheduled by calling PSI LaserGrade at (800) 211-2754 (360-896-9111 outside the United States). The 75-question exam encompasses the skills and competencies reflected on the Geothermal Vertical Closed Loop Drilling Operations DACUM.

To learn more about the CVCLD designation, visit NGWA's Web site at www.NGWA.org.

NGWA Issues Contractor Certification Notices

Those who are in good standing in the National Ground Water Association Voluntary Certification Program should have received their 2012 renewal invoices in September. These individuals have until December 31, 2011 to report their seven hours of continuing education, submit their signed affidavit, and pay their renewal fee. If you have any questions, contact NGWA Industry Practices Administrator/Certification Coordinator Jonathan Jenkins at jjenkins@ngwa.org, or call (800) 551-7379 (614 898.7791 outside the United States), ext. 511.

NGWA to Host Conferences on Groundwater Issues in 2012

The National Ground Water Association will host a variety of conferences focused on groundwater issues in the United States in 2012.

Such conferences include the Emerging Issues in Groundwater Conference, February 27-28 in San Antonio, Texas. This conference will address solutions to many groundwater problems that will ultimately depend on how people value groundwater.

The NGWA Focus Conference on Midwestern Groundwater Issues, June 26-27 in Columbus, Ohio, will concentrate on a host of topics, including major seasonal flooding events impacting groundwater and wells, issues related to oil and shale gas production, and increased water use for irrigation, biofuels development, and other energy alternatives.

The NGWA Focus Conference on Gulf Coast Groundwater Issues, October 16-17 in Baton Rouge, Louisiana, will analyze what technologies, new tools, and technological advancements can be applied to meet this region's challenges. To learn more about these conferences and to register, visit NGWA's Web site at www.NGWA.org.

NGWA Offers CSP-Drilling Operations Exam

The National Ground Water Association is offering a second component to the Certified Sales Professional (CSP) designation within its Voluntary Certification Program, the Certified Sales Professional-Drilling Exam.

The CSP designation is specifically intended for suppliers and manufacturers. Earning the CSP designation is a remarkable way to demonstrate your commitment to enhancing industry professionalism and providing good customer service.

Eligible individuals who wish to earn the designation will be required to take only one exam, but they can extend their designation to a CSP-II by passing both the drilling and pump installation exams. Exam appointments may be scheduled through NGWA's third-party testing facility, PSI LaserGrade, by calling (800) 211-2754 (360-896-9111 outside the United States).

Two Safety DVDs Added to NGWA's Bookstore

The NGWA Online Bookstore has added two more DVDs that focus on safety.

Ladders of Doom is a 15-minute video that promotes ladder safety in a light way that keeps viewers engaged, while *Safety Benchmarking with DynMcDermott* shows how the large petroleum company created a safety culture within its company that enabled its safety incidents to fall dramatically.

Meanwhile, pre-production work is underway for a DVD on safe practices during pump installation.

To learn more about these DVDs and to purchase them, visit NGWA's Bookstore at www.NGWA.org.

COMMUNITY MILESTONES

This is the memberships' time to brag just a little, honor or observe personal and business events so drop us a note, send us a picture, give us a call so we can share your news!

PERSONAL NOTES: **Congratulations** to Legrand Baker (Pump Service, Inc./Burley) and family on the birth of their 5th child and first boy, Zachary, born September 15, 2011. Zachary is also Henry Baker's (APEX Drilling/Burley) 53rd grandchild.

Belated Happy Birthday to Henry Baker who turned 68 on December 9th. Pump Service, Inc. and APEX Drilling are Baker family businesses. Henry first bought Pump Service in 1978 and sold it to sons Steven and Legrand in 2005. He now works with another son, David, at APEX Drilling.

APEX DRILLING will celebrate 6 years in business on January 1, 2012.

Sadly, IGWA notes the passing of two of its members.

STEVE COOK 1956 – 2011 Steve L. Cook, 55, of Nampa died on Friday, September 30, 2011, as a result of a motorcycle accident. Steve was born on August 4, 1956 in Council, Idaho to Myron and Marjorie Cook. He was raised in Montana and graduated from Mt. Ellis Academy in 1974. Steve began a career in the oil field industry in quality assurance, eventually managing inspections and operations for ICO around the world. Steve and his wife, Cass (Jantz) went into business together in 2000, managing and operating Layne of Idaho, an irrigation pump company in Nampa. He is survived by his wife, Cass (Jantz) Cook, daughter Sarah Jean Cook, sister Belinda (Lonnie) Vincent of Nampa, Idaho; sister Jodie (Greg) Woods of Boise, Idaho; brother John (Jodi) Cook of Council, Idaho; and numerous family members and friends. An outdoor memorial service was held on October 6, 2011 at the Indian Creek Winery. The family requests that in lieu of flowers, memorial contributions be made to Children's Hospital of Philadelphia, Ronald McDonald House of Philadelphia, or Nampa Christian Schools Foundation. Condolences may be emailed to the family at cass@layneofidaho.com. (See entire obituary at *Idaho Statesman/October 5, 2011*)



JOHN DANIEL "BIG JOHN" WOOD 1947-2011 John Daniel Wood, 63, "Big John" is what he referred to himself as, passed away as result of a fatal ATV accident in the Owyhee Mountains on October 29, 2011. He died doing what he loved most, living life to the fullest. His favorite saying was "Life is Good". He had a good life. He was born to Cecil (Moose) and Edna (Pearson) Wood, both of Melba, on December 2, 1947 in Nampa. He owned and operated Wood Pump Co. for 40 years. He was a loving husband to his wife of almost 46 years, Sandy, a cherished father to his sons Troy Wood and Jake (Skee) Wood both of Nampa, and an awesome grandpa to Libertee and Lily Wood. Survivors include his wife, their sons, daughter-in-law, granddaughters, sister Gayle Wood of Boise and J.D. (Sylvan) Adamson of Nampa, his nieces, nephews and numerous cousins. A celebration was held Saturday, November 5, 2011 at the Melba High School South Gymnasium. In lieu of flowers, donations can be made to the Melba Quick Response Unit, P.O. Box 189, Melba, ID 83641 (Read entire obituary in *Idaho Press Tribune, November 1, 2011*)

PROFESSIONAL ANNOUNCEMENTS: IGWA SENDS FULL SLATE OF DELEGATES TO NGWA: Charlie Fox, IGWA board member and Idaho/Utah Territory Manager for Franklin Electric, reports that Idaho had all eight delegates present during the delegates' meeting at the 2011 NGWA Expo in Las Vegas. Delegates were Tom Richardson, Tony Hackett, Sam Kingrey, Charlie Fox, Gary Duspiva, Rod Hendricks, Roger and Dennis Buchanan. This year's show was a huge success. There were 326 exhibitors (a record number), over 4200 attendees, 12 hours of exhibits and over 80 hours of workshops. Everyone is looking forward to next year's event which will be held in Las Vegas again during the first week in December.

REMINDER TO OUR SUPPLIERS: Raffle item donations are needed for the IGWA Crisis Fund. Bring the items to the winter convention. In conjunction with the raffle items, there will also be a 50/50 drawing during the event.

BE > THINK > INNOVATE >

The Complete Solution



PACO®

**PEERLESS
PUMP**®

Robertson Supply is proud to introduce **The Pump House**, your complete pump system company!!

For more information, please contact:

The Pump House

401 6th St. N.
Nampa, ID 83653
(208)466-8907



Robertson SUPPLY, INC.

www.thepumphouse.us

GRUNDFOS®

IDAHO GROUND WATER ASSOCIATION

2011 BOARD OF DIRECTORS

Name/Position	Address/Email	Phone	
President Tony Hackett	Down Right Drilling & Pump 6025 Little Freeze Out Rd. Caldwell, ID 83607 tonyup@speedyquick.net	Ph 208-454-3098 Fax 208-454-0010 Hm 208-459-4079 Cell 208-484-8472	
Vice President Tom Richardson	H2O Well Service, Inc. 582 W. Hayden Ave. Hayden Lake, ID 83835 tomrr@h2owell.com	Ph 208-772-4004 Fax 208-772-4892 Cell 208-818-0588	
Assoc. President Brian Pokorney	Down Right Drilling & Pump 1323 N KCID Rd Caldwell ID 83605 brian1975@clearwire.net	Ph 208-454-3098 Fax 208-454-0010 Hm 208-455-8469 Cell 208-697-4792	Not available
M & S President Chad Draper	2M Company, Inc. 120 E Victory Rd Meridian ID 83642 cdraper@2mco.com	Ph 208-884-0687 Fax 208-884-0280 Cell 208-871-1602	
M & S Vice President Charlie Fox	Franklin Electric 472 E Taper Court Kuna, ID 83634 cfox@fele.com	Fax 208-922-4865 Cell 208-949-0604	
Directors			
Legrand Baker	Pump Service, Inc. 103 W 500 S Burley ID 83318 pumpservice@safelink.net	Ph 208-678-9042 Fax 208-678-9043 Hm 208-678-2884 Cell 208-300-9041	Not available
Rob Dawson	Rob Dawson Drilling, Inc PO Box 339 Cambridge ID 83610 dawson0344@msn.com	Ph 208-257-3389 Fax 208-549-0305 Cell 208-550-0948	
Eric Forsmann	Stuivenga Vessey Drilling 1087 Highway 13 Grangeville ID 83530 stuvesdrill@qwestoffice.net	Ph 208-983-2356 Hm 208-983-0768 Cell 208-451-4273	
Rod Hendricks	Independent Drilling 692 A West Hwy 39 Blackfoot ID 83221 rod@independentdrilling.com	Ph 208-684-3788	
Henry Baker	APEX Drilling 103-A W 500 S Burley ID 83318 apex_drilling@yahoo.com	Ph 208-678-9393 Fax 208-678-9043 Hm 208-678-1114 Cell 208-312-5146	
Past President Roger Buchanan	Andrew Well Drilling 3405 N. 15th E. Idaho Falls, ID 83401 roger@andrewwelldrill.com	Ph 208-522-2794 Fax 208-522-2798 Hm 208-524-1191 Cell 208-681-3517	



Idaho Ground Water Association

P.O. Box 2624
1109 Main Street, Suite 300
Boise, ID 83701-2624
(208) 381-0294

Address Service Requested

IGWA Annual Winter Convention

Don't Miss It

January 31-February 1, 2012

Group Room Block Opens: January 29

The Riverside Hotel (*formerly DoubleTree*)
2900 Chinden Blvd.
Boise, ID 83714

Hotel reservations: call (208) 343-1871 *OR* online at www.riversideboise.com

Online use Corporate Login: ID Ground Water Association/Password: IGW

Trade Show Setup: January 30

10 a.m. to 10 p.m. (Ponderosa/Tamarack)

Conference Convenes: 8 a.m. on January 31 & February 1.

IGWA Board Meeting: February 2

REGISTRATION PACKET & PROGRAM ENCLOSED—PAGE 12 & 13