

# NEPMA

NEW ENGLAND PEST MANAGEMENT ASSOCIATION, INC.

Register by  
**October 18, 2019**  
AND SAVE \$35!

## 2019 Fall Training Seminar & Expo

**November 7, 2019**

Holiday Inn Taunton-Foxboro  
Taunton, MA

### MORNING BED BUG INTENSIVE



### AFTERNOON FOOD PROTECTION PROGRAM

**Meet and Learn From Our Vendors!**

REGISTER ONLINE at  
[nepma.org](http://nepma.org)

Approved by MDAR for 6 credits. See each session listing inside for applicable categories and licenses.

## Schedule

Registration Check-in & Breakfast in the Exhibit Hall  
7:30 a.m. Education Program 8:00 a.m.-4:00 p.m.,  
Breaks with Vendors 10:20-10:50 a.m. and 2:40-3:05  
p.m., and Lunch with Vendors 11:55 a.m.-12:45 p.m.

## Education Program

### Treatment Approaches to Bed Bugs in 2020 and Beyond (1.0 credit for Category 4I or L)

Danny White, National Account Manager, Bed Bug Central

Danny White will present up to date research statistics on bed bugs, different service protocols for treatments including prep/no prep responsibilities of the customer, using different insecticides, including nonpesticide tools such as interception devices and encasements. What surrounding units should be inspected and/or treated. How to best communicate, document and maintain proper records of treatments.

### New Technologies and Approaches for Managing Bed Bugs

(2.0 credits for Category 4I or L)

Jeffrey White, Technical Director, Bed Bug Central

Jeff White will speak on new technologies and approaches for managing bed bugs. New treatment options to be discussed will be the use of Apprehend (a fungus), highly effective dust applications, proactive monitors and limited prep treatment models. Jeff will also be covering the recent history of bed bug treatments, bedbug biology and behavior, a progressive overview of bed bug protocols and tools to be considered, strategies for rotating pesticides, how to select the best insecticide dust for the job, and case histories of the use of Apprehend.

### Understanding the Federal Food and Drug Administration's (FDA) Food Safety Modernization Act (FSMA)

(1.0 credit for Category 4I, 49, 50, or L)

Chris Del Rossi, ACE, Founder and Managing Director, Food Drug and The Bug

Chris Del Rossi A.C.E. will be explain in detail the FDA's Food Safety Modernization Act by way of covering: the history behind FSMA, what accounts are subject to FSMA rule, current expectations of FSMA, good manufacturing procedures, sanitation standard operating procedures, hazard analysis critical control point and hazard analysis and risk based preventive controls.

### Understanding The Global Food Safety Initiative (GFSI)

(1.0 credit for Category 4I, 49, 50, or L)

Chris Del Rossi, ACE, Founder and Managing Director, Food Drug and The Bug

During this session Chris Del Rossi will discuss Food Safety Initiative Benchmark Standards via the history behind GFSI, major GFSI benchmark standards, understanding Safe Quality Foods and British Retail Consortium. Also to be covered will be understanding audit schemas and expectations of the American Institute of Baking (AIB) and their competitors.

### What is on that Monitor?

(1.0 credit for Category 4I, 49, 50, or L)

Kevin Moran, BCE, Forshaw, Inc.

Kevin Moran B.C.E. will be discuss the importance of monitoring for insects in commercial food handling establishments. To covered by insect identification by class, is it an insect, should it be found inside, should we attempt to control it, can we control it, is it a mechanical control issue?

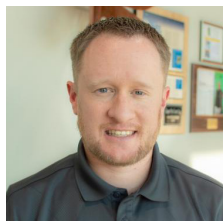
## Thursday Night NEPMA Membership Dinner



Please join us for great networking over cocktails and dinner, then get ready to sit back and be entertained by Dave Russo, an award winning comedian from the Boston area. Dave is well known as a TV host and personalty and can be seen on NESN's Dirty Water TV, as host of "Russo on the Road" and on ESPN Super Bowl spots, TV 38's Phantom Gourmet and many others. He has also performed with other local celebrities such as Denis Leary and Tom Brady. The festivities begin with a social hour at 4:30 p.m. followed by dinner and entertainment. Separate registration required either online or on the paper form.

## Presenters

### Danny White, Bed Bug Central



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

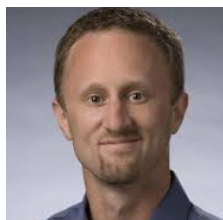
treatments was garnered under the training of nationally regarded entomologists Richard Cooper and Jeffrey White.

A central component of White's daily activities is the creation of customized bed bug response plans for regional and national companies. White works with affordable housing agencies, real estate firms, colleges, non-profits and other stakeholder groups in identifying their unique challenges and helps to develop their customized response plan to include: the roles of key company personal, expectations for the pest vendor, in-house capabilities, risk management, documentation and the training materials required to ensure that the plan is sustainable.

Recognized as an emerging talent in pest management, White was recruited to speak at the BedBug University: North American Summit in 2010 on the ancillary services and industry tools available to pest management firms and property managers for effective bed bug treatments. White has also provided seminars for the Apartment and Office Buildings Association of Washington D.C. array of property management companies in NJ/PA and the Virginia Pest Management Association.

In addition to Daniel's consultations and speaking events, White also serves as an instructor for BedBug University's: Boot Camp and educates visiting pest management firms from across the country and internationally on all the considerations that need to be taken into account in order to successfully treat for bed bugs along with differentiating your service vs. the competition.

### Jeff White, Bed Bug Central



Jeffrey White, technical director of BedBug Central and host of BedBug TV, has over 10 years of experience as an entomologist and offers his expertise in many different areas of entomology including; bed bug research, protocol development, and evaluating the efficacy of bed bug treatment methods. White has worked on the technical

evaluation of various products as well as developing bed bug management programs for residential and commercial properties. He is currently evaluating new products and conducting research

to determine a more effective and cost efficient bed bug treatment plan.

White has presented to forums that include the National Pest Management Association, state pest management associations, the Entomological Society of America, the International Hotel and Motel Show, as well as dozens of apartment associations, affordable housing and senior living associations. He's been featured as a bed bug expert on ABC's The View, NBC's Nightly News with Brian Williams, NBC's Today's Show, ABC's World News Tonight with Diane Sawyer, Animal Planets Infested, and Dateline, among many others.

White also developed BedBug TV, an online weekly video podcast that has been viewed by over a million people across the world. BedBug TV discusses different topics and answers questions in regards to bed bugs.

White earned his Master of Science degree in entomology at the University of Florida and his Bachelor of Science degree in biological sciences from Rutgers University.

### Chris Del Rossi, Founder & Managing Director, Food and Drug and The Bug



Chris Del Rossi Founder and Managing Director of Food Drug and The Bug is a pest management industry executive with over 24 years of experience in technical, management and sales; specializing in industrial food, beverage and pharmaceutical manufacturing environments. He is also president of IPM

Coaching, LLC. He is a regular presenter and trainer for the food industry and is responsible for the design and implementation of Integrated Pest Management programs for hundreds of food, beverage and medicine facilities.

### Kevin Moran, BCE, Forshaw, Inc.



Kevin Moran, BCE is staff entomologist at Forshaw, Inc. He graduated from the University of Massachusetts in 1974 with a degree in Entomology and is a Board Certified Entomologist with Entomological Society of America. He has over 37 years experience as a Field Technical Representative for Product Distribution. He

has also been a PMP Owner/Operator and High School Science teacher and coach. He is a father of six and grandfather to nine.

## Accommodations

### 700 Myles Standish Boulevard, Taunton, MA 02780

NEPMA has arranged for a limited number of rooms at the special rate of \$138 single/double (plus tax) if reservations are made **by October 7, 2019**. Call the hotel at 508-823-0430 and use the group code NPM, or visit <https://tinyurl.com/y2cl8zcs>. The online group code is NEP.

# NEPMA

NEW ENGLAND PEST MANAGEMENT ASSOCIATION, INC.

53 Regional Drive, Suite 1  
Concord, NH 03301

RETURN SERVICE REQUESTED



## print

CONTROLLING INTEREST  
IS NEPMA'S MEMBER  
NEWSLETTER

## media



## events

WDI INSPECTION REGISTRY  
EDUCATION EXPRESS  
SPRING TRAINING  
FALL TRAINING



## REGISTRATION FORM

2019 Fall Training Seminar & Exposition | November 7, 2019

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_ Phone: (     ) \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_ Email: \_\_\_\_\_

**Attendee Name:** \_\_\_\_\_

☐ Thursday Program     ☐ Thursday Membership Dinner

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**Attendee Name:** \_\_\_\_\_

☐ Thursday Program     ☐ Thursday Membership Dinner

We...    ARE ☐    ARE NOT ☐    current members of NEPMA. (check one)

### EARLY-BIRD PRICES! Register by October 18<sup>th</sup> and SAVE!

	MEMBERS (each)		NON-MEMBERS (each)	
	Before 10/18	After 10/18	Before 10/18	After 10/18
Pest Professionals (and Employees) <b>Thursday 11/7/19</b> <b>PROGRAM</b>	\$100	\$135	\$125	\$160
<b>Thursday 11/7/19</b> <b>DINNER</b>	\$35	\$35	\$45	\$45

**Any registration changes made after November 1st are subject to a \$25 administrative fee.**

Total Amount Due: \_\_\_\_\_ Method of payment: ☐ Credit Card    or    ☐ Check #

Credit Card #: \_\_\_\_\_ Exp. Date \_\_\_\_\_ CVV \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Billing Address (IF DIFFERENT THAN ABOVE): \_\_\_\_\_

**Mail your completed registration form to:**  
New England Pest Management Association,  
53 Regional Drive, Suite 1, Concord, NH 03301  
or register by fax with your credit card information at: **603-228-2118**

Register online with a credit card at **nepma.org**  
Use the registration link on our homepage.

Questions? Call **(866) 386-3762**