



**Pennsylvania
Pest Management**
ASSOCIATION, INC.

2018 Annual State Conference

2018 Annual State Conference

Monday, December 3, 2018

7:00-8:15	Registration/Exhibits/Continental Breakfast	
8:15-8:45	Instructions & Introductions: Crystal Ballroom PPMA/Legislative Update: Marty Overline, President; Caleb Wright, Executive Director; Jeff King, Conference Chair	
8:45-10:15	General Session 1	Pest ID For The Non-Entomologist: An applied technique for technicians Dr. Richard Cooper (Rutgers University)
10:15-10:45	Break in Exhibit Hall	
10:45-11:45	Breakout Session A:	Carpenter Ant Behavior in the Northeast: David Nardolilli, BASF
	Breakout Session B:	Pride & Professionalism in Pest Management- Profits and Prosperity: Victor Hammel, Rentokil North America
11:45-1:15	Lunch / Exhibit Hall	
1:15-2:15	Breakout Session C:	Respirator Fit Safety - Dale Glacken- Compliance Assistance Officer Occupational Safety and Health Administration
	Breakout Session D:	How Pest Control Owners/Operators Can Become Invincible to Lawsuits and Save Thousands in Taxes, Angie Adams, Director of Legal Services, American Society of Asset Protection
2:15-3:15	General Session 2	Insect Communication and Sociality Heather King, B.C.E. & Technical Training Support Specialist Target Specialties
3:15-4:15	Break in Exhibit Hall	
4:15-5:15	General Session 3	Innovative Mosquito Control Products and Techniques - Dr. Stan Cope, AP&G
7:00	Monday Night Football	Hospitality Suite (Regency I)

2018 Annual State Conference

Tuesday, December 4, 2018

7:00-8:15	Breakfast/Exhibit Hall	
8:15-8:30	Instructions/Introductions	Crystal Ballroom
8:30-10:00	General Session 4	21st Century Flea Control Dr Jim Fredericks- Chief Entomologist for the National Pest Management Association
10:00-10:30	Break in Exhibit Hall	
10:30-12:00	Breakout Session E:	Bees and Stinging Insects Lisa DiDomenico – Bayer Crop Science
	Breakout Session F:	The Scary Truth about YOUR Liability as an owner Andrew McGinty- LIPCA Insurance
12:00-1:15	Lunch/Exhibit Hall	
1:15-2:15	Breakout Session G:	Spotted Lanternfly and its impact on Pennsylvania Dr. Chris Tipping, Associate Professor of Biology at Delaware Valley College
	Breakout Session H:	Your Personal Networking Concierge Ashley Owens- Ashley Assists
2:30-2:45	Break in Exhibit Hall	
2:45-4:45	General Session 7	Pest Management Core Refresher. Tim Best- BCE Vice President of Training and Technical Development Anchor Pest Control - East Brunswick, NJ

**PLEASE NOTE THAT ALL CREDITS HAVE BEEN APPLIED FOR
PLEASE CHECK ONLINE WWW.PAPEST.ORG FOR UP TO DATE CREDIT INFORMATION**

General Sessions

General Session 1

Pest ID For The Non-Entomologist: An applied technique for technicians.

Dr. Richard Cooper

Richard Cooper earned his Bachelor of Science degree in Entomology at the University of Delaware in 1986, an MS in Entomology from Rutgers University in 1991 and more recently his PhD in Entomology in 2015, also from Rutgers University. He has over 30 years of experience in the structural pest control industry, and is a co-owner of Cooper Pest Solutions, where he has served as the Technical Director since 1991. Richard is also the co-owner of BedBug Central, founded in 2007. In addition to his responsibilities at Cooper Pest Solutions and Bed Bug Central, Richard holds an adjunct faculty appointment in the Entomology department at Rutgers University.

Richard consults with other pest control companies on a variety of pest issues in both commercial and residential settings. He is the co-author of the "Bed Bug Handbook: the complete guide to bed bugs and their control", has authored six chapters in both academic and applied texts including the "Mallis Handbook of Pest Control", and published numerous articles in pest management trade journals.



General Session 2

Insect Communication and Sociality



Heather King, BCE

Heather King is a Board Certified Entomologist and Graduate of Clemson University. Heather has held many roles in the structural pest management industry including Director of Sentricon Quality Assurance, Director of Training and Vice President of Professional Development with Arrow Exterminators. Heather was also the Training and Professional Development Specialist for American Pest Control before joining Target Specialty Products as Technical Training Support Specialist.

General Session 3

Innovative Mosquito Control Products and Techniques

Dr. Stan Cope

Stanton E. Cope, Jr was born and raised in Huntington, Indiana. He was graduated in 1976 from Swarthmore College with a Bachelor of Arts degree in biology. In 1980, he completed a Masters in Entomology at the University of Delaware, with emphasis on medical entomology. In 1988, Stan was awarded a PhD in public health from the University of California, Los Angeles, where he focused on medical entomology, tropical medicine and infectious diseases.

In 1988, Stan was commissioned as a Lieutenant in the United States Navy, where he served as a medical entomologist for the next 23+ years, retiring with the rank of Captain. During this time, he held a wide variety of assignments, conducting operational and research entomology in 18 countries. Most recently, Stan served as Director, Armed Forces Pest Management Board and Director, Defense Pest Management, in Washington, DC, where he had oversight of all aspects of pest management for the Department of Defense. He also directed a \$5 million/year federal research program targeted at product development for insect control. In this capacity, Stan fostered numerous global industry agreements, resulting in licensing, production, and availability of several new tools for insect control, including traps, attractants, baits and spray equipment. During his military career, Stan was awarded 24 ribbons and medals, including the Defense Superior Service Medal. He retired from the Navy on September 1, 2012 and joined Terminix two weeks later as Manager and then Director, Entomology and Regulatory Services. Stan left Terminix in December of 2016.



General Session 4

21st Century Flea Control

Jim Fredericks, Ph.D, BCE

Jim is the Vice President of Technical and Regulatory Affairs for the National Pest Management Association (NPMA), and is responsible for NPMA's technical publications and educational efforts, and provides strategic direction to NPMA's State and Federal public policy efforts. Jim also serves as the Executive Director for the Pest Management Foundation, a non-profit foundation whose mission is to advance the pest management industry through education, research, and training. Jim is a Board Certified Entomologist and holds a BS in Biology Education from Millersville University of Pennsylvania, and MS and Ph.D. degrees in Entomology from the University of Delaware



General Session 5

Pest Management Core Refresher

Timothy P. Best, ACE, BCE-Intern

Tim began his career in pest management in 2005 as a commercial service technician; since then he has held various positions within the industry and now serves as the Vice President of Training and Technical Development for Anchor Pest Control in East Brunswick, NJ.

Tim is both an Associate, as well as Board Certified Entomologist-Intern, with a specialty in urban and industrial entomology. He completed his undergraduate education majoring in both natural science and mathematics and is now completing his graduate degree in public health where he is currently researching increased vector borne disease trends in New Jersey while designing outreach and educational interventions to combat the growing threat of disease transmission.

Tim is an active member of several industry associations including the ESA and the American Association of Pesticide Safety Educators and has also volunteered many hours mentoring and proctoring other PMPs in achieving the ACE credential.



Other Speakers

David Nardolilli

David Nardolilli is a Board-Certified Entomologist with board certification in Urban and Industrial Entomology. He earned his BS in Biology in 1980 and his BS in Chemistry in 1981 from Ramapo College of New Jersey.

In 2008 BASF Corporation acquired Whitmire Microgen Research Laboratories and David moved over to BASF. Since then David has held positions as Senior Sales Specialist I and II, National Key Account Manager Vector Segment and National Key Account Manager for Animal Health.



Victor Hammel

Hammel, a Pottsville, Pa., native, attended Penn State, where he received a degree in business administration with a minor in entomology. After service during the Vietnam era as a military intelligence officer the U.S. Army, he rejoined the family business in 1971. At that time, Ehrlich employed 100 people. By 2006, Ehrlich had grown to be the largest privately owned pest control company in the world, and the sixth largest overall, including public companies.

A third-generation business owner, Hammel credits the company's success to the solid foundation, established by family members with an exceptional work ethic

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.

Prior to working for OSHA, Mr. Glacken worked for various military services in different capacities ranging from Safety Engineer, Radiation Protection Officer to Environmental Manager and Safety Manager.

Mr. Glacken earned his Bachelors of Science in Engineering from Penn State University in 1983 and became a Certified Safety Professional (CSP) in 1995. He has 33 years' experience in Safety. Mr. Glacken's interests include wood working and carving.



Angie Adams

Angie Adams is an expert in the areas of lawsuit protection, tax reduction, and estate planning. Angie has presented at numerous association meeting, advanced training seminars, webinars, and workshops on the subject of asset protection. She is one of the nation's top asset protection advisors and has helped thousands of professionals learn how to properly structure themselves for lawsuit protection and tax reduction.

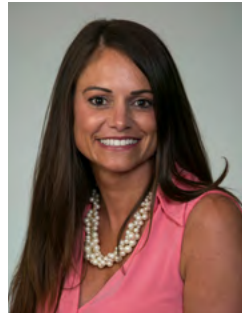
Lisa DiDomenico

Lisa DiDomenico is a Mid-Atlantic US Area Sales Manager for Bayer Environmental Science calling on Pest Management firms from Virginia to Southern New York. In her current role, she is responsible for the sales of Bayer's Professional Pest Management line of products, the supervision of the distributors of Bayer products, and for the training of pest control technicians in their safe and effective use.

Lisa first joined the pest control industry in 2001 with Western Pest Services learning the business as a Customer Service Representative, training of new office staff and overseeing the residential and termite department. She was quickly promoted to a Regional Retention specialist and from there a Sales Inspector.

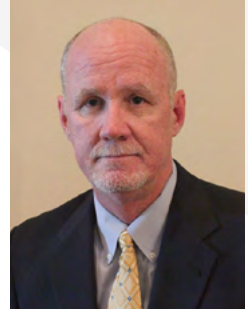
Lisa then moved to the distribution arm and became the National Sales Representative for Target Specialty Products, which she called on National pest management companies to introduce and educate on newest materials, introducing new revenue streams and Industry trends.

Lisa joined Bayer July 2018, Lisa is responsible for the sales of Bayer's Professional Pest Management products in the mid-Atlantic states.



Andrew McGinty

Andy McGinty is the EVP/COO of LIPCA Insurance which is 100% owned by pest and lawn companies since 1985. Andy has been handling and supervising all variety of pest and lawn claims as well as lawsuits for over 26 years. These claims and lawsuits probably total around 3000-4000 mostly dealing with wood destroying insects and organisms. Andy has spoken in multiple states which many presentations were accepted for CEU credits. He also has spoken at the LSU Institute, the LSU Termite Training School, ASPCRO conferences and other industry venues all over the U.S. He has also written multiple articles for PCT, Pest Management Professional and numerous state association magazines. Finally he has assisted multiple state associations, NPMA and regulatory bodies with their state pest and lawn forms and insurance laws governing the pest and lawn industries.



Dr. Chris Tipping

Christopher Tipping has a B.S. and M.S. from the University of Delaware in Entomology/Plant Pathology and Systematics, respectively. His Ph.D. is from the University of Florida in the Entomology and Nematology Department where he studied insect disease vectors of plants. His post-doctoral experience includes research at the University of California, Davis working on the post-harvest management of pests of table grapes in California and at the North Florida Research Center (NFREC) working on the biological control of an invasive leaf hopper vector of several bacterial wilt diseases caused by *Xylella fastidiosa*.

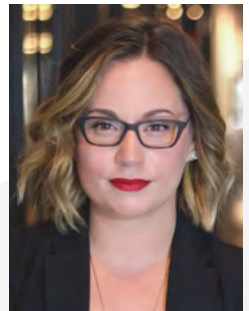
At Delaware Valley University, Chris is a member of the Biology Department where he has been the instructor for Biological Science I and II lecture and laboratory sections, Entomology, Invertebrate Zoology, Plant Pathology as well as Student Research courses.



Ashley Owens

As a Networking Concierge, I work as your strategic partner during networking events and I take away the tedious task of the dreaded follow up. I take the added administrative mind-numbing work off your shoulders. I have had wonderful opportunity to start my career as a personal and executive assistant to two celebrities in New York City.

My experience in networking grew as I obtained positions in customer service, business analytics and eventually in account management. With a vast network and having unique experience and exposure in a multitude of industries, I recognized the challenges my peers faced ie: maintaining the influx of prospects, attending networking events, and managing the most valuable thing you have... your time.



PPMA AWDII Blitz Course

Monday, December 3, 2018

8:00-9:00	Chapter 1: Introduction To Wood-Destroying Insects
9:00-9:45	Chapter 2: WDIs / Construction / Wood Terminology
9:45-11:15	Chapter 3: Termites
11:15-12:00	Chapter 4: Coleoptera
12:00-1:00	Lunch
1:00-1:15	Chapter 4: Coleoptera, continued
1:15-2:00	Chapter 5: Hymenoptera, other than Ants
2:00-2:45	Chapter 6: Ants
2:45-3:00	Chapter 7: Fungi
3:00-3:45	Chapter 8-9: Occasional Pests / Special Situations
5:00-	Chapter 14-15: Liabilities / Responsibilities

Tuesday, December 4, 2018

8:00-9:30	Chapter 12-13: Completing Report & Graph
9:30-10:00	Questions/Review
9:45-11:15	The Moment Of Truth: Testing

- It must be assumed that all participants will have read the course material prior to arriving for the course.
- No Scheduled AM or PM Breaks – take as required – refreshments will be available.
- No lunch scheduled for Day 2, but snacks will be available for quiet consumption during the exam.
- Instructor[s] will remain on Day 2 until the last exam is completed.

Speakers:

Ed Van Istendal: Mr. Van Istendal is a 1972 graduate of Penn State, and has been a PA Certified Applicator since 1975. He has been employed in all phases of wood destroying insect identification and control, including over a decade as a consultant to the structural pest management insurance industry. He is a Past President of the PA Pest Management Association, chairs its AWDII Committee, and is a nationally recognized industry educator. He is employed by Ensystex, Inc. as Mid-Atlantic Territory Manager.

Dave Steiger: Mr. Steiger has over 50 years of structural pest control industry experience, and is a regionally recognized educator. He was a founder and Director of The Insectarium in Philadelphia, where he focused on educating people of all ages on the diversity and wonders of the Insect World. A former PDA regulator, Steiger is also an original contributing author of the PA Pest Management Association's Accredited Wood Destroying Insect Inspector Manual and Course.



Ed Van Istendal



Dave Steiger



Pennsylvania Pest Management ASSOCIATION, INC.

2018 Annual State Conference Pre-Registration

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

E-Mail: _____

Names of Attendees:

2-Day Seminar:

Member _____ (\$210.00)

Additional Members _____ (\$185.00)

Non-Members _____ (\$335.00)

Additional Non-Members _____ (\$310.00)

1-Day Seminar: Monday / Tuesday (Circle One)

Member _____ (\$145.00)

Additional Members _____ (\$120.00)

Non-Member _____ (\$200.00)

Additional Non-Members _____ (\$175.00)

PPMA AWDII Blitz Course: _____ (\$350.00)

Total _____

Credit Card #: _____

Exp. Date: _____ CSC: _____

Signature: _____

Please make payable checks to:

Pa. Pest Management Association

Mail completed registration form to:

300 North Second St. Suite 1002, Harrisburg, PA 17101

Phone: 800-842- 9090 / Fax: 717- 635-2317

Event Registration can be found online at

www.2018ppma.eventbrite.com

Hotel Reservations:

Eden Resort

222 Eden Road

Lancaster, PA 17601

Phone: 866-801- 6430

Discount Room Block: PPMA

REFUND POLICY: Refunds up to 7 days before event



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