



**Pennsylvania
Pest Management**
ASSOCIATION, INC.

2019 Annual State Conference



CONTRAC® SOFT BAIT

OUTSMART RODENTS

**WORKS GREAT IN AREAS WITH
HIGH FOOD COMPETITION**



Proudly Made In The USA

- Bell's most extensively researched and tested rodenticide ever
 - Comprehensive field testing: Urban & Rural, Commercial & Residential
 - Proven lab testing
- Works well in a range of environments – won't freeze or melt
- Outstanding preservative package fights against mold
- Manufacturing process ensures contact with sachet paper, maximizing bait acceptance
- Available in two pails sizes: 4lb. and 16lb.

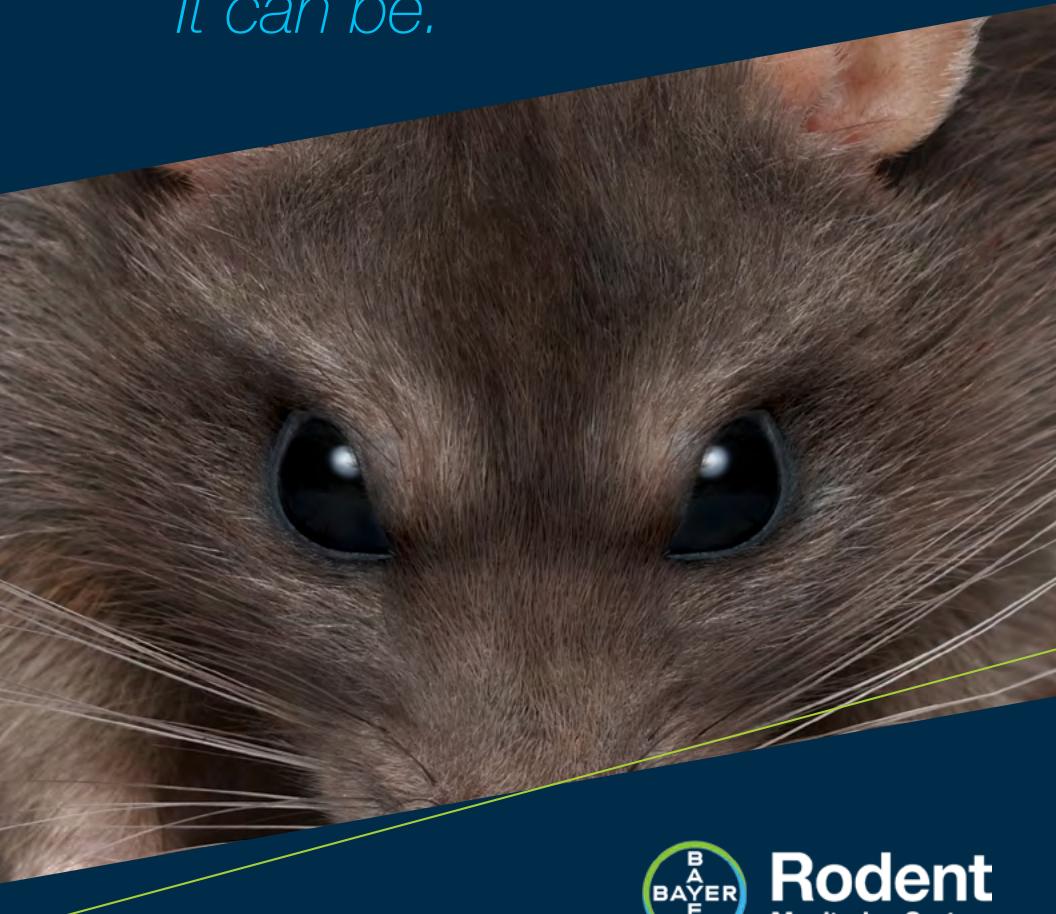


THE WORLD LEADER IN RODENT CONTROL TECHNOLOGY®

www.belllabs.com | Madison, WI 53704 USA

Is your rodent monitoring service 24 X 7?

It can be.



Rodent
Monitoring System

Provide more proactive and effective pest management with round-the-clock monitoring, real-time capture alerts and up-to-the-minute program verification. The result? Freedom that can give you the time you need to provide more focused IPM inspections and a higher value service. To learn more, call **800-331-2867** or visit **BeyondSmarterBusiness.com**.

Control that sets you free



2019 Annual State Conference

Tuesday, November 12, 2019

5:30-7:30	Welcome Reception
7:30-?	Hospitality Room

Wednesday, November 13, 2019

7:00-8:15	Registration/Exhibits/Continental Breakfast	
8:15-8:45	Instructions & Introductions: PPMA/Legislative Update: Marty Overline, President; Caleb Wright, Executive Director; Jeff King, Conference Chair	
8:45-10:15	General Session 1	Wood Boring Beetles, Wood Destroying Organisms & Revised NPMA-33 Form Ed Van Instendal - Mid Atlantic Territory Manager, Ensysstex Inc.
10:15-10:45	Break in Exhibit Hall	
10:45-11:45	Technical Track Session A	Development & Implementation of a Fungal Biopesticide for Control & Prevention of Bed Bugs Dr. Nina Jenkins - Penn State University
	Business Track Session B	Price Increases - Drive Profit & Your Value Dan Gordon - PCO Bookkeepers
11:45-1:15	Lunch / Exhibit Hall	
1:15-2:15	Technical Track Session C	Dismiss The Myths of Ticks and Tick-Borne Disease. Dr. Erika Machtinger- Assistant Professor of Veterinary Entomology - Penn State University
	Business Track Session D	What Is Value? Are You Building a Valuable Company? Dan Gordon - PCO Bookkeepers
2:15-3:15	Technical Track Session E	Control of Common Ants of the Northeastern United States - Dr. Gallagher Technical Manager Syngenta
	Business Track Session F	Managing Your Company Fleet- Own vs Rent and Maintaining Your Biggest Piece of Equipment - Joe McMahon- McMahon Auto Group



3:15-3:45	Break in Exhibit Hall	
3:45-4:45	General Session 2	Trapping and Exclusion Services for Rodent Control - Ed Dolshun- Catchmaster
7:00-9:00	Dinner and Arcade	
9:00-11:00	Hospitality Room	

Thursday, November 14, 2019

7:00-8:00	Breakfast/Exhibit Hall	
8:00-8:30	Instructions/Introductions	
8:30-10:00	General Session 3	Stored Product Pest - Jeff Weir - Technical Director Sprague Pest Solutions Tacoma, WA
10:00-10:30	Break in Exhibit Hall	
10:30-11:30	Technical Track Session F	Rodent Behavior and Control: Using Their Behavior to Your Advantage Barry Pitkoff- LiphaTech
	Business Track Session G	Building An Efficient Budget & Planning For Growth - Bob Williamson- General Manager Moyer Indoor/Outdoor
11:30-12:45	Lunch/Exhibit Hall	
12:45-1:45	Technical Track Session H	The Dreaded Small Fly Problem - Harry Bryan Jr. - Nisus Corp
	Technical Track Session I	Commodity Fumigation Robert Verrico - Western Fumigation Services
1:45-2:00	Break in Exhibit Hall	
2:00-3:00	General Session 4	Pesticide Safety - Dr. Nancy Troyano- BCE Director of Technical Education and Training Rentokil, North America

briostack

Stop Dealing with Half-SaaS Solutions

BRIOSTACK is packed with powerful, easy to use features. Put an end to manual processes and let **BRIOSTACK** do your office work for you!

No More Time-Consuming Office Work!



GO PAPERLESS - Say good bye to long hours in the office doing manual paperwork. Your office staff will love you and they will have more time to take care of your customers!



AUTOMATE YOUR BUSINESS - Setup automated SMS, emails, pre-recorded phone calls to reduce collections, send appointment reminders, and enhance the customer experience.



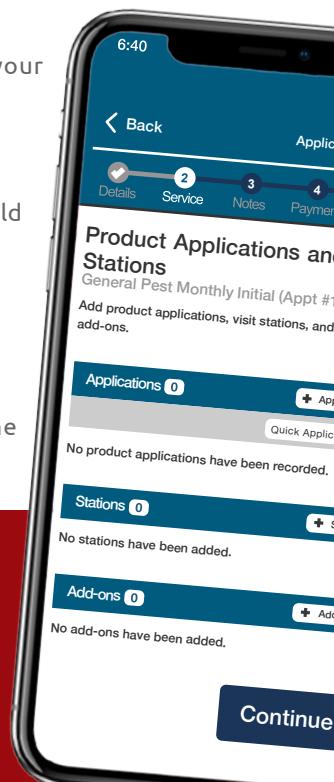
ROUTE OPTIMIZATION - Briostack can optimize your route so you can spend less time driving and have more time making money!



GO MOBILE - Briostack makes it easy from the field to complete jobs, add new customers, add new services/appointments, manage leads, and view results in real time.



WDI REPORTING MADE EASY - Complete your WDI reports and have them automatically sent the right people when complete.



How to Schedule a Demo...

EMAIL: sales@briostack.com

CELL: 801.515.0753



Proudly Serving Pest Management Professionals Across the U.S. & Canada

Target Specialty Products™ delivers value-added solutions to the Pest Management market through innovation, products, supplies, application equipment, education, and training programs. Our experienced, certified, and highly trained staff can assist with field work and product consultation.

- Insecticides
- Rodenticides
- Termiteicides
- Bird Control
- Insect Growth Regulators
- Equipment, PPE and Sprayers

Contact us at info@target-specialty.com

Baltimore, MD
888•215•0028

Columbus, OH
614•931•0792

Blackwood, NJ
800•245•5604

Reading, PA
888•225•6080

target-specialty.com/PPMA | [f](https://www.facebook.com/TargetSpecialtyProducts) [t](https://www.twitter.com/TargetSpecialty) [in](https://www.linkedin.com/company/target-specialty-products/) [y](https://www.youtube.com/TargetSpecialtyProducts) [i](https://www.instagram.com/targetspecialtyproducts/)

TSP PPMA 19 R1_09-11-19

PEST MANAGEMENT | VECTOR CONTROL

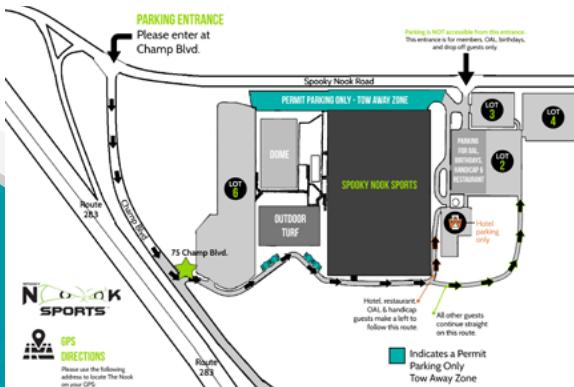
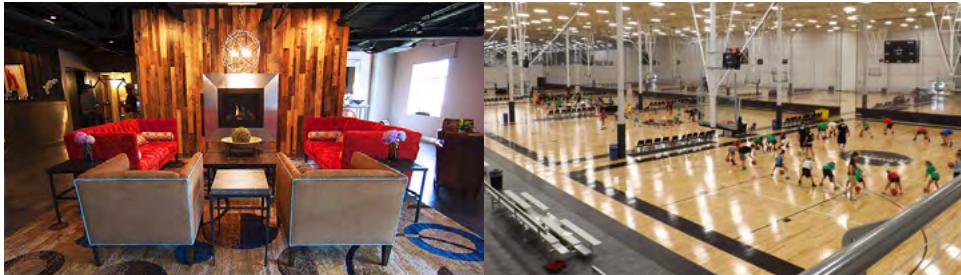
NEW DATES AND LOCATION FOR 2019

Wednesday November 13 & Thursday November 14



SPOOKY NOOK SPORTS

PLUS - Tuesday Evening - Welcome Reception and
Wednesday Evening - Dinner with Complimentary Arcade Access





2019 Annual State Conference Credits

<u>General Session 1</u>	Wood Boring Beetles, Wood Destroying Organisms & Revised NPMA-33 Form (PA: 12-2; 18-2)
<u>Technical Track Session A</u>	Development & Implementation of a Fungal Biopesticide for Control & Prevention of Bed Bugs (PA: 16-2; 18-2; 23-2)
<u>Technical Track Session C</u>	Dismiss The Myths of Ticks and Tick-Borne Disease (PA: 16-2; 18-2; 23-2)
<u>Technical Track Session E</u>	Control of Common Ants of the Northeastern United States (PA: 11-2; 18-2; 23-2)
<u>General Session 2</u>	Trapping and Exclusion Services for Rodent Control (PA: 15-2; 18-2; 23-2)
<u>General Session 3</u>	Stored Product Pest (PA: 11-3; 18-3; 23-3)
<u>Technical Track Session F</u>	Rodent Behavior and Control: Using Their Behavior to Your Advantage (PA: 15-2; 18-2; 23-2)
<u>Technical Track Session H</u>	The Dreaded Small Fly Problem (PA: 11-2; 18-2; 23-2)
<u>Technical Track Session I</u>	Commodity Fumigation (PA: 18-2; 20-2)
<u>General Session 4</u>	Pesticide Safety (PA: Core-2)

**Credits have been applied for in DE, NJ, MD, WV, and OH.
Please check online at www.papest.org for up-to-date information**

Rob Seeger, President
RJS Pest Management Specialists
an Anticimex Company



**“We achieved 30%
year-over-year growth.
Univar Solutions
helped make it happen.”**

When **Rob Seeger** of RJS Pest Management Specialists, an Anticimex Company, needed a more reliable way to bring timely service to commercial customers all across New York City, he called John Hichak, his sales representative at Univar Solutions.

That's because Rob and his team know that with Univar Solutions, expert advice and business support are just one call away. "No matter the ask, John and his colleagues are problem-solvers. We worked together on a creative solution that's helping RJS operate more efficiently and effectively."

The result? Business at RJS is growing, and customer satisfaction is at an industry high. "How is it possible to compete in the most complex market in the U.S.? Choosing Univar Solutions as a partner is a great place to start!" Rob says.

 **UnivarSolutions**
Innovate. Grow. Together.

How can Univar Solutions
help grow your business?
Find out at PestWeb.com/grow



2019 Annual State Conference Pre-Registration

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

E-Mail: _____

Names of Attendees:

2-Day Seminar:

Member _____ (\$235.00) Additional Members _____ (\$190.00)

Non-Members _____ (\$350.00) Additional Non-Members _____ (\$315.00)

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

Member _____ (\$165.00) Additional Members _____ (\$145.00)

Non-Member _____ (\$225.00) Additional Non-Members _____ (\$200.00)

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.papest.org

Hotel Reservations:

Warehouse Hotel

75 Champ Blvd

Manheim, PA 17545

Phone: 855.618.6181

Discount Room Block: PPMA

REFUND POLICY: Refunds up to 15 days before event



300 North Second St.
Suite 1002
Harrisburg, PA 17101

PRESORTED
STANDARD
U.S. POSTAGE
P A I D
Permit No. 162
Harrisburg, PA