The Canadian Pest Management Association (CPMA) is proud to present Pest Management Canada 2017, featuring two days of networking, education, exhibits, and your opportunity to meet with fellow pest management professionals from across the region.

**THE EXHIBIT HALL**
The exhibit hall is a one-stop-shop for all of your business needs. Shop for new products, network with vendors and discover the latest technology in the world of pest management.

Who will exhibit at Pest Management Canada 2017?

- Manufacturers and Distributors of Products and Equipment for Pest and Wildlife Control
- General Services and Products for Small Businesses

For more information on exhibiting, contact Megan Moloney at mmoloney@pestworld.org.

**WESTIN BAYSHORE VANCOUVER**  
1601 Bayshore Drive, Vancouver, BC V6G 2V4

To make your reservations at the Westin Bayshore Vancouver, call 1-800-Westin-1 and mention “CPMA” before February 21 to receive the group rate of $189 per night. After February 21, rooms and rates are subject to change.
THURSDAY, MARCH 16

2:00 p.m. – 6:00 p.m.  Registration

2:00 p.m. – 6:00 p.m.  ACE Testing

6:00 p.m. – 7:00 p.m.  Welcome Reception in Exhibit Hall
  Sponsored by Bayer, Bell, Gardex, and Liphatech

FRIDAY, MARCH 17

7:00 a.m. – 5:30 p.m.  Registration

7:00 a.m. – 8:00 a.m.  Coffee & Doughnuts in Exhibit Hall

8:00 a.m. – 10:00 a.m.  T  Opening General Session: Stepping Up Services to Beat Bed Bugs
  Stephen Kells, Ph.D., University of Minnesota, St. Paul, MN
  Society is still struggling to control and prevent this insect within dwellings. Unfortunately, bed bugs have created reservoir populations in low-income areas, in the exact place where resources to deal with this pest will be sparse or non-existent. The longer bed bugs stay in an area, the better their ability to find the pathways that create chronic infestations. This presentation will discuss different techniques that may be used to address chronic infestations. Each particular step discussed is not new, we know how to control bed bugs. However, bed bugs are a “boom or bust insect” and how these control and prevention steps are used, and their timing with respect to season, represent a major shift in creating a situation where constant pressure is put on the infestation. Also, we will discuss these steps in the context activities that should be presented in a pest control contract.

10:00 a.m. – 10:15 a.m.  Refreshment Break
  Sponsored by FMC, JT Eaton, and UNIVAR

10:15 a.m. – 11:15 a.m.  T  From the Files of Dr. Muffet: Dispelling the Myths and Misconceptions Surrounding Spiders and Their Control
  Jim Fredericks, Ph.D., National Pest Management Association, Fairfax, VA
  Everyone has heard the nursery rhyme that begins: “Little Miss Muffet sat on a tuffet, eating her curds and whey…”, but not everyone knows that her father, Dr. Thomas Muffet was a physician and accomplished entomologist - with a special interest in spiders. In this session, learn about the common spiders that invade structures, how to control them, and the truth behind some infamous spider folklore.
11:15 a.m. – 12:15 p.m.
Lunch in Exhibit Hall

12:15 p.m. – 1:30 p.m.
**Member Benefits, CPMA Update, NPMA Update**
Andrew Bray, Canadian Pest Management Association; Sandy Costa, GreenLeaf Pest Control, Bradford, ON; Dominique Stumpf, National Pest Management Association, Fairfax, VA

The Canadian Pest Management Association (CPMA) represents all Canadian pest management firms, and works with the government and other various organizations to maximize the opportunities we have to excel in service provision and business operations. We have developed a strong working relationship with the PMRA that allows us to assist in their re-evaluation of pesticide process - a critical factor in helping to maintain existing registrations and supporting future products coming to Canada. In addition, member companies have access to many benefits, such as online networking, free images, marketing collateral, and certification.

1:30 p.m. – 2:30 p.m.
**The CORE of a Health and Safety Program**
Derrick Malone, We The Safe, Burnaby, BC

Large or small, every company has the same responsibilities to its employees and clients. Working safe is much more than a phrase that is used to generally fix all hazards. An effective health and safety program contains the elements needed to manage hazards. In this session we'll start with nothing and make a list of the CORE elements needed in a program. We will review some sample elements and look at simplified forms used by companies that have succeeded with the implementation of a health and safety program.

2:30 p.m. – 3:00 p.m.
**Refreshment Break**
Sponsored by

3:00 p.m. – 4:00 p.m.
**Consumer Insights and Growing Your Business - New 2016 Consumer Market Research That Will Impact You!**
Cindy Mannes, Professional Pest Management Alliance, Fairfax, VA

Data can be, in many cases, one of the most valuable assets in growing your company and understanding your customer—but only if the interpretation and impact help deliver a tangible competitive advantage. To continue to grow and engage your customers, as well as seek out new customers, you must first understand which factors are the most important to them. As we share the brand new 2016 data on how the consumer views our industry, come join us and learn key insights to enable you to take advantage of the new buyer’s journey and learn how it impacts you every single day.

4:00 p.m. – 5:00 p.m.
**Regulatory Update**

Representatives from Health Canada’s Pest Management Regulatory Agency and the BC Ministry of Environment

Navigating the regulatory landscape can be challenging for pest management professionals. In this informative session, find out how to keep your firm in compliance, the latest initiatives at PMRA and at the BC Ministry of Environment, and learn what’s on the agenda for the future.

5:00 p.m. – 6:00 p.m.
**BC Annual Membership Meeting**
5:30 p.m. – 6:30 p.m.
Happy Hour in Exhibit Hall
Sponsored by

7:00 p.m. – 10:00 p.m.
Pest Management Canada
Banquet & Silent Auction
Sponsored by

SATURDAY, MARCH 18
TECHNICIANS’ DAY

7:00 a.m. - 3:00 p.m.
Registration

7:30 a.m. - 8:30 a.m.
Continental Breakfast in
Exhibit Hall

8:30 a.m. - 9:30 a.m.
T Finding Better Ways to
Exclude Pests From Buildings
Stephen Kells, Ph.D, University of
Minnesota, St. Paul, MN
Insect and rodent pests are very able
to use structural faults in residential
and commercial buildings. When
pests invade structures, their activity
causes substantial health problems
and costs. The best way to deal with a
pest infestation is to prevent their entry
and stop them from spreading within
the building. However, for several
reasons this common-sense approach
is very seldom used, mainly because exclusion practices can be extremely
trial-and-error. The Scientific Coalition
On Pest Exclusion (SCOPE) is a group
of scientists, pest managers and facility
managers who have the goal to bring
scientific study to exclusion practices.
The ultimate goal is to provide the end-
user practical guidance when deploying
exclusion at any stage of a structure’s
lifespan. This presentation will discuss
the challenges and opportunities for the
adding pest exclusion to your services.

9:30 a.m. - 10:00 a.m.
Refreshment Break
Sponsored by

10:00 a.m. - 11:00 a.m.
T Rat Ecology Meets Disease
Ecology: Implications for
Urban Rodent Control
Kaylee Byers, Ph.D., University of
British Columbia, Vancouver, BC
While rats carry a number of diseases
responsible for human illness
worldwide, we understand relatively
little about how rat ecology influences
disease spread among rat populations.
In 2016, the Vancouver Rat Project
performed a trap-and-release study of
rats in Vancouver’s Downtown Eastside
to evaluate disease spread in relation
to rat movement. This session will cover
the previous findings of the Vancouver
Rat Project as well as discuss some of
the preliminary findings of this study.

11:00 a.m. - 12:15 p.m.
T The Changing World of Pest
Management Applications
Brett Johnston, Assured
Environmental Solutions, Inc.,
Maple Ridge, BC
Application is no longer just about
spray tanks and calculating areas.
Attendees will learn about the broad
range of things to consider when
making a successful application today.

12:15 p.m. - 1:30 p.m.
Lunch in Exhibit Hall
1:30 p.m. – 2:30 p.m.
**T Ecology and Identification of the Pest Ants of Canada**
Robert Higgins, Thompson Rivers University, Kamloops, BC
This session will focus on some of the traditional and new pest ants of Canada. Starting with an overview of basic ant ecology we will examine the ants that pest control operators are seeing across Canada and, using cell phone voting, interactively work to identify these ants. Some consideration of control will be discussed.

2:30 p.m. – 2:45 p.m.
**Refreshment Break**
Sponsored by

2:45 p.m. – 3:45 p.m.
**T Small Flies**
Andy Maganga, Rentokil North America, White Lake, MI
Habits of flies favour the spread of bacteria and other disease-causing organisms. Small fly management requires proper identification of the offending species and its key breeding sites. Fly control measures that fail to identify and address fly breeding sites will ultimately fail or become unsustainable in the long-term. This interactive session will review management strategies against important small fly species focusing on obvious and not-so-obvious fly breeding sites.

3:45 p.m. – 4:45 p.m.
**T Cockroaches: A Three-Pronged Look into Control Methods, Health Issues, and the Future**
Sean Rollo, Orkin Canada, Moncton, NB
Cockroaches have long been known to be a nuisance, but there is strong evidence to support that cockroaches are also a significant health issue, especially within multi-unit dwellings. How is this impacting our industry and our clients? These pests are nothing new to PCOs, but are we approaching their control in the best ways? Are we exacerbating the problem? Is bait resistance/aversion an issue? Are there new products on the horizon? Attend the session to find out the answers to these questions and more!
Please print or type clearly. Please complete one form per person. Photocopy form for additional registrants or register online at www.pestworldcanada.net.

Name_________________________________________________________________________________
Title __________________________________________________________________________________
Company Name________________________________________________________________________
Address_______________________________________________________________________________
City_______________________________ State/Province_______ Zip/Postal Code____________________
Phone_________________________ Fax________________________
E-mail (required)_______________________________________________________________________
Emergency Contact_____________________________________________________________________

(Name)             (Phone)
First time attendee? ☐ Yes  ☐ No

How did you hear about Pest Management Canada?
☐ Meeting Brochure   ☐ Email from CPMA   ☐ Email from Provincial Association
☐ APMA/CPMA/NPMA website   ☐ Other_____________________

REGISTRATION FEES

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TOTAL AMOUNT DUE $______

Note: Registration fees are in CAD. Full registrations include Friday reception tickets. Register Early! FEES WILL INCREASE ONSITE!

**Technicians’ Day prices are only available to companies with at least one (1) person already registered for the full Pest Management Canada 2017 conference.

REFUND POLICY
All refund requests must be sent in writing to cpma@pestworld.org.
Before Feb. 12 = 100% Refund
Feb. 12 - 18 = 75% Refund
Feb. 19 - 25 = 50% Refund
Feb. 26 - Mar. 4 = 25% Refund
After Mar. 5 = No Refund
No Shows = No Refund

PAYMENT INFO
☐ Cheque Enclosed (Cheque #______)  ☐ Visa  ☐ MasterCard
Name on Card_________________________ Card #_________________________
Exp. Date ______________ Sec. Code____________ Signature_____________________

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ONLINE: www.pestworldcanada.net