

ILLINOIS PEST CONTROL ASSOCIATION

IPCA

2020 SPRING CONFERENCE

For the Protection of Health and Property in our Community •



Member Of
Illinois
Pest Control
Association

Credit approval pending
in IL, IN, IA, KY, MI, MO.

March 24-25 • Mt. Vernon, IL

PROGRAM OF EVENTS

Credit approval pending in IL, IN, IA, KY, MI, MO.

TUESDAY, MARCH 24

8:00 A.M. – 10:00 A.M.
IPCA Board Meeting

8:30 A.M. – 5:00 P.M.
ACE PREP COURSE

Heather King, Target Specialty Products, Grove City, OH

\$150 ADDITIONAL registration includes CEUs, ACE study guide, continental breakfast and boxed lunch. *See ACE course registration page for more information.*

**Registration is limited to 15 attendees.*

SEGMENT 1 - BUSINESS

10:15 A.M. – 11:15 A.M.

Keeping out of the WEEDs: How to Overcome the Unavoidable Liabilities of Doing Business Today

Allie Allen, BCE, National Pest Management Association, Fairfax, VA

The importance of thorough and complete service records is well-established and known. But there are other parts of your business that should have a thorough paper trail to set you up for success. In this session, learn the key steps of hiring, retaining and exiting employees to minimize your risk. The conversation will include job descriptions, drug-free workplace policies, how to earn and maintain QualityPro accreditation, and lessons-learned from NPMA's Recruitment & Retention Committee.

11:30 A.M. – 12:30 P.M.
Networking Lunch

**For business session attendees only.*

SEGMENT 2 - TECHNICAL

1:00 P.M. – 2:00 P.M.

Quality Over Quantity: Cutting Callbacks Through Quality Control Strategies

Christian Wilcox, ACE, McCauley Services, Bryant, AR

There's nothing more frustrating than getting called back to the same account for a reoccurring pest issue. What if I told you that your management success wasn't only influenced by the products you were applying or how you used them? Collecting data on pest activity, control strategies, and even customer communication can provide important details that, when used correctly, can reduce call backs and improve customer retention. Discover how a unique approach to data tracking and quality control could lead to more effective control of cockroaches, ants and more in this technical, outside-the-box session.

2:00 P.M. – 3:00 P.M.

Cutting Edge Solutions to Controlling Carpenter Ants (WDO)

Travis Aggson, ACE, American Pest Management, Manhattan, KS

Carpenter ants can be a very destructive wood destroying insect if they are ignored. In this session, learn how to identify different species of carpenter ants, damage identification, tools to help identify harborage areas without being destructive, how to use product labels to your advantage, and learn 10 ways to reduce groundwater contamination.

3:00 P.M. – 3:15 P.M.

Refreshment Break

3:15 P.M. – 4:15 P.M.

Stopping the Unstoppable House Mouse

Matt Elderbrook, Liphatech, Milwaukee, WI

They may be small, but mice can lead to big problems when they infest structures because they spread disease, contaminate food, and even damage infrastructure. Learn more than just the basics in this advanced session that outlines successful tactics for overcoming this challenging pest. Additionally, attendees can expect to gain a better understanding of safe and effective application strategies for handling and applying pesticides commonly used to control rodents.

4:30 P.M. – 6:00 P.M.

Industry Appreciation Reception

Join speakers, industry experts, and colleagues to talk shop and network at IPCA's signature Industry Appreciation Reception. Admission includes free appetizers and one beverage coupon, and is included in your registration.

WEDNESDAY, MARCH 25

9:00 A.M. – 5:00 P.M.

ACE Certification Exam

9:00 A.M. - 5:00 P.M.

IDPH Testing

7:00 A.M. - 8:00 A.M.

Continental Breakfast & Exhibits

8:00 A.M. – 8:30 A.M.

IPCA Welcome, Association Update and Vendor Introductions

Mike O'Connor, IPCA President; Michael Bentley, NPMA Director of Training and Education, IDPH Program Director



Win Prizes When You Give Back With IPCA's Toys-for-Tots Program!

IPCA will be accepting monetary donations at the 2020 Spring Conference that will provide funding for the U.S. Marine Corps Marine Toys-For-Tots charity. Those who make a monetary donation will receive a raffle ticket. Raffle tickets can also be purchased during the conference. During Wednesday's final refreshment break, one winning raffle ticket will be drawn for each available prize. Exciting prizes include supplier donations, an Apple iPad and one complimentary registration to IPCA's 2020/2021 Conferences! For additional questions regarding the Toys-For-Tots program, please contact Kirk Connor at hpc1@omnilec.com.

SEGMENT 3 - TECHNICAL

8:30 A.M. – 9:30 A.M.

Busting Bed Bug Infestations in Low Income Housing

Karen Vail, Ph.D., University of Tennessee, Knoxville, TN

Low-income hire rises for the elderly and disabled provide exceptionally conducive conditions for bed bugs to thrive. What can you do to combat this pest in this situation? We'll discuss the tools used to manage bed bugs, the importance of early detection, and provide examples of successful management strategies.

9:30 A.M. – 10:30 A.M.

Beyond the Basics: Taking Termite Control to the Next Level

Scott Robins, Action Pest Control, Evansville, IN

Termites don't always follow the rule book when they infest a structure. This candid session takes you beyond basic treatment strategies to talk through how to handle some of the worst-case termite scenarios in the business including applications where ground water protection or endangered species could be a concern. Bring a notebook and be ready to share your challenges, you won't want to miss this engaging talk!

10:30 A.M. – 11:00 A.M.

Refreshment Break with Exhibitors

11:00 A.M. – 12:00 P.M.

Successful Exclusion Strategies for Structural Pests Including Rodents, Birds and More!

Brandon Morgan, TruTech Wildlife Service, Atlanta, GA

Developing a successful control strategy for structural vertebrate pests can be challenging, time consuming, and overwhelming without the proper experience and understanding of the animal. In this talk, industry veteran Brandon Morgan provides an informative yet easy to follow strategy for successful exclusion and control of many common structural pests including rodents, birds, and more!

12:00 P.M. – 1:00 P.M.

Lunch with Exhibitors and Raffle Drawing

All silent auction prizes will be awarded after lunch. Cash, credit cards, and check payments will be accepted. Thank you in advance for supporting Toys for Tots.

SEGMENT 4 - TECHNICAL

1:15 P.M. – 2:15 P.M.

Ant IPM – Controlling America's #1 Nuisance Pest

Karen Vail, Ph.D., University of Tennessee, Knoxville, TN

To successfully manage pest ants, more than one management practice is needed. PMPs often take great pride in properly identifying an ant and selecting the pesticide best suited for the situation. However, correcting conducive conditions is often ignored. In this session I'll demonstrate how altering the landscape and making other environmental modifications can result in a long-lasting decline in odorous house ant populations around a home. You'll also learn when it's suitable to use a hand lens and smartphone to identify ants and when it's not by listening to the pest ant case studies presented.

2:15 P.M. – 3:15 P.M.

The ABC's of Pest Fly IPM

Brian Sundnas, Control Solutions, Pasadena, TX

Flies make up a very challenging group of pests and they seem to show up in the most unexpected places. This session will cover control strategies for the pest flies you frequently encounter and explore how their biology and behavior can be used against them. Be sure to attend this informative session that will teach you the intricacies of successfully applying IPM to some of the peskiest pests in your most demanding accounts.

3:15 PM – 3:30 PM

Refreshment Break

3:30 P.M. – 4:30 P.M.

Understanding the Newly Revised NPMA-33 Wood Destroying Insect Inspection Report So You Can Ace Your Next WDI Inspection

Neil McNeill, Corteva, Indianapolis, IN

Proper documentation of your findings is one of the most important aspects of performing a wood destroying insect inspection. For over a decade, the NPMA-33 Wood Destroying Insect (WDI) form has served as a critical, and often required, reporting document when completing a WDI inspection. In 2019, the NPMA-33 underwent a thorough review to update language and training resources for this form. In this informative session, learn about the latest revisions to the NPMA-33 that everyone who performs a WDI inspection should know.

EVENT INFORMATION



REGISTRATION

MARCH 24-25, 2020 • DoubleTree by Hilton • Mt. Vernon, IL

EXHIBIT HALL

With a multitude of supplier representatives, the IPCA Fall Conference is a one-stop-shop for all your business needs. Check out the exhibit hall and:

- Learn about new products and services
- Gain a better understanding of current techniques
- Network with peers and suppliers
- Find solutions that work specifically for your company

EXHIBIT HALL HOURS

Featuring the latest new products and services, the IPCA Exhibit Hall will be open the following hours:

Tuesday, March 24

4:30 p.m. - 6:00 p.m. | Reception with Exhibitors

Wednesday, March 25

7:00 a.m. – 8:00 a.m. | Breakfast with Exhibitors

10:30 a.m. – 11:00 a.m. | Break with Exhibitors

12:00 p.m. – 1:00 p.m. | Lunch with Exhibitors

HOTEL INFO

DoubleTree By Hilton Mt. Vernon

222 Potomac Blvd.

Mt. Vernon, IL 62864

(618) 244-7100



To make your reservations at the DoubleTree call (618) 244-7100 and mention “IPCA” or use the group code “IPC” online to receive the discounted room rate of \$99.00 per night. After March 9, 2020 rooms and rates will be based on availability.

Please print or type clearly. One form per attendee or register online at www.ipcaonline.org.

Name _____ Title _____

Company _____

Street _____ City _____ State _____ Zip Code _____

Email _____

Phone _____ Website _____

RECERTIFICATION SEMINARS SIGN-UP

	Pre-Registration (By 3/18)	Onsite Registration (After 3/18)
March 24 - Segment 1	Member \$35 Non-Member \$50	Member \$60 Non-Member \$75
March 24 - Segment 2	Member \$70 Non-Member \$110	Member \$95 Non-Member \$135
March 25 - Segment 3	Member \$70 Non-Member \$110	Member \$95 Non-Member \$135
March 25 - Segment 4	Member \$70 Non-Member \$110	Member \$95 Non-Member \$135

IPCA MEMBERS RECEIVE A DISCOUNT IF ATTENDING MULTIPLE SESSIONS

Two Segments	Member \$125 Non-Member \$220	Member \$150 Non-Member \$245
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(Please specify which two sessions you will be attending)

☐ March 24th AM ☐ March 24th PM ☐ March 25th AM ☐ March 25th PM

Three Segments	Member \$175 Non-Member \$330	Member \$200 Non-Member \$355
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(Please specify which three sessions you will be attending)

☐ March 24th AM ☐ March 24th PM ☐ March 25th AM ☐ March 25th PM

Four Segments	Member \$200 Non-Member \$365	Member \$225 Non-Member \$390
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TOTAL REGISTRATION FEE

(Please note, fees increase onsite) \$ _____

REGISTRATION FEES

Registration fees must accompany this form or registration will not be processed. All checks should be made payable to IPCA, and must be in U.S. dollars, drawn on a U.S. bank. Full registration fees include access to all educational sessions, marketplace, and social functions associated with the conference.

REFUND POLICY

All cancellations and refund requests must be received in writing.

32+ days before the start of the meeting – 100% refund

31-25 days prior to the start of the meeting – 75% refund

18-24 days prior to the start of the meeting – 50% refund

11-17 days prior to the start of the meeting – 25% refund

No refund – 10 days or less & no shows

PAYMENT INFORMATION

CHECK ☐ # _____ (ENCLOSED & PAYABLE TO IPCA)

CREDIT ☐ VISA ☐ MASTER CARD ☐ AMEX

Credit Card # _____

Exp. Date _____ Security Code _____

Cardholder Name _____

Signature _____

CALL US WITH QUESTIONS AT (800)678-6722

WAYS TO REGISTER:

1. MAIL:

IPCA
10460 North St.
Fairfax, VA 22030

2. ONLINE:

www.ipcaonline.org

3. EMAIL:

Kathleen Barth at
kbarth@pestworld.org

JOIN TODAY!

Save \$39 per session! Visit ipcaonline.org to join and receive the discounted member rate.

EXHIBITORS/SPONSORS



VISIBILITY OPPORTUNITIES AT THE 2020 IPCA SPRING CONFERENCE

Every year Pest Management Professionals (PMPs) come from across the state to attend the IPCA Spring Conference to learn about new products and services, earn recertification credits and network with peers.

This is the perfect opportunity to gain recognition among PMPs who rely on your products on a regular basis.

Exhibition Opportunities

Meet with your current and prospective customers on Wednesday, March 25th , and showcase your company's products and services.

Exhibition Benefits

- Two complimentary representatives at each booth
- Recognition to all attendees during vendor introductions
- Recognition on the conference program and website
- Networking opportunities at breaks, breakfast, lunch, and the Industry Appreciation Reception
- Nine hours of recertification education with industry experts
- Access to an attendee list following the conference

EXHIBIT HALL

Tuesday, March 24

2:00 p.m. – 4:00 p.m. | Setup

4:30 p.m. – 6:00 p.m. | Exhibitor Networking Reception

Wednesday, March 25

7:00 a.m. – 8:00 a.m. | Breakfast with Exhibitors

10:30 a.m. – 11:00 a.m. | Break with Exhibitors

12:00 p.m. – 1:00 p.m. | Lunch with Exhibitors

1:30 p.m. – 4:15 p.m. | Teardown

SPONSORSHIP OPPORTUNITIES

Industry Appreciation Reception Sponsorship \$100

The industry Appreciation Reception Sponsorship is offered exclusively to exhibitors to ensure additional exposure and engagement with attendees. For only \$100, the Reception Sponsors will receive: sponsorship recognition on event signage, program, and website, recognition to all attendees during the event, and drink tickets to give away at your booth.

Gold Level Sponsorship \$750

With this sponsorship your company will have five minutes on the program on Wednesday morning prior to the first session in which you can welcome attendees and let them know your dedication to their success. Your company's name and logo will also be identified on all signage as an exclusive sponsor of the lunch in the exhibit hall. Additionally, your company's name and logo will be featured as a gold level sponsor on the conference program, Spring Conference website, communication to attendees and onsite signage.

Silver Level Sponsorship \$500

The Silver sponsorship provides companies the opportunity to have their name and logo on all signage for the continental breakfast in the exhibit hall. In addition, your company's name and logo will be featured as a silver level sponsor on the conference program, conference website, all attendee communication and onsite signage.

Bronze Level Sponsorship \$250 per break

The Bronze sponsorship provides an economical way to get your company name in front of attendees on signage during refreshment break in the educational program. In addition, your company name and logo will be featured as a bronze level sponsor on the conference program, the conference website, all attendee communications, and onsite signage.

EXHIBITOR/SPONSOR REGISTRATION

Sponsorships are available on a first-come, first-serve basis. A company that sponsors an event has the right of first refusal on that event the following year. Submission of this form constitutes a commitment by your company to sponsor an event. If first choice is not available,

Specify which event you would like to sponsor: 1st Choice _____ 2nd Choice _____

WAYS TO REGISTER:

1. MAIL THIS FORM:

IPCA
10460 North St.
Fairfax, VA 22030

2. REGISTER ONLINE:

www.ipcaonline.org

3. EMAIL THIS FORM TO:

Kathleen Barth at
kbarth@pestworld.org

Company Name

Company Representative 1:

Email

Company Representative 2

Email

Address

City:

State

Zip

Phone

Website

PAYMENT INFORMATION

Members

Booth Fee: \$220 per booth x _____ booths = \$ _____

Non-Members

Booth Fee: \$320 per booth x _____ booths = \$ _____

Additional Exhibitor

Registrant Fee: \$50 per registrant x _____ registrants = \$ _____

Sponsorship

☐ Gold Level ☐ Silver Level ☐ Bronze Level ☐ Industry Appreciation Reception

Check

☐ # _____ (enclosed & payable to IPCA)

Credit

☐ VISA ☐ MASTER CARD ☐ AMEX

Credit Card #

Exp. Date

Security Code

Cardholder Name

Signature

Cancellation Policy:
The official cancellation policy states that refunds will be made in full until 30 days before the start of the conference. If you cancel within 30 days of the start of the conference your exhibitor fees will be forfeited in full.

Illinois Pest Control Association
10460 North Street
Fairfax, Virginia 22030



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