



2011 ANNUAL WINTER MEETING & TRAINING SCHOOL
December 5-6, 2011 • Crowne Plaza Columbus North • Columbus, Ohio

**REGISTER
TODAY!**



SCHEDULE OF EVENTS

Monday, December 5, 2011

8:30 AM - 10:00 AM	Executive Committee Meeting
10:00 AM - 3:00 PM	Board of Directors Meeting <i>All Members Invited (RSVP Required)</i>
3:30 PM - 4:00 PM	Winter Meeting OPMA Annual Business Meeting
4:00 PM - 8:00 PM	Winter Meeting 2nd Annual Legislative Summit – A fireside chat dealing with legislative issues facing our industry <i>Facilitated by Bob Rosenberg, National Pest Management Association and Lonnie Alonso, Columbus Pest Control, Inc.</i>
	Ohio Regulatory Update: The Year in Review & 2012 Forecast from a Lobbyist's Perspective <i>Belinda Jones, Capitol Consulting Group & OPARR</i>
5:45 PM - 6:45 PM	Winter Meeting Working Dinner and Networking with Vendors (Optional)
8:00 PM	Winter Meeting Monday Night Football

Tuesday, December 6, 2011

7:30 AM - 8:05 AM	Winter Meeting Training School Check-In and Breakfast with the Vendors
-------------------	--

8:05 AM - 8:20 AM	Winter Meeting Training School Welcome and Vendor Introductions Part I
8:30 AM - 9:30 AM	Winter Meeting Introducing the iPad into Your Business <i>John Fry – Polaris Business Manager</i>
8:30 AM - 9:30 AM	Training School (10A) Bed Bugs <i>Jerome Goddard, Mississippi State University</i>
9:35 AM - 10:35 AM	Winter Meeting The Increasing Prevalence of Bed Bugs in Greater Columbus <i>Paul Wenning, Franklin County Board of Health</i>
	Training School (CORE) Ohio Regulatory Information <i>Joanne Kick-Raack, The Ohio State University Extension Program</i>
10:35 AM - 10:50 AM	Winter Meeting Training School Refreshment Break with the Vendors
10:50 AM - 12:05 PM	Winter Meeting NPMA Update & National Bed Bug Surveys <i>Bob Rosenberg, National Pest Management Association</i>
	Training School (CATEGORY 7) Canadian Goose Management <i>Marne Titchenell, The Ohio State University Extension Program</i>
12:05 PM - 1:15 PM	Winter Meeting Training School Recognition and Installation Lunch Vendor Introductions Part II

1:20 PM - 2:20 PM	Winter Meeting The Treating of Bed Bugs: Heat, Chemicals, Freezing, and More <i>Dr. Susan Jones, The Ohio State University Department of Entomology and Patrick Boland, Scherzinger Termite & Pest Control – This session will include an open forum for attendees to exchange ideas, thoughts and information about the treating of bed bugs.</i>
	Training School (CATEGORY 10A) The Brown Recluse Spider <i>Rick Vetter, UCLA Riverside</i>
2:25 PM - 3:25 PM	Training School (CATEGORY 10B) Termite Update <i>Carl Hinderer, Univar</i>
3:25 PM - 3:45 PM	Winter Meeting Training School Refreshment Break with the Vendors
3:45 PM - 4:45 PM	Winter Meeting Ohio Update <i>Jim Belt, Ohio Department of Agriculture</i>
	Training School (CATEGORY 10D) Mosquito Management in Ohio <i>Mike Leahy, Univar</i>
	Training School (CATEGORY 10C) Fumigation 2010 Update <i>Marty Morgan, Dow AgroSciences, LLC</i>

For the convenience of our attendees, OPMA's traditional dinner banquet has become a recognition and installation luncheon on Tuesday!

EDUCATIONAL SESSIONS

Introducing the iPad into Your Business 8:30 a.m. – 9:30 a.m. The iPad is a great tool for business, but most business owners of the devices are under-utilizing them. Whether you're a current iPad owner or just thinking about purchasing one, this session will go over best practices for using it in your everyday work. One valuable use of the iPad is in sales. The brochures and slide decks that used to be staples in every salesperson's toolbox are now obsolete. Why waste paper and bring clutter into a prospect's office when demonstrations on your tablet are much more effective? The iPad isn't just a flashy sales tool. It can help you be more efficient in many areas of daily business operations. Come learn how to make the most of this tool in YOUR work!
Bed Bugs (Category 10A) 8:30 a.m. – 9:30 a.m. After 20 years in public health entomology at the Mississippi Department of Health, Dr. Jerome Goddard is now an Associate Professor of Entomology at Mississippi State University in Starkville. As bed bug infestations continue to increase around the country, so also are health concerns related to their bites increasing. Bed bug attacks on humans lead to a variety of actual and potential health issues. These include: 1) nuisance effects from bites, 2) emotional and psychological effects, 3) allergic reactions, 4) anemia (in severe infestations), and 5) disease transmission. This presentation explores these negative health effects from bed bugs in detail, with tips and strategies for prevention and mitigation of those effects.
The Increasing Prevalence of Bed Bugs in Greater Columbus 9:35 a.m. – 10:35 a.m. Paul Wenning, R.S. is Special Projects Coordinator for Franklin County Public Health in Columbus, Ohio, and the Chair of the Central Ohio Bed Bug Task Force. He is charged with collecting data about the spread and incidence of bed bugs in Greater Columbus. He is a Registered Sanitarian, and has worked for 3 Ohio health departments since 1982. Mr. Wenning received a Bachelor's Degree in Biology from the Ohio State University. In this presentation, Mr. Wenning will discuss which agencies in metropolitan Columbus track bed bugs, Franklin County Public Health data, Columbus Code enforcement data, Central Ohio Bed Bug Task Force data, and bed bug incidence trends in Central Ohio.
Ohio Regulatory Information (CORE Category) 9:35 a.m. – 10:35 a.m. Ms. Joanne Kick-Raack is the State Coordinator for the Pesticide Education Program for The Ohio State University Extension and has been with the program since 1989. In 1992 she served in Washington D.C. as Interim National Program Leader for the Pesticide Applicator Training program at the USDA. She was in charge of the development of the six national core slide sets in the early 90's to accompany the last edition of the national EPA core manual produced at The Ohio State University. She holds a B.S. in Plant Pathology from Cornell University and an M.S. in Agricultural Education with an emphasis in IPM from the Ohio State University. Joanne also served on the national exam committee for the Certified Crop Advisor Program, was chair of the Ohio CCA exam committee, and currently serves as an ex-officio member of the Ohio Certified Crop Advisor Board.

EDUCATIONAL SESSIONS

NPMA Update and National Bed Bug Surveys 10:50 a.m. – 12:05 p.m.

Bob Rosenberg has worked for the **National Pest Management Association** since February 1989. Since December 2001 he has served as the Association's Senior Vice President. Prior to that, he worked as Director of Government Affairs and Manager of State Government Affairs. At NPMA, Bob is involved with a wide array of federal, state and local legislative and regulatory issues that affect the structural pest control industry.

Before moving to Washington, Bob was employed by the State of Florida as Director of Pari-Mutuel Wagering, where he was responsible for regulating the horse racing, dog racing and jai-alai industries. Bob graduated from the University of Florida and has graduate degrees from the University of Chicago and Florida State University in Government and Political Science.

Canadian Goose Management (Category 7) 10:50 a.m. – 12:05 p.m.

Marne A. Titchenell started at the School of Environmental and Natural Resources as a undergraduate student in 1999 where she earned her Bachelor of Sciences in Natural Resources, and continued as a graduate student earning her Master's of Science degree in 2004. She became a Wildlife Extension Program Specialist in 2007. With both degrees she chose to specialize in wildlife and forestry. Today she will be giving an in depth presentation on Canadian Goose Management.

The Treating of Bed Bugs: Heat, Chemicals, Freezing and More!

1:20 p.m. – 2:20 p.m.

Dr. Susan C. Jones, Associate Professor in the **Entomology Department at The Ohio State University**, is the OSU Extension State Specialist on household and structural insect pests. In the past five years, she has worked extensively on bed bugs, and currently serves on two bed bug task forces in Ohio. Dr. Jones has published more than 80 papers in scientific journals, proceedings, and trade magazines. Dr. Jones received her B.S. and M.S. degrees in entomology from Louisiana State University and a Ph.D. degree in entomology from the University of Arizona.

Patrick Boland is the Technical Director for **Scherzinger Termite Pest Control**, and a Past-President of the Future Pest Managers of Ohio. Boland has been in the industry for 13 years as a technician, field supervisor and service manager. He is an Associate Certified Entomologist and a member of the Entomological Society of America. He has assisted with field studies through manufacturers such as Dow AgroSciences, Dupont and Whitmire Microgen.

Boland has presented for organizations such as Dayton Metropolitan Housing, Hamilton County MRDD and the Council on Aging.

The Brown Recluse Spider (Category 10A) 1:20 p.m. – 2:20 p.m.

Originally from Long Island, New York, **Rick Vetter** went to Adelphi University in New York to earn his B.S. in Biology and to Arizona State University in to earn an M.S. in Zoology. His professional career led him to the **University of California Riverside** in 1980, where he has been a staff research associate ever since. Mr. Vetter has published over 115 peer-review articles in scientific and medical journals including the New England Journal of Medicine, the Lancet, Annals of Emergency Medicine and the Journal of Medical Entomology. About 30 of these articles involve the brown recluse spider and misdiagnoses of skin lesions as spider bites. Additionally, he has rewritten the spider chapter for the 10th edition of Mallis' Handbook of Pest Control, coauthored the spider chapter in the textbook Medical and Veterinary Entomology and revised the PCT Guide to Management of Urban Spiders. During that time he has named two spider species and has had two arachnids named in his honor.

Termite Update (Category 10B)

2:25 p.m. – 3:25 p.m.

Carl L. Hinderer of Univar USA received his Bachelor of Sciences from Purdue University in 1980. Previously the COO of Southern Mill Creek Products of Ohio, Carl now serves as the Sales Administration Manager for Univar USA in Eastlake, OH. He has had the experience of training PCO's in 11 state association and numerous local associations in a variety of topics from safety, IPM and other areas of structural pest control.

Ohio Update

3:45 p.m. – 4:45 p.m.

Jim Belt from the **Ohio Department of Agriculture** is an Ohio State University graduate that has been with the Department of Agriculture for 19 years in the Pesticide and Fertilizer Program. Belt is currently the Inspection Manager in charge of Enforcement of the Ohio Pesticide and Fertilizer Laws.

Mosquito Management in Ohio (Category 10C) 3:45 p.m. – 4:15 p.m.

Mike Leahy received his BA from University of Illinois in 1985, is currently the Public Health Industry Specialist for **Univar** in Ohio and has over twenty-five years of experience in the vector control industry. He has served as director, vice president and president of state associations in Georgia and

Alabama as well as being a member of several state/national associations. Mr. Leahy has produced and presented training classes that lead to licensure and/or CEU's in the following states: MN, IA, MO, WI, IL, MI, IN, OH, KY, TN, GA, AL, FL, NC, SC. He recently moved from the Atlanta, GA area and now makes his home in Wilmington, OH with his wife and five children.

Fumigation 2010 Update (Category 10C)

4:15 p.m. – 4:45 p.m.

Marty Morgan of Dow AgroSciences, LLC is a 1989 graduate of OSU with a B.S. degree in Agriculture. He has 19 years experience as a field sales specialist for the company and is currently the Eastern U.S. representative for the industrial fumigation business unit covering training, product stewardship and sales activities.

OPMA TRAINING SCHOOL

Requirements for your recertification as verified by the State of Ohio are:

1. Five (5) hours every three (3) years, with one hour in CORE and at least ½ hour in each of the categories the individual is licensed under.
2. The remaining time/credits can be in any category.
3. The categories typically offered through OPMA Recertification Training are: CORE, 7, 10A, 10B/12, 10D and 10C.

There is no recertification for Category 12. Category 10B is needed for this requirement. If you have questions on what YOU need, contact the Pesticide Division of ODA at (614) 728-6987.

Please note that OPMA does not license. Licensing is done through the Ohio Department of Agriculture (ODA).

In addition, recertification credits will be offered in various categories as noted on the training agendas for the States of Ohio, Kentucky, Michigan, West Virginia, Indiana, and Pennsylvania.

FEES – OPMA member companies may register individuals for the Recertification Training School ONLY at \$90.00 each and \$80.00 each for two or more persons. Non-OPMA member companies may register individuals for \$120.00 each.

DEADLINE/CANCELLATION POLICY – Registrations must be received at least three (3) business days prior to the event. No refunds will be issued after this deadline. Substitutions may be made at any time.

HOTEL INFORMATION

The Crowne Plaza Columbus North offers features and amenities that will make your stay perfect, including free high-speed Internet, fitness center, business center and concierge lounge. The hotel is north of Columbus and complimentary shuttle service is available to/from the airport and to any location within a 4 mile radius.

The Crowne Plaza Columbus North is the place to meet with 19,699 sq. feet of meeting space that can accommodate groups up to 1,000 people making us the favorite for weddings, conferences and banquets. The Crowne Plaza Columbus North is everything you expect, and much more!

Make your guest room reservations at the Crowne Plaza Columbus North Hotel by November 22, 2011 by 5:00 pm, to ensure availability at the rate of \$89 plus tax per night for single or double occupancy.

Crowne Plaza Columbus North

6500 Doubletree Avenue | Columbus, OH 43229

Hotel Front Desk: 1.614.885.1885 | Hotel Fax: 1.614.885.7222

DRIVING DIRECTIONS

From I-71 North Bound: Take I-71 to exit 117, then left at East Dublin-Granville Rd./OH-161 W, then right on Busch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

From I-71 South Bound: Take I-71 to exit 117, then right at East Dublin Granville Rd./OH-161 W, then right on Busch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

From I-70 East Bound: Take I-70 to I-670 E, then exit 5B on the left to merge onto I-71 N. Take exit 117, then left at East Dublin-Granville Rd./OH-161 E, then right on Busch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

From I-70 West Bound: Take I-70 to exit 108B and merge onto I-270N. Next, take exit 27 and a right at S. Cleveland Ave. Take a left onto W. Schrock Rd. followed by a left onto Buch Blvd. Turn right at Kingsmill Pkwy, then right on Doubletree Avenue.

REGISTRATION

Networking Opportunities

The key to true business networking is the establishment of a mutually beneficial relationship, and that's an incredibly rare event at the standard shake-hands-and-exchange-your-business-card events that are touted as business networking "opportunities". That's why this benefit is the most difficult to qualify or quantify, but rest assured that this is the benefit you will get the most out of as a member of the Ohio Pest Management Association.

OPMA's Winter Meeting & Training School is designed to draw together suppliers and pest control companies alike, along with bringing in industry legislators and regulators in the spirit of bettering the pest management industry as a whole. Meetings like this are your opportunity to forge new personal and business relationships that could last a lifetime. Don't let this opportunity go to waste! Be sure to sign up for both Monday night and Tuesday's events right now!

2nd Annual Legislative, Regulatory & Political Summit

Back by popular demand, attendees are invited to attend OPMA's Annual Business Meeting and the Legislative, Regulatory & Political Summit on Monday, December 5, 2011. This summit will feature industry insights from NPMA's Senior Vice President, Bob Rosenberg, and OPARR's current President Lonnie Alonso from Columbus Pest Control. In addition, OPARR Executive Director and Lobbyist, Belinda Jones of Capitol Consulting will be in attendance to share their knowledge on the industry.

The pest management industry is always brimming with legislative and regulatory issues at all levels of government and this event is the perfect opportunity for you to learn about what is and what could be affecting your business! After this informal gathering, attendees can enjoy a "working dinner" with our vendors before heading to the Hospitality Suite for some Monday Night Football!

REGISTRATION

Past President's Scholarship Raffle

The Past President's Scholarship Fund has benefited many college students with scholarships from \$1,000 to \$1,500! Any student who works for or has a family member employed by an OPMA member company, has a minimum cumulative GPA of 2.5 and is attending a college or university full-time in the USA qualifies.

Preference will be given to the students with an interest in pursuing a career in urban pest management or structural pest management but all majors qualify. For more information or to apply for the 2010 scholarships, visit www.ohiopma.org. This scholarship is partially funded by raffle ticket sales at the annual Winter Meeting!

Haven't donated yet? Call the OPMA offices at (937) 424-3300 or email your donation information to info@ohiopma.org right now!

Fees/Registration

OPMA encourages everyone attending the 2011 Annual Winter Meeting and Training School to purchase a full registration. This provides admission to all the courses available and the FREE Legislative, Regulatory & Political Summit on Monday, December 5 that includes dinner with event vendors and followed by Monday Night Football!

OPMA has made it even easier for you to enjoy the 2011 Annual Winter Meeting with a convenient on-line or mail-in pre-registration process. Now you can pre-register for the Winter Meeting in all categories and capitalize on great savings as you enjoy this year's show.

Attendees of the 2011 OPMA Winter Meeting can now pre-register for:

Full Winter Meeting Pass – Experience it all! This year's full Winter Meeting pass provides admission to every event on our schedule. A great value!

Training School Only Passes – For those looking to simply get credits for their license recertification, this option's for you!



Online at www.ohiopma.org



Mail to:
Ohio Pest Management Association
136 South Keowee Street
Dayton, Ohio 45402



Fax to:
(937) 222-5794



Email to:
info@ohiopma.org



Call:
(937) 424-3300

Please review the registration form attached for registration deadlines and rates.

Payment Options

OPMA accepts checks, cash, money orders and credit cards (Visa and MasterCard) as payment for event registration.

Changes, Cancellations and Revisions in Convention Registration

Please notify the OPMA office promptly to make any changes in your registration by calling (937) 424-3300 or email info@ohiopma.org.

Cancellations for full refund must be received by OPMA in writing no later than December 1, 2011. There will be no refunds for cancellations received after December 2, 2011 or for "no shows".

Vendors & Sponsors

At breaks and in between going to classes, you can experience a comprehensive collection of manufacturers and product suppliers in the industry. OPMA knows how important it is for you to meet face-to-face with these individuals who will be on hand to share their insights into the latest trends in pest management. This is your opportunity to form new partnerships and build existing ones.

If visiting our vendors wasn't a big enough treat, OPMA will be handing out "punch cards" for you to have punched by each vendor. Every card that has been punched by every vendor will be entered into a drawing for major prizes!

2011 OPMA Winter Meeting & Training School

Full registration includes all sessions, meals, and activities scheduled on December 5-6, 2011. No refunds will be given after December 2, 2011. Registrations are transferrable. For more information, visit the OPMA website at www.ohiopma.org.

OPMA Member: Yes No

Company Name _____

Mailing Address _____

City, State, ZIP Code _____

Telephone _____

Fax _____

Email Address _____

Contact Person (for confirmation purposes) _____

Payment Method

Check Visa MasterCard

Card Number _____

Expiration _____

Signature _____

REGISTRATION FORM

Attendees & Registration Fees

Attendee Name	Full Registration Options	Fees	Training School Only Options	Fees	Amount Due
1.	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> Life/Honorary/FPMO <input type="checkbox"/> Monday Dinner - Optional	<input type="checkbox"/> \$185 <input type="checkbox"/> \$245 <input type="checkbox"/> \$150 <input type="checkbox"/> \$0	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> 2+ from Same Company <i>Multiple Attendee Discount for Members Only</i>	<input type="checkbox"/> \$90 <input type="checkbox"/> \$120 <input type="checkbox"/> \$80	\$
2.	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> Life/Honorary/FPMO <input type="checkbox"/> Monday Dinner - Optional	<input type="checkbox"/> \$185 <input type="checkbox"/> \$245 <input type="checkbox"/> \$150 <input type="checkbox"/> \$0	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> 2+ from Same Company <i>Multiple Attendee Discount for Members Only</i>	<input type="checkbox"/> \$90 <input type="checkbox"/> \$120 <input type="checkbox"/> \$80	\$
3.	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> Life/Honorary/FPMO <input type="checkbox"/> Monday Dinner - Optional	<input type="checkbox"/> \$185 <input type="checkbox"/> \$245 <input type="checkbox"/> \$150 <input type="checkbox"/> \$0	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> 2+ from Same Company <i>Multiple Attendee Discount for Members Only</i>	<input type="checkbox"/> \$90 <input type="checkbox"/> \$120 <input type="checkbox"/> \$80	\$
4.	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> Life/Honorary/FPMO <input type="checkbox"/> Monday Dinner - Optional	<input type="checkbox"/> \$185 <input type="checkbox"/> \$245 <input type="checkbox"/> \$150 <input type="checkbox"/> \$0	<input type="checkbox"/> OPMA Member <input type="checkbox"/> Non-Member <input type="checkbox"/> 2+ from Same Company <i>Multiple Attendee Discount for Members Only</i>	<input type="checkbox"/> \$90 <input type="checkbox"/> \$120 <input type="checkbox"/> \$80	\$

Full registration includes all sessions, meals and activities scheduled on Monday and Tuesday.
Training School Only registration includes all sessions on Tuesday only.

Payment Information & Questions

Make checks payable to Ohio Pest Management Association. Registrations will be handled by:

Mail: Check, money order, credit card to:
136 South Keowee Street
Dayton, OH 45402

FX: Credit card payments only (937) 222-5794

PH: Credit card payments only (937) 424-3300

Online: Credit card payments only (www.ohiopma.org)





136 South Keowee Street
Dayton, Ohio 45402
(937) 424-3300
info@ohiopma.org

Wondering what's
happening in Columbus?
Watch for your OPMApac
Legislative Updates.