



**December 2023**

# **NCGWA Convention & Trade Show**

## **Where You Belong**

**JANUARY 25-26, 2024  
EMBASSY SUITES  
GREENSBORO, NC**

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## **STATEMENT OF PUBLISHER**

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### **WATER WORDS**

Elaine Christian, Publisher  
PO Box 41368, Raleigh, NC 27629  
919-876-0687  
Email: [elaine@execman.net](mailto:elaine@execman.net)

## **RATES OF ADVERTISEMENT**

Quarter-page Ad / \$125 per issue  
Half-page Ad / \$250 per issue  
Full-page Ad / \$500 per issue

## **PUBLICATION DATES**

Articles and ad deadlines

are the first day of

**MARCH  
SEPTEMBER**

**JUNE  
DECEMBER**

Any and all NCGWA members are encouraged to send information on past or coming events or news articles that would be of interest to other well drillers. Please send profiles of well drillers/companies that you feel deserve to be highlighted in our newsletter.

# **NCGWA Board Of Directors**

## **President**

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**Phil Silvestri**, Preferred Pump, Liberty, NC

## **Executive Director**

**Elaine Christian**, NCGWA, Raleigh, NC (919-876-0687)

## **Worth Pickard Scholarship**

The N.C. Ground Water Association offers the Worth Pickard Scholarship to eligible students who are currently enrolled or who have been accepted into an accredited college or university. Consideration will also be given to those seeking specialized courses of study, if the applicant is employed or otherwise involved in some area of the ground water industry.

For eligibility requirements and an application form, please visit the ncgwa website at: <https://ncgwa.org/>  
The deadline for the 2024 scholarship is April 15, 2024.  
Contact the NCGWA office at 919-876-0687 for more details.

## **NCGWA Facebook**

The NCGWA now has an official Facebook page and also a Private Page for members only. If you have or use Facebook, please go to the link below and "like/follow" the page and share it with other members.

Please continue to be patient as this is a work in progress and more information and pictures will be added as they become available. Going forward, meeting notices and events from NCGWA will be posted here as another way to keep you informed.

### **Public Page**

<https://www.facebook.com/profile.php?id=100095291119277&mibextid=LOQJ4d>

### **Private Page**

<https://www.facebook.com/groups/3639262292963775/?mibextid=oMANbw>

## A Letter From The President

Greetings All, It is my pleasure to send this report wrapping up 2023. I want to thank you all for the hard work and long hours everyone has put in, as we have made so many gains together this year. '23 was a busier than normal year for everyone; I hope it has been profitable for all. Please take some time during the holidays and reflect upon what our industry does for the people of North Carolina and surrounding states. Be proud and celebrate the professional that you are!

Thank you to everyone who came out to the fall field day! I believe it was the largest attended event we have held in Harmony to date. The weather was perfect and everyone learned a lot together. We had 14 teams of 4 in the clay shooting tournament. I would like to say a special thanks to all our sponsors. We again had several environmental health inspectors present, and I look forward to continuing to grow our continuing education events together.

I personally want to invite you to attend the NCGWA Winter Conference and Trade Show in Greensboro beginning on Thursday, January 25 and continuing through Friday, January 26. It is a show designed for you! A few things have changed from past conferences, including a group meal for everyone on Thursday night. Previously, we seem to have gone our separate ways after our Thursday class, but this year we all will stay together and enjoy a delicious meal. Both Thursday and Friday we will have classes designed to get you involved, not to mention all of our vendors will be glad to see you. Please check the flyers and emails regarding the show. And as always, there will be plenty of opportunities to register to become a member of NCGWA. We need everyone joining forces together to keep moving our profession forward!

You may notice the theme of “together” in my report. We need and must build a tighter community in our industry. Legislators, state and county inspectors, and the public will start to notice how we work together, unified for the greater good of our essential industry. Water quality will be the hot topic ahead for our state. Let's be a part of the solution, ready to stand together to assist in solving problems as they arise.

Come and celebrate with us as we reflect on the accomplishments of 2023 and look ahead to what 2024 may have in store. I know myself and our awesome board look forward to seeing you in Greensboro.

Keep turning to the right, Matthew Brown, President NCGWA

## NCGWA Insurance Program - Updates

Insuring your business assets and liabilities may sound repetitive; however, being certain that your business is insured properly is essential.

Updates and Tips for water well drilling insurance:

- **Ask about the insurance requirements for a job before you bid.** Insurance requirements for general contractors are becoming more complex. You may have to increase your insurance limits, add additional wording to the policy, and/or be bonding. You will want to know if you need to make changes up front, so you can add the cost into your bid for any changes.
- **Rig & Equipment values** are increasing, be sure to adjust your insured values.
- If you are inspecting wells or designing water systems, you have a **professional liability** exposure and may need to insure your risk.
- **Telematics**- In truck GPS and Cameras – up to 10% discount on auto rates within in the NCGWA program. This system tracks trucks and driver, and can prove you were not at fault in an accident.

The water well drilling industry is different than other contractors, so be sure that your insurance is not a cookie cutter policy.

The NCGWA offers an insurance program for members, offering an off the top 5% discount and additional discounts for years' experience and loss history. We can work with water well drilling businesses of all sizes; just starting out or multi-generational. Policies available include liability, worker's comp, auto, inland marine, property, umbrella, and bonding.

For more information check out: [www.bankersinsurance.net/business-insurance/north-carolina-ground-water-association](http://www.bankersinsurance.net/business-insurance/north-carolina-ground-water-association).

Katherine R. Hall, CIC, AAI, AIS, TRA / RIC, Bankers Insurance [khall@bankersinsurance.net](mailto:khall@bankersinsurance.net) / 336-552-8098

# NCGWA - 2024 TRADE SHOW & CE

THURSDAY - FRIDAY, JANUARY 25 – JANUARY 26 | EMBASSY SUITES | GREENSBORO

204 CENTREPORT DRIVE, GREENSBORO, NC 27409

HOTEL PHONE: 336-668-4535 | RATE: \$125.00 | HOTEL RESERVATION DEADLINE: JANUARY 11, 2024

## TRACK 1

### Thursday, January 25, 2024

3:00 pm – 4:00 pm

Having a Safety Mindset – Katherine Hall, Bankers Insurance (1 CEU)

4:00 pm – 5:30 pm

Open Forum Discussion

5:30 pm – 7:30 pm

Dinner

### Friday, January 26, 2024

8:00 am - 9:00 am

Rules and Law Changes from Electrical Board – Al Parris (1 CEU)

9:00 am – 9:30 am

Visit with Vendors

9:30 am – 10:30 am

Mississippi vs Tennessee - Is Groundwater an Intrastate or Interstate Resource? Richard Spruill (2 CEUs)

10:30 am – 11:00 am

Visit with Vendors

11:00 am – Noon

Mississippi vs Tennessee - Is Groundwater an Intrastate or Interstate, Continued

1:00 pm

Lunch/Business Meeting/Auction/Raffle in Vendor Hall

See next page for details

## TRACK 2

### Thursday, January 25, 2024

3:00 pm – 4:00 pm

Having a Safety Mindset – Katherine Hall, Bankers Insurance (1 CEU)

4:00 pm – 5:30 pm

Open Forum Discussion

5:30 pm – 7:30 pm

Dinner

### Friday, January 26, 2024

8:00 am - 8:30 am

Visit with Vendors

8:30 am - 9:30 am

Water Treatment Equipment Installation and Service. A Complete Business Model – Mark Shell and Greg Gruett (3 CEUs)

9:30 am - 10:00 am

Visit with Vendors

10:00 am - 11:00 am

Water Treatment Equipment Installation and Service, Continued

11:00 am – 11:30 am

Visit with Vendors

11:30 am – 12:30 pm

Water Treatment Equipment Installation and Service, Continued

1:00 pm

Lunch/Business Meeting/Auction/Raffle in Vendor Hall

Class limited to 20 people. Must register in advance. Limit 2 people per company.

See next page for details

**Register Now! Deadline to Register for Trade Show is January 18, 2024. If you have questions please call the NCGWA office at 919-876-0687 or email [elaine@execman.net](mailto:elaine@execman.net)**

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

Street: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

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

**Please check either Track 1 or Track 2. You must choose one.** \_\_\_\_\_ Track 1 \_\_\_\_\_ Track 2

\$ \_\_\_\_\_ Registration - \$50 (Members)  
(Includes Trade Show and Lunch)

\$ \_\_\_\_\_ Registration - \$75 (Non-Member)  
(Includes Trade Show and Lunch)

\$ \_\_\_\_\_ Membership Dues - \$75

\$ \_\_\_\_\_ Raffle Ticket - \$100

**Refund Policy: Refunds only if the NCGWA office is notified 72 hours prior to the trade show or unless death in immediate family. (919-876-0687 or [elaine@execman.net](mailto:elaine@execman.net))**



# NCGWA - 2024 TRADE SHOW & CE COURSE DESCRIPTION

## Course: Having a Safety Mind Set

During this presentation we will discuss why it is important have a safety mindset in your company. Staying safe at the jobsite should be part of the job and important to every employee and owner. We will walk though how to create a safety culture; including, preventative measures, PPE, tool box talks, safety meetings, and management strategies to promote safety. Many accidents and injuries can be prevented when the proper safety plans are in place.

## Course: Rules & Law Changes from the Electrical Board

- New Address and Changes at the Board's Office.
- Board Laws and Rule Changes.
- Legislation
- Open session for questions.

## Course: Mississippi vs Tennessee – Is the Groundwater an Intrastate or Interstate Resource?

Part 1: Basic Groundwater Hydrology - hydraulic conductivity, porosity, transmissivity, specific yield, and storage coefficient. Emphasis on groundwater flow patterns and groundwater velocity.

Part 2: Basic Groundwater Chemistry - Oxygen/Hydrogen Bonds, dipolar nature of water molecules, impacts of dipolar nature on water chemistry. Specific examples will include disinfection/disinfection by products and coastal examples of salt water intrusion.

## Course: Water Treatment Equipment Installation and Service. A Complete Business Model

Hour One: · Proper Installation and Start-up Techniques. Working Demo unit to demonstrate startup. · Best Practice for Service Call Procedure: Basic step by step guidance Scheduled

Hour Two and Three: · Valve Tear Down w/ hands on opportunity for attendees. Focusing on the most popular brand used today in industry. · Trouble Shooting different types of water treatment equipment. · Servicing different types of treatment equipment: Softener, Backwash Filter, AIO(AirDraw), etc. · How to run a successful business w/ service · How to Treat Water Successfully, and when to make alternative choices.

Raffle Tickets:  
Only \$100 for a  
chance to win!

**Don't Forget to Purchase Your Raffle Tickets!**

**GRAND PRIZE! – Golf Cart with Trailer**  
**Golf Cart will be on display at Trade Show!**

*Need not be  
present to win!*

## PAYMENT OPTIONS: CHECKS/CREDIT CARDS/PAYPAL

**CHECKS:** MAKE CHECKS PAYABLE TO: **NCGWA, PO BOX 41368, RALEIGH, NC 27629**

**CREDIT CARDS/PAYPAL/ELECTRONIC CHECKS:** You will receive an invoice via email for the total due, and you will be instructed to pay the amount via PayPal. You can use any major credit card, your checking account or your PayPal account to pay. By choosing this method, you agree to pay the amount due above within 30 days of the date the invoice is issued.

Please sign here: \_\_\_\_\_

**Payment Type:** Check # \_\_\_\_\_ Paypal \_\_\_\_\_ Amount \$ \_\_\_\_\_

## NCGWA Trade Show

### Don't Forget to Buy Your Raffle Ticket

Raffle Tickets On Sale Now!! The NCGWA Annual Raffle drawing will be held on January 26, 2024 at the Trade Show & CE being held at the Embassy Suites in Greensboro, NC. The grand prize is a 2022 Advanced EV Advent Golf Cart with Trailer, 2 +2 Lifted Limited Edition, Street Legal, over \$17,000 Value.

Tickets are \$100 each and may be purchased from any of the board members listed on page 2 of this magazine, or you may email Deborah at the NCGWA office: [execmaninfo@gmail.com](mailto:execmaninfo@gmail.com) or call 919-876-0687. Only 300 tickets will be sold. Do not need to be present to win.

Support the association: Don't forget to bring items for the auction to help support the association, the industry, and get a bargain in the process! The auction will be held on Friday after lunch. Your support will be greatly appreciated!

Come visit with the vendors and see the latest in goods and services to benefit you, your company and your customers. They will also answer questions about state-of-the-art products and industry concerns. This will be quality time for you and the vendors.

Make plans to attend the membership meeting being held on Friday, January 26, 2024 at 1:00 pm. Elections for the 2024 board will be held at this time.



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Liberty, NC 27298  
336-373-5900  
psilvetri@preferredpump.com



### Drillers Service

Chris Pursley  
PO Box 1407  
Hickory, NC 28603  
704-560-3078  
c.pursley@dsidsi.com



### Roscoe Moss Company

David Branham  
4360 Worth Street  
Los Angeles, CA 90063  
913-488-1096  
dbranham@roscoemoss.com



### Franklin Electric

Robb Armstrong  
12 Summer Creek Court  
Irmo, SC 29063  
321-356-6752  
rarmstrong@fele.com



### Rotary Drill Service

Eddie Hendershot  
PO Box 1470  
Newton, NC 28658  
828-465-0132  
ehendershot@rotarydrillservice.com



### Pentair Flow & Filtration

Mike Hulburt  
293 Wright St.  
Delavan, WI 53115  
714-227-8142  
mike.hulburt@pentair.com



If you are not a member of the NCGWA, please go to <https://ncgwa.org/> and click on the Join the NCGWA tab for an application.

An application can also be found on the last page of this newsletter.

## Benefits of Being a Corporate Partner

### CORPORATE PARTNERSHIP – \$1,000 Annually

#### Partnership Benefits Include:

- ◆ Company Logo/Contact Information Placed On NCGWA Website In Corporate Partners Area
  - ◆ Annual Trade Show Booth Space – In A Prime Location
  - ◆ Considered Gold Sponsor At Annual Trade Show
- ◆ Company Logo/Contact Information Placed In Quarterly NCGWA Newsletter For One Year

If you are interested in becoming a Corporate Partner, please see the application on page 15 of this newsletter.

If you have any question please contact the NCGWA office at 919-876-0687 or email [elaine@execman.net](mailto:elaine@execman.net).

## **Water Well Trust Receives \$1.75 Million USDA Grant for National Water Well Projects**

WASHINGTON, D.C. -- The [Water Well Trust](#), a national nonprofit helping rural Americans get access to a clean, safe water supply, has received a \$1.75 million grant from the U.S. Department of Agriculture's Decentralized Water Systems (DWS) program for water well and wastewater projects to increase potable water system availability and access to wastewater systems to rural households throughout the U.S.

The USDA grant and matching funds from the [Water Systems Council](#) will be used to fund Water Well Trust projects throughout the U.S. This is the 10th USDA grant received by the Water Well Trust since 2014.

Beneficiaries of the Water Well Trust are low-income homeowners that have wells that are no longer functioning properly, have contamination issues that render the well unusable, or have no well or safe water source. The Water Well Trust also provides funding for septic systems.

In the past nine years, USDA grant monies have been used to increase potable water availability to rural households in 38 of the 50 states. To date, the Water Well Trust has been involved in drilling or rehabilitating over 530 water wells serving 525 households, many of which were USDA projects.

The grant monies will provide long-term, low-interest loans to applicants seeking new or improved water wells and septic systems. The Water Well Trust limits funding to a maximum of \$15,000 for a well and \$15,000 for a septic system. Loans have an interest rate of 1% with terms of up to 20 years.

To qualify for a WWT loan, applicants must be the owner and occupant of the home as their primary residence and must not have access to a public water supply or sewer. The applicant's household income must not exceed 60% of the median non-metropolitan household income for the state in which the applicant resides. The income criteria apply to both the applicant and all other occupants of the home.

Prospective applicants can determine if they qualify and start the application process by completing a [submission form](#) on the Water Well Trust website.

The Water Systems Council established the Water Well Trust in 2010 to provide clean, sanitary drinking water to Americans who lack access to a reliable water supply and to construct and document small community water systems using water wells to demonstrate that these systems are more sustainable and economical. Recent studies show that there are 2 million Americans living without access to clean, safe, affordable drinking water. This number does not include tribal communities, where an estimated one in 10 Indigenous Americans lack access to safe water or basic sanitation.

For more information visit [waterwelltrust.org](http://waterwelltrust.org).

### Contact:

Margaret Martens, Executive Director, Water Well Trust  
[mmartens@watersystemscouncil.org](mailto:mmartens@watersystemscouncil.org)  
202-625-4383

**NCGWA Annual Convention & Trade Show**  
**January 25-26, 2024**  
**Embassy Suites, 204 Centreport Drive, Greensboro, NC 27409**  
**Hotel Phone 336-668-4535**  
**Rate \$125/Night**  
**Hotel Reservation Deadline is January 11, 2024**



## 9 Steps To Systematize Your Business

- 1 Vision Statement
- 2 Mission Statement
- 3 Points of Culture
- 4 S.M.A.R.T. Goals
- 5 Organizational Chart
- 6 Positional Contracts
- 7 Key Performance Indicators
- 8 How To Systems
- 9 Management Systems

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# North Carolina Ground Water Association Fall Field Day and Skeet Shoot

## 2023



We would like to thank everyone who attended our Fall Field Day and Skeet Shoot this year. After missing last year, due to weather, we returned to Hunting Creek Preserves on October 6th. We had the largest crowd we have had to date at this event. The day got started with demonstrations on installation and maintenance of different types of hand pump systems led by Matthew Brown and employees of Yadkin Well Company. Jason Garcia from Drillers Service and Logan Mason from Lorentz then helped install a solar pump in the well and demonstrated its functionality and benefits. Thank you to all who helped make these presentations happen.

Following the continuing education portion of the day we took part in a wonderful lunch provided by our friend Wes Hege with Amtrol. We would also like to thank Neill Pardue with Air Drilling Co. who donated a beautiful shotgun that was raffled off prior to the skeet shoot. After lunch and the raffle were done we all gathered up our shotgun shells, provided by Preferred Pump, and took off for an afternoon of fun together. We had 14 teams of 4 compete this year and had every shooting station sponsored as well. Prizes for multiple categories from best to worst shot were awarded following the skeet shooting.

**Thank you again to all our sponsors that helped make this event so successful. We look forward to seeing even more of you next year.**





# Did you know that **DSI** offers...

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# Coming Together

*Please Join Us  
For Dinner*

Thursday, January 25th

5:30pm to 7:30pm



The North Carolina Ground Water Association would like to invite you to attend their Buffet Dinner Thursday night. Located onsite at the Embassy Suites Hotel. Dinner will be buffet style with Prime Rib Carving table and Chicken option.



**Dinner Provided for registered  
tradeshow attendees by**

Non Contractors will need to purchase  
separate meal ticket to attend



## NC811.Org

Happy December to everyone and I do hope, as this year winds down, everyone is getting to spend some quality time with their families. NC 811 is starting to feel the effects of the anticipated volume increases. In November we saw a double-digit increase of the year prior at 12%. That is 23,097 more requests and we are just getting started! YTD we are at 7.18% increase over 2022 with one month to go. As we are always encouraging electronic submissions, note that we are currently YTD at 76.45% pure pass through electronic incoming tickets. Let's see if we can break that 80% threshold in the coming months! While updates statewide in November were at 31.5% of total tickets, the YTD percentage stands at 30.8%. As always, we encourage excavators to only ask for what they plan to complete within the 15 working days (where possible), suspend those updates if the project is interrupted and certainly stop altogether once the project is completed. We cannot encourage others enough to participate with the local UCC'S to share valuable projects that are going on in your area and to find those valuable contacts. These UCC'S provide significant value just in the networking alone. To find one near you, visit [ncucc.org](http://ncucc.org).

If you have some free days through the end of the year, check out our valuable damage prevention education training, visit [ncpipesplus.org](http://ncpipesplus.org). Not much left for this year around the state, however come January you can be sure that things will be heating up 811-wise. We will keep you informed on the Broadband build as we get more information about the "where" and the "when" of deployment. To learn more about the many resources, visit [NC811.org](http://NC811.org).

Merry Christmas and Happy New Year. We look forward to serving you all again in 2024.

Ann Rushing  
Education Manager/NC811  
[annrushing@nc811.org](mailto:annrushing@nc811.org)



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# NCGWA CORPORATE PARTNERS PROGRAM

*For more than 50 years, the NCGWA has represented, educated and connected the industry in and around the great state of North Carolina.*

The N.C. Ground Water Association is asking and inviting you and your company to be a corporate partner. The Association recognizes the important needs of your products to our industry, and we want to provide our members and the citizens of North Carolina the best opportunity for excellent communication with your company.

The NCGWA Corporate Partner Program is designed to do just that. You have an opportunity to receive the benefits of partnership with NCGWA. This partnership includes branding on the NCGWA website, prime location at the annual trade show at no additional cost, branding in the quarterly NCGWA newsletter and first mailings/email blasts of all information related to the industry from NCGWA.

These avenues of communication provide you with an inexpensive approach to reaching your clients, potential clients, ground water users and the general public. At the same time, you will be helping maintain the important mission and values of the NCGWA. This partnership is a win-win for all parties involved. Please sign up today. Our partnership is vital for all of our future endeavors.

## **CORPORATE PARTNERSHIP – \$1,000 Annually**

Partnership Benefits Include:

- ❖ Company Logo/Contact Information Placed On NCGWA Website In Corporate Partners Area
- ❖ Annual Trade Show Booth Space – In A Prime Location
- ❖ Company Logo/Contact Information Placed In Quarterly NCGWA Newsletter For One Year

PLEASE COMPLETE THE BELOW INFORMATION:

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

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone No.: \_\_\_\_\_

Please return information above with Partnership payment of \$1,000. Upon processing, NCGWA will contact you to request the appropriate information to list your company on the website and newsletters. **Please mail to the address listed below.** Thank you for your partnership with NCGWA! We are excited about our future together.

NCGWA | PO BOX 41368 | RALEIGH | NC | 27629 | 919-876-0687 | ELAINE@EXECMAN.NET

NCGWA  
PO BOX 41368  
RALEIGH, NC 27629

FORWARDING SERVICE REQUESTED

NCGWA

919-876-0687

WWW.NCGWA.ORG

### **North Carolina Ground Water Association - Membership Application**

#### **Active Members: Contractors Division**

- \*Any person engaged in the business of well drilling. \*Any person engaged in the business of monitoring well drilling.
- \*Any person engaged in the business of installing, maintaining, and repairing pumps and who is authorized to execute contracts in connection therewith but does not engage in the business of water well drilling.

#### **Active Members: Non-Contractors Division**

**Manufacturing:** Any person engaged in manufacturing equipment, materials, or supplies in the ground water industry.  
**Water Equipment Wholesalers and Suppliers:** Any person which does no contracting for the drilling of water wells and/or installation and servicing of water pumps, and which:

- \*is an established wholesaler maintaining warehouse and stock of pumps, pump parts and other water handling equipment which are sold regularly to dealers and/or contractors for resale; or
- \*is engaged in the business of supplying equipment, rigs or tools or rendering specialized services to the water well industry from an established place of business in its trading area.

**Technical:** Any person engaged in the supervision, regulation, evaluation, development or investigation of underground water supply installations or related to technology or any individual in an accredited university, college or preparatory school, public or private, studying or teaching subject matter embracing the water well industry.

\_\_\_\_\_ **Active Members-Contractors, \$75 per person, per year**

\_\_\_\_\_ **Active Members-Non-Contractors, \$75 per person, per year**

**Associate Members:** Any eligible person interested in the work of the Association who is not eligible to become an active member may become an Associate Member. \_\_\_\_\_ **Associate Members \$75 per person, per year**

1. Name \_\_\_\_\_ Commission Issued Certification # \_\_\_\_\_
2. Company \_\_\_\_\_ Phone \_\_\_\_\_
3. Street/P.O. Box \_\_\_\_\_ Fax \_\_\_\_\_
4. Town/State/ZIP/County \_\_\_\_\_
5. Email \_\_\_\_\_

Please check what type of membership and fill out your information and send it, along with your payment, to NCGWA, P.O. Box 41368, Raleigh, NC 27629. Make checks payable to NCGWA. If you have any questions, please call 919-876-0687.