

conference program

2010 ■ CPCA  
**Spring**  
conference

Ramada Plaza & Conference Center  
Northglenn, Colorado  
March 11-12, 2010



# conference

## agenda

### thursday march 11

**7 a.m.**  
**Registration**  
Pick Up Nametag & CEU Form

**7a.m. - 7:50 a.m.**  
**Refreshment Break & Exhibits**

**7:55 a.m. - 8 a.m.**  
**Welcome & Fill out CEU Forms**  
*Tom Cornwell, CPCA President*

**8 a.m. - 9 a.m.**  
**Termite baiting, soil  
Termiticides and digestion -  
WDO (301)**  
*Dr. Faith Oi, University of Florida*  
This session will cover some details on why termite baiting may kill colonies and a theory on why non-repellent termiticides may not kill colonies, but still provide structural protection, and the "new mode of action" for the future of termite control. We will also cover the fate of some most frequently used soil termiticides.

**9 a.m. - 9:10 a.m.**  
**CPCA Announcements &  
Awards**  
*Tom Cornwell, CPCA President*

**9:10 a.m. - 9:25 a.m.**  
**Let's hear from the vendors!**

**9:25 a.m. - 9:50 a.m.**  
**Refreshment Break**

**9:55 a.m. - 10:55 a.m.**  
**Wildlife – What is outside  
that you do not want inside!  
Outdoor Vertebrate (302)**  
*Dr. George Rambo, Critter  
Control Northern Virginia*  
More pest management companies are looking at wildlife management in or around structures as an option. Wildlife work is not typical of pest control programs. Routing and issues surrounding wildlife work are different. Many decisions have to be made and commitment to doing the service effectively and humanely is important.

**11 a.m. - 12 p.m.**  
**Applicator & Public Safety  
(AS/PS)**  
*Dr. Stuart Mitchell, Springer Pest  
Solutions*  
Applicator Safety will examine many facets of the day-to-day potential hazards faced and how to successfully negotiate through these challenges as a pest management professional.

**12 p.m. - 12:20 p.m.**  
**CPCA Update / Election of  
New Board Members**  
*Tom Cornwell, CPCA President*

**12:20 p.m. - 1:45 p.m.**  
**Buffet Lunch & Exhibits**

**1:45 p.m. - 2:45 p.m.**  
**School IPM and How it Can  
Impact You (304)**  
*Dr. Faith Oi, University of Florida*  
Whether you are a state that has laws like Texas or one that only requires outdoor posting, like Colorado and Florida, recent momentum on school IPM has the potential to ripple into other areas of pest control. This session will cover some of the special issues surrounding pest control in schools, the source for the greatest risk of pesticide exposure, and some tips on developing effective contracts for IPM in schools.

**2:45 p.m. - 3:45 p.m.**  
**Residential and Commercial-  
Service Offerings and  
Decisions – (304)**  
*Dr. George Rambo, Critter  
Control Northern Virginia*  
Residential and Commercial services encompass a wide variety of insect, other related Arthropods and of course rodents. The movement of the pest management industry to "green" service offerings is one that has been developing for many years. Through Integrated Pest Management programs to

now Green Pest management Programs the companies in the industry have several choices and some major decision to make. How to market? What to use? How to use it? Will it work? And do we have any credibility? We will discuss the pests and what products have to be selected to offer a service that reflects "green" options.

**3:45 p.m. - 4:30 p.m.**  
**Refreshment Break**

**4:30 p.m. - 5 p.m.**  
**"RAFFLE"**  
*Roger Bradley, Terminix,  
Games Manager*

**5 p.m. - 5:30 p.m.**  
**General Membership Meeting**  
(Open Meeting – All are invited to stay)

**5 p.m.**  
**Cash Bar Open**

**6 p.m.**  
**CPCA Spring Conference  
Dinner**

### raffle tickets

Don't forget to buy your raffle tickets to support the Bob Hand Scholarship Foundation. Tickets can be purchased for \$2 each or six for \$10.

# nice

## mission statement

The CPCA strives to generate professional competence and pride in it's members by providing education, training, communication and cooperation; to enhance the positive industry image through community relations and to monitor and participate in legislative and regulatory advocacy. (Adopted, Board Meeting March 28, 2001)

### friday march 12

**7a.m. - 7:55 a.m.**  
**Refreshment Break & Exhibits**

**8a.m. - 9 a.m.**  
**Public Health Mosquitoes – (110)**  
*Ed Bredemeyer, Zoecon/Central Life Sciences*

**9:05 a.m. - 10:05 a.m.**  
**Laws & Regulations (L&R 1 & 2)**  
*Representative from the Colorado Dept. of Agriculture*  
This session will cover laws and regulations in the state of Colorado and how they apply to pest management professionals in the structural pest control industry.

**9:05 a.m. - 10:05 a.m.**  
**Responding to Consumer Claims Regarding Product Contact**  
*Brian Sundras, Rockwell Labs Ltd, N Kansas City, MO*  
*Steven Bush, Attorney at Law, Littleton, CO*  
This panel will talk about ways on how to respond to consumer claims regarding product contact. This breakout session will provide you with insights on what companies inside the industry do and what experts outside the industry

recommend you have in place when responding to this type of situation.

**10:05 a.m. - 10:20 a.m.**  
**Refreshment Break & Exhibits**

**10:25 a.m. - 10:55 a.m.**  
**Environmental Protection (EP)**  
*Judy Bloom, U.S. EPA*  
Participants will watch a short & humorous video on integrated pest management (IPM) geared toward general pesticide applicators. The video, activities, and discussion will highlight the five main steps of IPM, ways pesticides move in the environment and common-sense tips applicators should know to protect human health and the environment from pesticides. In addition, an overview of regulatory 'hot topics' will be presented.

**10:25 a.m. - 10:55 a.m.**  
**How to Train Your Technicians**  
*Judy Black, Steritech*  
Labor is generally our largest expenditure, and turnover one of our biggest costs. Training our new team members in a logical, thorough and methodical manner can go a long way to reducing turnover and getting a new person up to speed quickly. To be effective trainers we need to understand the trainers role, as well as

the trainees. The goal of this presentation will be to assist the attendees in defining a training strategy.

**11 a.m. -12 p.m.**  
**Use of Pesticides and Pesticides and their Families (UP) (PF)**  
*Ed Bredemeyer, Zoecon/Central Life Sciences*

This session will cover the use of pesticides and pesticides and their families. Topics covered will include a history of pesticides, their origins, how insecticides work, letters and numbers, and composition of a formulation. In addition attendees will hear about proper PPE usage and what good PPE should consist of.

**11: a.m. - 12 p.m.**  
**Non-Compete Agreements in Colorado**  
*Steven Bush, Attorney at Law, Littleton, CO*

Following up on the last CPCA Spring Conference, attorney Steven Bush will provide detailed information on what you can and can't do when dealing specifically with non-compete agreements in the state of Colorado. Attendees of this breakout session will gain a comprehensive understanding of non-competes and how they impact individuals in our industry.

**12:15 p.m.**  
**Closing (Checkout & pick up completed CEC attendance forms.)**  
*Tom Cornwell, CPCA President*

**12:30 p.m.**  
**Board Member Wrap-up Lunch**

*The agenda is subject to change, depending on unforeseen circumstances. Credits are based on subject and content of the speakers and approved by the Colorado Department of Agriculture. Although we strive to provide coverage of credits we balance that with the inclusion of interesting and informative topics.*

## ready, set, fall!

**CPCA Fall Conference**  
**Friday, September 10, 2010**  
**Embassy Suites, Denver**

This year's fall conference features Dini Milller from Virginia Tech — she'll cover everything you need to know about bed bugs. Save the date!

# vendors

thanks to all of our exhibitors

AP&G Co.  
San Antonio, TX

John Deere Landscapes  
Alpharetta, GA

BASF Pest Control Solutions  
Grass Valley, CA

Pest Management Supply  
Chicago, IL

Bayer Environmental Science  
Labadie, MO

Pest Control Supplies  
Riverside, MO

Bell Laboratories, Inc.  
Madison, WI

Rhodes Chemical Company  
Kansas City, KS

Dow AgroSciences  
Shawnee, KS

Rockwell Labs, Ltd.  
North Kansas City, MO

Ensysyex, Inc.  
Fayetteville, NC

Univar USA, Inc.  
Denver, CO

FMC Professional Solutions  
Cave Creek, AZ

Warne Chemical & Equipment, Inc.  
Rapid City, SD

# speakers

Faith Oi  
University of Florida/IFAS

Brian J. Sundnas  
Rockwell Labs, Ltd.

Stuart Mitchell, DO,BCE  
Springer Pest Solutions

Steven Bush  
Attorney at Law

George Rambo  
George Rambo Consulting  
Services

Judy Bloom  
Environmental Protection  
Agency

Ed Bredemeyer  
Zoecon/Central Life Sciences

Judy Black  
The Steritech Group, Inc.

# 2010

## board of directors

### President

#### Tom Cornwell

1014 Atwood Street  
Longmont, CO 80501  
Phone: 970.590.0926

### Bob Chauvin

#### Terminix Residential

1610 Quail Lake Loop  
Colorado Springs, CO 80906  
Phone: 719.226.0061

### Immediate Past President

#### Gary Gillenwater

### Debra Kay

#### Envirotech Pest Solutions

9940 E. Costilla Avenue  
Suite F  
Centennial, CO 80112  
Phone: 303.933.4644

### Advisory Board Rep.

#### Scott Armbrust

Rid-A-Pest  
5228 S. Manitou Rd.  
Littleton, CO 80123  
Phone: 303.798.2227

### John (Andy) Murdock

#### SoCo Pest Away

1021 Market Plaza North  
Suites 107-182  
Pueblo West, CO 81007  
Phone: 719.547.8761

### Board Secretary

#### Linda Heigold

1920 Sequoia Street  
Fort Collins, CO 80525  
Phone: 888.547.0044

### Ronnie Purcella

#### Animal & Pest Control

#### Specialists

3800 E. 64th Ave. Unit B  
Commerce City, CO 80022  
Phone: 303.987.0842

### Directors:

### Richard Dykstra

#### EnviroPest

455 N. Denver Avenue  
Loveland, CO 80537  
Phone: 888.547.0044

### Steve Schoen

#### S & S Fumigation

850 4th/P.O. Box 100  
Burlington, CO 80807  
Phone: 719.346.8708

### Laura Emry

#### Budget Pest Control

14677 E. Easter Ave. #G  
P.O. Box 4172  
Englewood, CO 80111  
Phone: 303.790.7378

### Paul Welch

#### Terminix

731 W. 8th Street  
Pueblo, CO 81003  
Phone: 800.827.2840

### Roger Bradley

#### Termnix Commercial

4665 Paris St. B-212  
Denver, CO 80239  
Phone: 303.375.6505



**Colorado Pest  
Control Association**  
10460 North Street  
Fairfax, VA 22030  
[www.ccapestworld.org](http://www.ccapestworld.org)