2017 Annual State Conference

Monday, November 13, 2017

7:00-8:30  Registration/Exhibits/Continental Breakfast

8:30-9:00  Instructions & Introductions: Crystal Ballroom
            PPMA/Legislative Update: Mary Overline, President;
            Caleb Wright, Executive Director; Jeff King, Conference Chair

9:00-10:00  General Session 1  Insect Eggs; with Emphasis on Bed Bugs
            (Sponsored by: Active Guard)

10:00-10:30  Break in Exhibit Hall

10:30-11:30  Breakout Session A:  Occasional Invaders - Richard Spigler BCE
            (Sponsored by: FMC)

                  Breakout Session B:  Are you open for Bed Bug Litigation?
            John Diesel; Jeff Lipman, Esq; Jon Fields, Esq;
            Dr. Phil Koehler (Sponsored by: CNI Insurance)

11:30-1:00  Lunch / Exhibit Hall

1:00-2:00  Breakout Session C:  Residential Mosquito and Tick Control -
            Dr. Chad Gore (Sponsored by: Rentokil)

            Breakout Session D:  Are you open for Bed Bug Litigation?
            John Diesel; Jeff Lipman, Esq; Jon Fields, Esq;
            Dr. Phil Koehler (Sponsored by: CNI Insurance)

2:00-3:00  General Session 2  Spill Control and Hazmat Operations -
            Susan Stubbs (Sponsored by: Rentokil)

3:00-3:30  Break in Exhibit Hall

3:30-4:30  General Session 3  Developing, Delivering and Selling Proactive
            Bed Bug Services Jeff & Danny White
            (Sponsored by: Bed Bug Central)

7:00  Monday Night Football  Hospitality Suite (Regency I)
# 2017 Annual State Conference

**Tuesday, November 14, 2017**

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<td>Breakfast/Exhibit Hall</td>
<td>Crystal Ballroom</td>
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<tr>
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<td>Instructions/Introductions</td>
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<td>8:30-9:30</td>
<td>General Session 4</td>
<td>Updates in Rodent Pest Management 2017-2018 - Dr. Robert Corrigan (Sponsored by: Bell Labs)</td>
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<td>9:30-10:00</td>
<td>Break in Exhibit Hall</td>
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<td>10:00-11:00</td>
<td>General Session 5</td>
<td>It’s about the spot! - Dr. Robert Corrigan (Sponsored by: Bell Labs)</td>
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<td>11:00-12:00</td>
<td>General Session 6</td>
<td>Termite Biology and the Transfer of Control Agents - Dr. Bob Davis (Sponsored by: BASF)</td>
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<td>12:00-1:30</td>
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<td>1:30-2:30</td>
<td>General Session 7</td>
<td>Pest Control Safety in the eyes of OSHA - Dale Glacken, Compliance Assistance Coordinator, Department of Labor Occupational Safety and Health Administration</td>
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<td>2:30-2:45</td>
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<td>General Session 8</td>
<td>Integrated Pest Management in 3rd Party Audited Accounts, and Developing a Food Safety Program - Bill Hoffman (Hoffman Exterminating)</td>
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General Sessions

General Session 1
Insect eggs: with emphasis on bed bugs
• Insect stages—which is hardest to kill
• Insect egg appearance
• Finding insect eggs
• Insect egg anatomy
• Methods of killing insect eggs

Dr. Phillip Koehler
Dr. Philip G. Koehler is the Margie and Dempsey Sapp Endowed Professor of Structural Pest Control and also the Florida Pest Management Association’s Endowed Professor of Urban Entomology at the University of Florida. He is an honorary member of the Florida Pest Management Association and honorary member of the Certified Pest Control Operators of Florida.

General Session 2
In the Pesticide industry we handle products everyday that could lead to spills in the workplace, public highways or sensitive accounts. These can result in serious personal injury as well as substantial property damage if not handled safely and promptly.
• 5 Proactive Steps each employee should know before handling pesticides to avoid spills
• Critical equipment to have available to effectively deal with a spill
• Steps to recognize, evaluate and control spills
• Government reporting requirements for pesticide spills
• Safety Precautions on the label and SDS
• Understanding the limits of Personal Protective Equipment so you don’t put yourself at risk
• How to help the professional fire fighters, police and clean up companies

Susan Stubbs
Susan Stubbs is a Environmental, Health and Safety Professional with 20+ years experience managing the various aspects of environmental, health, safety, security, loss prevention and worker compensation programs in the service, manufacturing and distribution industries. Her professional experience includes domestic and international safety and environmental management. She holds her BS degree from Penn State University, numerous safety certifications, and has attained her designations for ISO auditing and Registered Environmental Manager.
General Session 3
Developing, Delivering and Selling Proactive Bed Bug Services. For the past 5 years the pest control industry has been attempting to develop and deliver proactive bed bug services. The hurdle in the process has been developing a protocol that is effective that clients are willing to pay for. Within the past year some companies are claiming success with both a proactive treatment protocol as well as proactive monitoring programs. This session with review the protocols behind both approaches, data on the effectiveness of them and sales models and strategies to get your clients to agree to implement them.

Jeffrey White
Jeffrey White has a masters degree in entomology from the University of Florida and focuses the majority of his time and work to researching bed bug biology and behavior as well as evaluating tools and techniques for their control. White served as the driving force behind the development of various products that include the BlackOut Bed Bug Detector, SenSci Volcano Bed Bug Monitor and SenSci Activ Bed Bug Lure as well as developing bed bug management programs for residential and commercial properties. White was recently voted one of twenty-one of the National Pest Management Association’s “Next Generation of Leaders in the Pest Management Industry”.

Daniel White
Daniel White serves as sought after bed bug treatment consultant and account manager for BedBug Central. White has specialized in the complex issues surrounding the execution of bed bug treatments in office structures and commercial facilities for the past six years. His expertise in the dynamic and challenging practice of bed bug treatments was garnered under the training of nationally regarded entomologists Richard Cooper and Jeffrey White.
General Session 4
Updates in Rodent Pest Management 2017-2018
• New research of importance to Pennsylvania PMPs
• Updates in the health significance of urban rats and mice
• Pest exclusion science and practice is finally having its day.
• The importance of expert measurements.
• Electronic/Digital Monitoring research and findings; A new era for the industry.
• Pros and Cons of Electronic Monitoring.

General Session 5
It's About The Spot!
• When ever we install any rodent control equipment such as bait stations, glue or snap traps, electronic monitors, we always have a decision to make: why will I place the equipment “here”? Or is there a better spot than “here
• “Rodent control equipment is only as effective as its placement”
• A bait station placed in an areas where rats and mice are not active (but still present on the account); will not receive any visits. This results in the classic false negative for our customers (e.g., “Well, no activity this month on the bait stations, so everything must be okay!”).
• This session will discuss tips on how and why you pick the “best spots” for installing bait boxes, glue traps, snap traps and monitors. Tip: it is not about equally measured placements around walls; its about being able to “read” any commercial or residential account for rodents.

Dr. Robert Corrigan
Dr. Corrigan has been active in urban pest management for over 30 years. He serves a consultant who specializes in urban rodent pest management on a national and international scale and also as a rodent control consultant for several cities around the USA. Dr. Corrigan has published over 160 technical articles in pest control and has authored or co-authored four textbooks and several book chapters. He has lectured in 46 states and 12 countries around the world.
General Session 6

This one hour talk is on the identification, biology, habits, conducive conditions, inspection techniques and integrated pest management control of termites. Course starts by detailing the general description of termites. Characteristics of social insects are provided. This includes behavior, feeding, digestion, reproduction & swarming, etc. Taxonomy and classification of termites in general is provided. US distribution of termites by family and important species is presented. Importance of termites in carbon cycle within ecosystems is provided. Signs of termite infestations (pellets, damage, swarmers, etc.) and their importance as WDI pests are discussed. Use of Termite baiting, non repellent and repellent control technologies and the transfer of active ingredients within the social colony system and termite conducive conditions are discussed.

Second part of presentation uses termite biology and behavior along with their conducive conditions to show importance of a proper inspection and then to describe control methodologies. Integrated Pest Management is defined. IPM is then used as the basis to point out how exclusion, light management, construction techniques, etc. can limit infestations. Termite baiting control methods along with concurrent spot/partial treatments (liquid, foam, spot, Dry, etc.) are discussed. Proper application and safety (i.e. PPE) are discussed. A suggested pest management service program is provided. Proper application techniques according to labels, etc. are provided. Expectation, efficacy of products, and post treatment inspections are addressed.

Dr. Robert Davis

Dr. Robert Davis (Dr. Bob) has a varied employment background. He began his work experience at his family’s junior department store as a stock & floor clerk and cashier. Other positions included: Fisheries Biologist, Pest Control Operator, Pest Control Technician, Extension Research Specialist, Graduate Research Assistant, Technical Director for ABC Pest & Lawn Services of Austin, TX and a Technical Field Representative for Aventis Environmental Sciences and Bayer Environmental Sciences. Bob is presently employed as a Technical Services Representative for BASF Professional & Specialty Solutions.
Other Speakers

William Hoffman
President and CEO of Hoffman's Exterminating – annual sales of $5,000,000 servicing Southern NJ, Eastern PA, and DE 1990 – Present

Dr. Chad Gore
Chad is currently an Entomologist and Market Technical Director with Rentokil North America and, as part of a multidisciplinary technical team, his duties include the development and continuous education of service technicians and managers, pest identifications, technical assistance during challenging pest problems, development & delivery of training seminars and workshops, & managing Technical Services Managers (technical support personnel) in the Northeastern United States under the Ehrlich brand. Chad also currently serves as the Technical Advisor to the Pennsylvania Pest Management Association.

Richard D. Spigler II, BCE
Richard is a 17 year veteran of the pest industry. He holds a BS in Biology from Loyola College and a MS in Entomology from the University of Nebraska and has been a BCE since 2004. He has held service, technical and management positions with companies at the top, middle and bottom of the top 100 list. In these positions he has trained over 500 new hires while at one company, created training programs to achieve QualityPro certification for another and has developed and facilitated many training programs.
Jeff Lipman
Jeff Lipman is a practicing attorney from Iowa who also serves as a Magistrate Judge. Jeff represents the pest control industry in a variety of ways including pest control companies, food protection, pest control product manufacturers, insurance companies as well as consults with governmental agencies. Jeff also litigates matters on behalf of consumers in both State and Federal Courts on a National level involving bed bug infestations.

Jonathan M. Field
Jon Field is a practicing attorney in Pennsylvania, as well as admitted into the United States Court of Appeals for the Third Circuit United States District Court for the Eastern District of Pennsylvania. He has spent his entire career at Mintzer Sarowitz Zeris Ledva & Meyers LLP, spanning over two decades. Jon has worked as legal counsel in the pest control industry for a carrier specialist for over 15 years.

John Diesel
John joined Consolidated National Insurers, Inc (CNI) as a property and casualty broker in 1989. John takes a consultative approach to managing both commercial and individual risk; providing reviews of each client’s unique exposures to develop strategic cost effective solutions to fit their business insurance needs. John has worked within the pest management industry since 1993 having attended hundreds of local, state and national meetings and seminars.

Dale Glacken
Mr. Glacken has been with the US Department of Labor, OSHA for over 15 years. He started as a Compliance Safety and Health Officer (CSHO), performing worksite safety and health inspections and evaluations throughout 14 counties in South Central Pennsylvania. In June 2005, Dale began providing outreach services as the Compliance Assistance Specialist (CAS) for the Harrisburg Area Office.
Insect Eggs: with Emphasis on Bed Bugs
PA = Cat 11-2, Cat 16-2, Cat 18-2, Cat 23-2
OH = 10A
DE = 7A-1
MD = 7A-2

Occasional Invaders
PA = Cat 16-2, Cat 18-2, Cat 23-2
OH = 10A
DE = 7A-1
MD = 7A-2

Are You Open for Bed Bug Litigation?
MD = 7A-2

Residential Mosquito and Tick Control
PA = Cat 16-2, Cat 18-2, Cat 23-2
OH = 10D
DE = 03-1, 5C-1
MD = 7A-2, 8-2

Spill Control and Hazmat Operations
PA = Cat 00-2
OH = Core
MD = Core-2

Developing, Delivering and Selling Proactive Bed Bug Services
PA = Cat 11-2, Cat 16-2, Cat 18-2, Cat 23-2
OH = 10A
DE = 7A-1
MD = 7A-2

Updates in Rodent Pest Management
PA = Cat 11-2, Cat 15-2, Cat 18-2, Cat 23-2
OH = 7
DE = 7A-1
MD = 7D-2

It’s about the Spot!
PA = Cat 11-2, Cat 15-2, Cat 18-2, Cat 23-2
OH = 10A
DE = 7A-1
MD = 7D-2

Termite Biology and the Transfer of Control Agents
PA = Cat 12-2, Cat 18-2, Cat 23-2
OH = 10B
DE = 7B-1
MD = 7B-2

Pest Control Safety in the eyes of OSHA
DE = 7A-1, 7B-1, 03-1, 5C-1
MD = Core-2

Food Safety
PA = Cat 11-2, Cat 18-2, Cat 23-2
OH = Core
DE = 7A-2
MD = 7B-2

New Jersey and West Virginia Credits have been requested.
Company: _____________________________________________________
Address: ___________________________________
City:________________________ State: _________   Zip:________________
Phone: ______________________
E-Mail: _______________________________________________________
Names of Attendees:
__________________________________________________________
__________________________________________________________
__________________________________________________________
__________________________________________________________

2-Day Seminar:
Member_____ ($199.00)   Additional Members _____ ($175.00)
Non-Members_____ ($325.00)  Additional Non-Members_____($300.00)

1-Day Seminar: Monday / Tuesday  (Circle One)
Member_____ ($135.00)   Additional Members_____ ($110.00)
Non-Member_____ ($190.00)  Additional Non-Members_____ ($165.00)

Total __________________________

Credit Card #: ___________________________________________________
Exp. Date: _______________________________ CSC: ___________________
Signature: ______________________________________________

Please make payable checks to:
Pa. Pest Management Association
Mail completed registration form to:
116 Pine Street, 5th Floor Harrisburg, PA 17101
Phone: 800-842- 9090 / Fax: 717- 635-2317

Event Registration can be found online at https://2017ppmaannualmeeting.eventbrite.com/

REFUND POLICY: Refunds up to 30 days before event