



Onsite Wastewater Mega-Conference

2023
Hampton, Virginia



The Onsite Event of the year!

The following presentation represent the views and opinions of Onsite Wastewater Professionals and NOT NOWRA



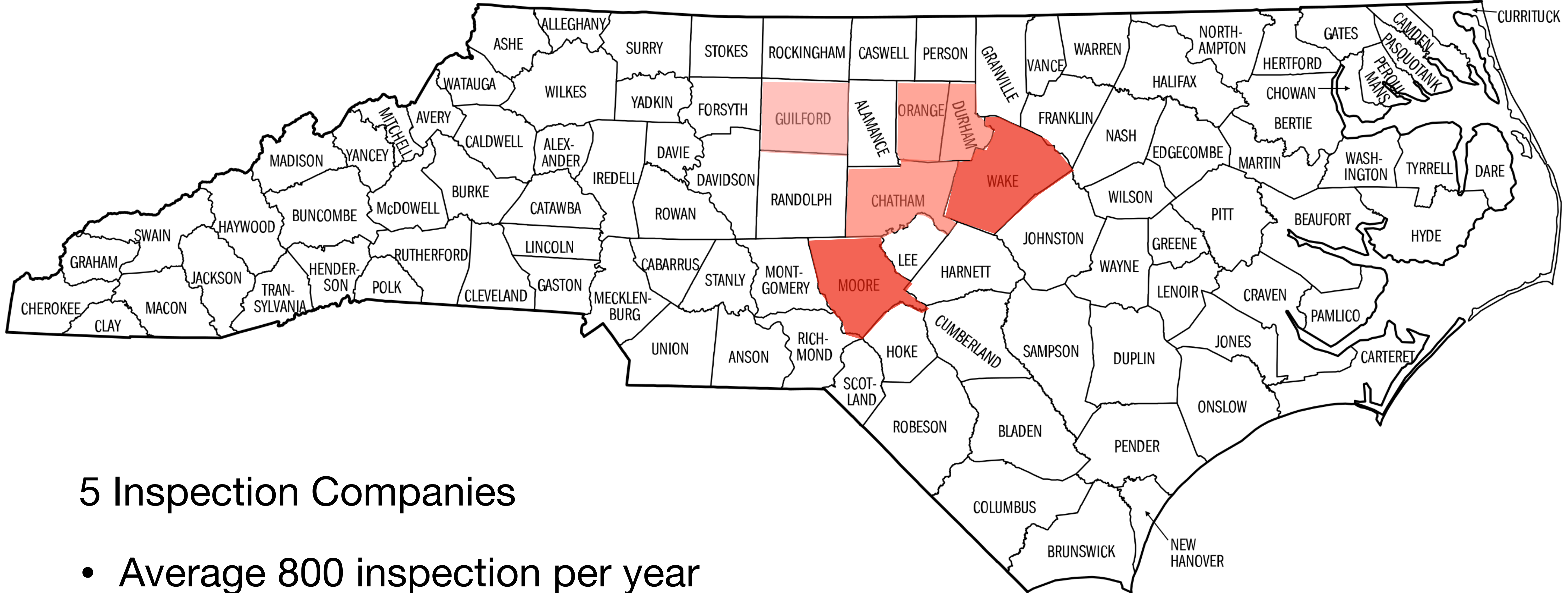
ONSITE
WASTEWATER
PROFESSIONALS

Framework for Success

A proven approach for Point of Sale Inspections

Onsite Wastewater Professionals

NORTH CAROLINA



5 Inspection Companies

- Average 800 inspection per year

Point of Sale Inspections

Framework for Success Agenda

- Goals
- Landmines
- Keys for Success
- Framework
 - Requirements
 - CE
- Resources

Inspection Standards

Goals

- Create Uniform Standard
- Protect Onsite Professionals
- Provide Critical Information
- Manage / Set Expectations
- Set Realistic / Achievable Standard



Framework for Success

Lack of Uniform Standards

- Confusion
 - Pricing
 - Product
- Frustration
- No Ability to Differentiate



Framework for Success



Impact of Uniform Standards

- Consistent process leave little room for bad actors
- Promotes consistent language
- Deepens understanding of our industry
- Makes it possible to build a business

Framework for Success

Process Must Protect Inspectors

- Legal Protection
 - Clearly disclose what will and won't be included
 - Pre-Construction Contract



Framework for Success



Process Must Keep Inspectors Safe

- Health and Safety Protections
 - Don't ask inspectors to take unnecessary risk
 - Limit Probing
 - Don't die trying to inspect





Framework for Success

Guiding Principles

- The inspection will not guarantee or attempt to predict future performance
- Avoid inspection procedures that attempt to yield predictive results
- We will not advocate hydraulic load testing / Stress Testing



Operational Test - NOT - Hydraulic Load Test



Framework for Success

Operational Test - NOT - Hydraulic Load Test

- **70' of 4" sch 40 PVC**
- **4" sch 40 PVC = .65 gallons per foot**
- **45 Gallons**

- **Not less than 50 gallons**
- **Not more than 100 gallons**

- **Enough to reasonably believe that effluent is getting to the trench**

Framework for Success



Guiding Principles

- Snap Shot in Time
 - The inspection will not guarantee or attempt to predict future performance
 - Gather Facts that speak to the condition of the system
 - We will not create a hypothesis



2 Hour Drive at 3200 RPM?



Home Inspection of a 10 Year Old Roof



Class D Shingles = 90 MPH?



Residential Floors = 40 lbs / ft²



Pass

Handwritten scribble

A+

Handwritten scribbles

Fail



INFILTRATOR®
water technologies



Standard of Practice

Inspection Framework

- What type of system do you have?
- Location
- Condition
- Signs of love or neglect
- Identify items of non compliance



Foundational Principles

An Inspection is not

- a prediction, or guarantee of future performance

An Inspection is not

- An appraisal of property or system value

An Inspection is not

- Troubleshooting exercise to determine the cause of problems
- NOT an operation and maintenance visit

Definitions

An Inspection is a snapshot in time of system function

- Not your opinion
- Collection of facts you have gathered



Code of Ethics

Inspectors shall at all times recognize their primary obligation is to protect the public in the performance of their professional duties and shall conduct the practice of those duties in a manner that protects the public health, safety and welfare.

Opinions expressed by inspectors in the discharge of their duties shall only be based on their education, experience, ~~and~~ honest convictions.

Code of Ethics

No inspector shall disclose any information about the results of an inspection without the approval of the client for whom the inspection was performed, or the client's designated representative, except as required by law.

No inspector shall accept compensation from more than one interested party for the same service without the consent of all interested parties.

Code of Ethics

No inspector shall provide an appraisal nor express an opinion of the market value of the inspected property during an inspection or in the inspection report.

Before the execution of a contract to perform an on-site wastewater system inspection, an inspector shall disclose to the client any interest the inspector has in a business that may affect the client.

Code of Ethics

Contractors and inspectors shall not engage in false or misleading advertising, documentation, and reporting or otherwise misrepresent any matters to the public.

No inspector shall subcontract with another inspector for an on-site wastewater system inspection without the knowledge and signed consent of the client.

Code of Ethics

Disclosure

- Do you pump tanks
- Do you install / repair wastewater systems
- Do you operate wastewater systems
- Do you represent any other party
- Did you install the system in question
- Do you operate the system in question
- Are you going to perform the inspection

Code of Ethics

Don't share the inspection report with anyone other than the person who paid for the report.





Pre-Inspection Contract

****CLIENT DETAILS****

Client Name: _____

Client Address: _____

Client Phone: _____

Property Address: _____

Client is:

Owner of Record

Realtor

Lender

Buyer

Seller

Other (Describe): _____

****CERTIFIED INSPECTOR DETAILS****

Certified Inspector Name: _____

Company Name: _____

Company Address: _____

Inspector Certification Number: _____

Inspector Phone: _____

****INSPECTION DETAILS****

Services provided shall include:

- Inspection meeting minimum requirements

- Pumping of Tank

- Other (Describe): _____

Cost of Services to be provided: \$ _____

****INSPECTOR LIMITATIONS****

Inspector is NOT required to report on:

1. Life expectancy of any component or system
2. The causes of the need for a repair
3. The methods, materials, and costs of corrections
4. The suitability of the property for any specialized use
5. The market value of the property or its marketability
6. The advisability or inadvisability of the purchase of the property
7. Normal wear and tear to the system

Inspector is NOT required to:

1. Identify property lines
2. Offer warranties or guarantees of any kind
3. Calculate the strength, adequacy, or efficiency of any system or component
4. Operate any system or component that does not respond to normal operating controls
5. Move obstructions that limit access or visibility to the system
6. Determine the presence of hazardous substances
7. Determine the effectiveness of systems controlling hazardous substances
8. Predict future conditions or component failures
9. Project operating costs of components
10. Evaluate acoustical characteristics of any system or component

Inspector is Required To:

1. Uncover tank lids and distribution devices unless blocked
2. Probe system components where deterioration is suspected
3. Report the methods used to inspect the on-site wastewater system
4. Open readily accessible and readily openable components
5. Report signs of abnormal or harmful water entry into or out of the system

****CONTRACTUAL AGREEMENT****

This contract must be provided by the Inspector and signed by the client or the client's representative prior to the inspection being performed. Written permission from the owner or owner's representative is required to perform the inspection. This must be acquired prior to the inspection.

Client requesting this inspection has been advised that for a complete inspection to be performed the tank needs to be pumped.

(A) Client consents to pumping the tank for a complete inspection _____

(B) Client has declined to have the tank pumped at inspection and hereby acknowledges they have so declined _____

Signature of Client or Client's Representative: _____ Date: _____

Signature of Inspector: _____ Date: _____

Framework for Success



Comprehensive Inspection Process

- Focus on System Function
 - More than a compliance check
- Locate and Assess the condition of critical components
- Gather additional information
 - Permits



Point of Sale Inspection: Tankage

Location & Depth

Solids Levels

Tank Condition

Encourage Pumping



Framework for Success

Tankage: Accessibility

- Due to Structures
- Landscaping
- Depth







Framework for Success

Tankage: Landscape Position

- Neighbor's Yard
- Down the hill
- Positive Drainage from home
- Gutters / Roof





Vent Lid Must be Permanently Sealed





Beveled
Septic Tank
Lids are NOT
Watertight









This Pump Tank Will Allow Infiltration



Riser Connections must be Watertight







Tank Penetrations







Inlet Penetration is Critical





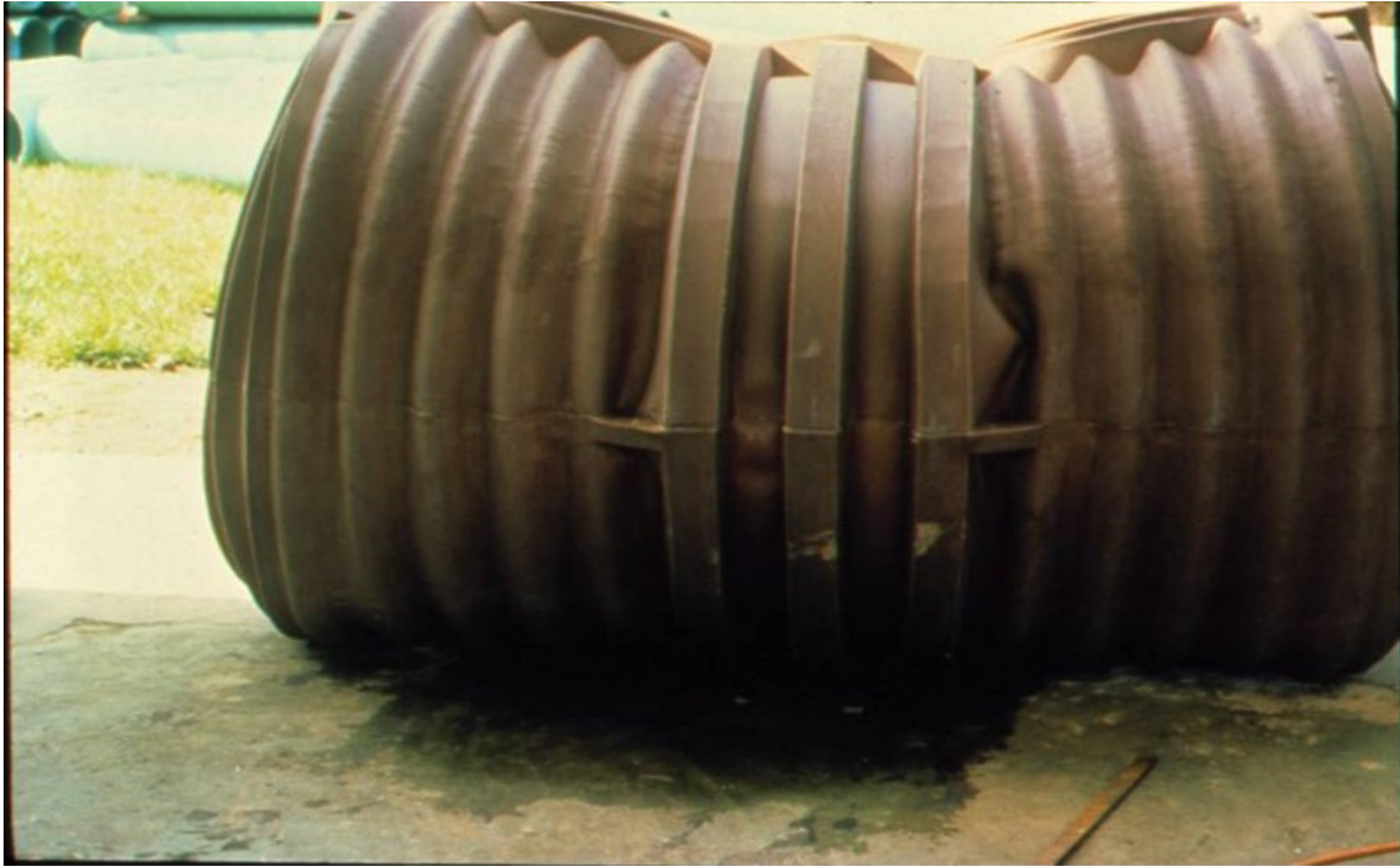
Framework for Success

Tankage: Infiltration

- Inlet
- Outlet
- Midseam
- Deterioration









Point of Sale Inspection: Distribution

Location & Depth

Solids Levels

Condition

Function







Point of Sale Inspection: Trenches

Location & Depth

Ponding Level

Evidence of Traffic /
Damage

Repair Area



Onsite Wastewater Professionals Certified Septic Inspector Online Training

[Become an Inspector](#)

Septic Inspector Certification

Our Inspection Certification Program offers a comprehensive training and evaluation pathway for professionals in the septic industry. It emphasizes a thorough understanding of inspection techniques without relying on pass/fail metrics. Instead, we focus on providing a detailed snapshot of a system's present condition. This certification ensures that inspectors are well-equipped to provide transparent, detailed, and objective assessments for every onsite wastewater system they encounter.



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[Get Certified](#)



- 16-Hour Online Training
- Library of Continuing Education
- State-of-the-art resources
- Cutting edge online learning
- Expert instructors
- Clearly defined standards and ethical foundations.

TikTok

@septicsschool



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