

2022

SPRING TRAINING & EXPO

MARCH 3, 2022

Holiday Inn, Taunton, MA

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RECERTIFICATION INFORMATION

Thursday, March 3, 2022

- MDAR has approved this program for a total of six (6) hours applicable to 41, 43 & CORE (L). These CEUs are reciprocal with all New England states (CT, ME, NH, VT, RI)
- Remember that it is your responsibility to sign in before the program starts. This will enable you to get your certificate of attendance from MDAR. Do not leave without getting your certificate stamped.

MDAR is no longer doing random 3 year audits.

Everyone must now upload their credits into their EEA ePLACE Portal Account when they renew their Pesticide License and the 3 year renewal cycle is due. There's no need to wait until audit to upload CEU sheets all at once. They can be uploaded into your ePLACE portal account as you receive them over time. They will essentially be stored online, in the system so you don't have to worry about losing them, or misplacing the actual pieces of paper. If individuals change their contact information (such as home address, phone number or email) they must make those changes to show in their account. Employers are required to notify MDAR if an individual license holder leaves their employment for any reason. The department will suspend that license and reach out to the individual for their new information to reinstate the license.

NEPMA Health and Safety Acknowledgement and Waiver: The health and safety of all of our attendees, exhibitors, speakers, and staff is a top priority for NEPMA. In light of the ongoing global pandemic, NEPMA will be following the COVID safety protocols outlined by the state and facility this event is hosted in will be enforced during this event. Failure to comply with these safety guidelines onsite could result in cancellation of conference registration without refund and/or removal from the hotel premises.

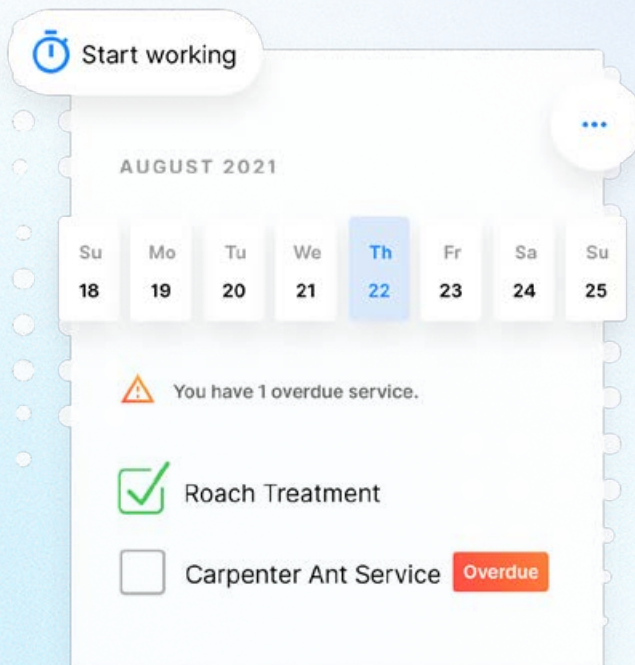




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MA DEPARTMENT OF AGRICULTURAL RESOURCES

Continuing Education Credit Requirements

All attendees are required to show a government issued photo ID at registration.

At registration, each morning attendees are required to sign the Attendance Roster and are given a MDAR credit form for the day's program.

Everyone must complete the Applicator Information on their MDAR credit form prior to the end of the day.

At the end of each session that you attend the facilitator will apply a signature adjacent to the program you attended.

At the end of the day at the registration table we will ensure that your Applicator Information is completely filled out and we will then apply our Training Provider Signature at the bottom of the form.

ATTENDANCE DURING THE TRAINING

Pesticide Applicators / Dealers receiving credit must sit and be present through the entirety of the training in order to obtain the CEUs that are being offered. The applicator may NOT partake in any activities that would distract or otherwise draw attention away from the training. This includes but is not limited to the following:

- Talking or making phone calls
- Using phones for anything that is not related to the class that is being provided
- Coming in late
- Leaving early
- Being disruptive

IDENTIFICATION TO OBTAIN CEU

By receiving the CEU or Contact Hour Certificate for the training you are attesting to be the individual that is registered for the workshop. Should the training provider and/or Department discover that the individual attending the training and possessing the CEU is making false identity claims, the individuals involved may be penalized by revocation or suspension of pesticide license(s).

TRAINING PROVIDER RIGHTS

The training provider and/or Department reserves the right to withdraw or revoke contact hours or CEUs if any of the above listed behaviors are observed/experienced or violates any of the provider's instructions/policies.




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Always read and follow label directions.

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SCHEDULE OF EVENTS

Thursday, March 3, 2022

7:00 am

**Registration & Continental
Breakfast
in the Exhibit Hall**
(Governor's Ballroom)

8:00 am

Welcome & MDAR Rules Reminder
(Taunton Ballroom)

8:10 am

**Vendor Introductions from NEPMA
Gold & Silver Sponsors**

8:30 – 10:15 am

**Managing Subterranean Termites –
Playing Both Sides of the Ball**
Dr. Tim Husen, *BCE, PHE, PCQI BASF
Professional & Specialty Solutions*

10:15 – 11:00 am

Break in Exhibit Hall

11:00 am – 12:00 pm

Moisture & Pests

Ian Herbert, *Santa Fe Dehumidifiers &
George Williams, A.C.E. Vesperis*

Attendees will be invited to a free 2 hour
virtual dehumidification certification class
for two more CEUs compliments of
Santa Fe-Vesperis.

12:00 – 1:00 pm

Lunch in the Exhibit Hall

1:00 – 2:00 pm

**IPM and Baiting Strategies for
Occasional Invaders**
John Singletary, *A.C.E. Nisus Corporation*

2:00 – 3:00 pm

**Occasional Invaders & Spotted
Lanternfly Update**
Richard D. Spigler II, *BCE Amguard
Environmental Technologies*

3:00 – 3:15 pm

Break in the hallway

3:15 – 4:05 pm

**Reading the Label: The importance
of understanding and following
the label to protect you and your
business**
Kevin Moran, *B.C.E. Forshaw Inc.*

4:30 – 5:30 pm

Networking Reception

*(separate ticket required for this event)
(Governor's I)*

5:30 – 8:30 pm

Awards Dinner

*(separate ticket required for this event)
(Governor's I)*

PROGRAM

Managing Subterranean Termites – Playing Both Sides of the Ball

8:30 AM

Moderator: Karen Boniface, BASF

Dr. Tim Husen, BCE, PHE, PCQI

Bio: Dr. Tim Husen is the Technical Services Representative for BASF Professional & Specialty Solutions covering the Southeast US. In this role, Tim supports BASF's innovation and product launch platforms, as well as providing direct support to BASF Professional and Specialty Solutions sales and marketing teams. Tim began his career in operational pest control at Waltham Services where he developed and directed technical and training operations and managed quality control procedures, personnel, reporting, and safety. Prior to joining BASF, Tim worked as a Technical Service Manager for Rollins Inc. where he provided a wide variety of technical support and guidance across the company including Operations, Marketing, and Training based out of Rollins Corporate headquarters in Atlanta, GA. Dr. Husen is a subject matter expert on insect and rodent pest control tactics, products, and equipment with 24 years of experience in entomology and structural pest management. He is a board certified urban/industrial and public health certified entomologist and a Preventive Control Qualified Individual (PCQI) with 23 scientific or extension publications and numerous presentations at scientific and pest management-related events. Tim holds a Bachelor of Science degree in biological sciences, a Master's degree in entomology, and a Ph.D. in entomology from the University of Nebraska – Lincoln.

Just like on the grid iron, you can't win at the game of subterranean termite management without playing both sides of the ball (offense and defense). Talk will provide an attendee-interactive (course taught through online quiz platform – KAHOOT!) look at termite biology, behaviors, inspection, control tactics, and documentation (of everything!!!), as well as touch upon termite control customer expectations/interactions (these are your fans, boosters, and alumni).

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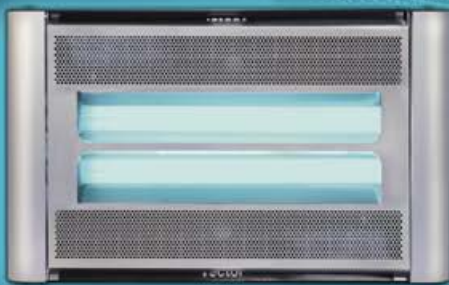
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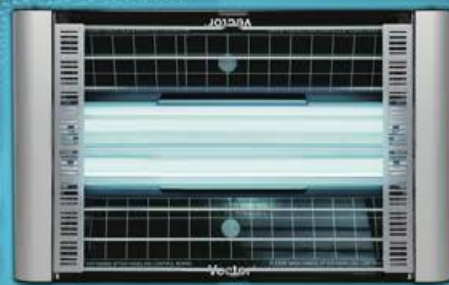
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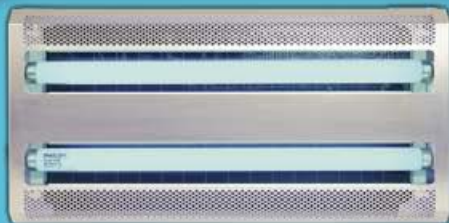
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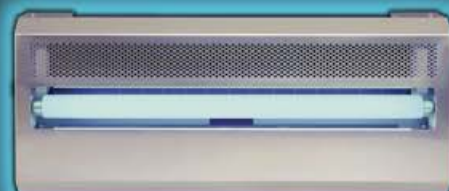
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PROGRAM

Moisture & Pests

11:00 AM

Moderator: David Flynn, *Burgess Pest Management, MA* | *President-Elect of NEPMA*

George Williams, ACE & Ian Hebert

Bio: George is the New England Technical Sales Specialist for Vesperis. George has 30 years experience within the structural pest control, public health, specialty agriculture, and government industries, 16 of those years on the chemical distribution side. George holds his Associate Certified Entomologist credential and is a frequent speaker at programs like these. George is a strong supporter of industry associations. With NEPMA, he is a past Board member and has received both our Bart Eldridge Award and Vendor of the Year Awards. Outside of work, George enjoys spending time with his wife and four kids, reading, playing golf, playing basketball & fishing. | Ian is based out of the Baltimore, MD area. He has been employed by Santa Fe Dehumidifiers for over 2 years and is the Regional Sales Manager for the Northeast.

A closer look at how moisture plays a role in pest management. Note: Attendees will be invited to a free 2 hour virtual dehumidification certification class for two more CEUs put on by Vesperis-SantaFe. Be on the lookout for communications from George/Ian on how to take advantage of this opportunity.

PROGRAM

IPM and Baiting Strategies for Seasonal Invaders

1:00 pm

Moderator: **Bill Douglas**, *Eco Systems Pest Management, MA* | *Treasurer of NEPMA*

John Singletary, ACE

Bio: John is the Northeast Territory Manager for Nisus Corporation. He is an Associated Certified Entomologist and has over 14 years of experience in the Pest Management industry. John's professional experience includes work in the service, distribution, and manufacturing sectors of the Professional Pest industry. John's mission includes continuing educating and training with PMPs. This includes protocols, practices, and products to address pest issues that are of consequence to the overall public health. His work also includes the use of Borates to address WDI (Wood Destroying Insects) and WDOs (Wood Destroying Organisms). Through instruction and education John guides PMPs in remedial and preventive measures and practices. John has competed in KCBS events and is a BBQ Pitmaster

Overview

- Seasonal Invaders
- Moisture Driven Pests
- Overwintering Pests

Best IPM Practices

- Source reduction
- Exclusion
- Habitat Modification
- Light reduction/modification

Ants

- ID is key
- Biology and Habits
- Mega-Colony Ants
- Baiting Strategies

Peridomestic Roaches

- Habitats
- Biology and Controls
- Baiting Strategies

Crickets

- ID and Habits
- Habitats
- Baiting Strategies

Silverfish

- Habitats
- Their relation to moisture
- How and why, they move
- Bating and dusting strategies
- Other moisture driven pests

Overwintering Pests

- How and why
- Proactive applications
- Timing and types of applications
- Action upon emergence
- IPM and preventative measures

Q & A

NOTES

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Occasional Invaders & Spotted Lanternfly Update

2:00 PM

Moderator: Allie Allen, BCE, NPMA & QualityPro, VA | Executive Director of NEPMA

Richard D. Spigler II, BCE

Bio: Richard is an over 21 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. He is currently the Eastern Regional Sales Manager for Amguard Environmental Technologies. Richard has presented at a variety of industry meetings and in front of students from Kindergarten to High School. He has also been a college instructor of an upper-level biology course on Urban Entomology.

Occasional Invaders are a group of pests that can cause lots of headaches for homeowners, and in turn, for us. This session will go over the typical species that are occasional invaders and discuss treatment strategies. We will also discuss one of the newest invasive insects to the US, the Spotted Lanternfly. This insect has become big news in the Northeast, but may not be as easy to deal with as other invasive pests we have dealt with in the past.

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PROGRAM

Reading the Label: The importance of understanding and following the label to protect you and your business

3:15 PM

Moderator: Mike Bourdeau, ACE, Flynn Pest Control, MA | Clerk of NEPMA

Kevin Moran, BCE

Bio: Kevin holds a BS in entomology from U Mass and his BCE from ESA. He was a technical rep for Residex for many years and is now your Forshaw rep in New England. Kevin is a recognized Speaker and Trainer in all New England states. He is a licensed Operator and was also a self- employed Pest Control Business owner. Kevin is very active on NEPMA committees and the Board benefits each year from his insight. Kevin has received our Bart Eldridge Award.

We will be reviewing insecticide and rodenticide labels, concentrating on the fine print that you may not be aware of.

NOTES

[illegible]

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- + Mold and Pests that thrive in moist environments are a common cause of health issues and allergies.

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Wood-boring beetles are a major cause of wood damage in homes and other structures, second only to termites. Calls about infestations usually happen when adult beetles emerge from the wood to mate, producing exit holes and powder frass.



Instructions For Use: Apply directly to wood in new construction to kill and prevent wood-destroying insects. Foam into walls or spray exposed wood for remedial treatments.



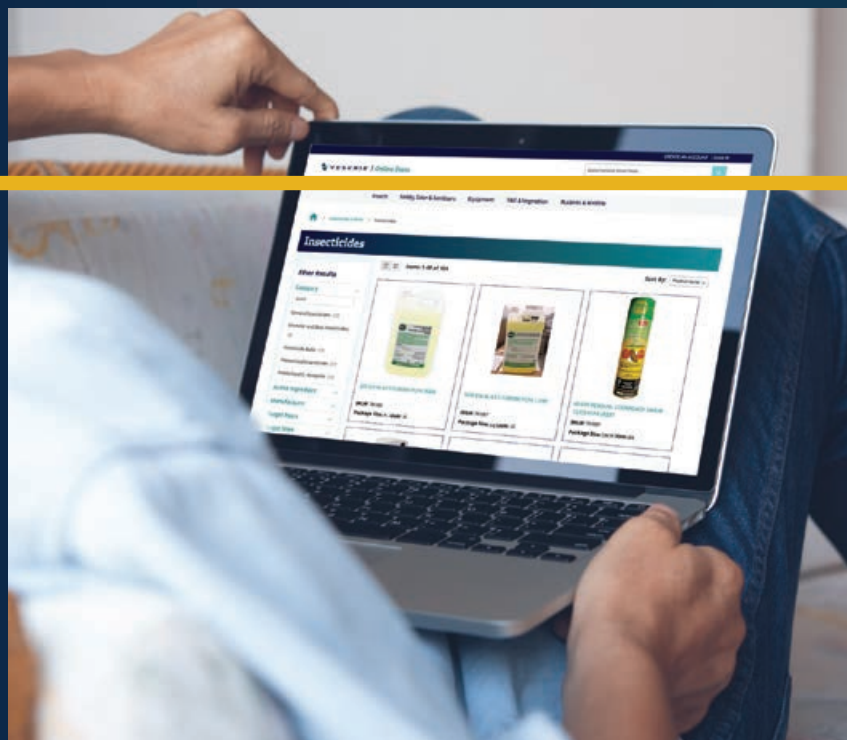
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Product Type: Suspension Concentrate

Pests Controlled: Bed bugs, ants (including carpenter), fleas, spiders, flies, mosquitoes, cockroaches, ticks, crickets, centipedes, chinch bugs, scorpions, gnats, beetles, moths, pillbugs, midges, springtails, wasps, yellow jackets, earwigs, firebrats, and over 100 other pests.

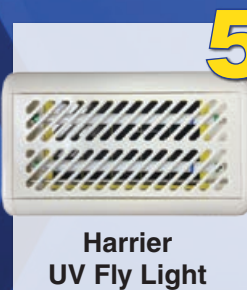
Application Site: Indoors, perimeter, outdoors, lawn, ornamental

Case Sizes: 4 x 1 quart, 4 x 1 gallon



Case purchases required

*While supplies last



and more!

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APP FEATURES



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from anywhere



Forecast

product needs and
identify purchasing
trends



Inventory Management

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and cost control



Checkout Management

allows for insight into
technician usage

CUSTOMER PORTAL FEATURES



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Manage internal inventory including assigning divisions for techs to access, repackage quantities to distribute and maintain inventory stocks and product thresholds.



Reports

Quick access to published reports



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Manage monthly Replenishment Plan and view previous product history.



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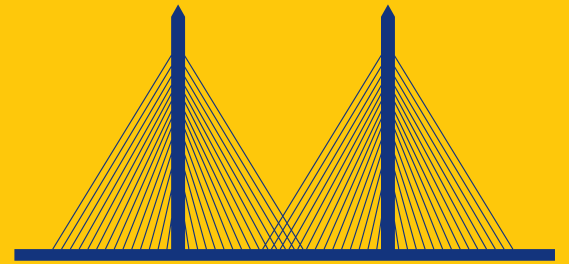
SAVE THE DATES 2022

Mark your calendars for these
upcoming **NEPMA** events

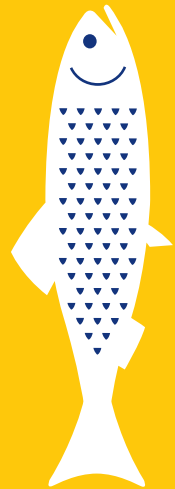
March 9 & 10 April 12 & 13	NEPMA MA CORE Prep Classes <i>(Virtual)</i>
October 11-14	PestWorld 2022 <i>(Boston, MA)</i>
November 7-9	Fall Training <i>(Virtual)</i>
December 1	WDI Registry Recertification <i>(Marlborough, MA)</i>
December 7	Annual Dinner Meeting <i>(Location TBD)</i>



Visit **www.NEPMA.org** for registration
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