



OHIO PEST MANAGEMENT ASSOCIATION
Training Workshop
September 19, 2024

- 7:30 am** **Registration Opens**
- 8:00 am** **Welcome & Introductions**
Heather Alonso, Target Specialty Products
- 8:00 am - 8:30 am** **ODA Regulatory Update, CORE**
Matt Cochran, Ohio Department of Agriculture

Speaker Bio:

Matt Cochran Matt Cochran is an Ag Inspection Manager within the Pesticide & Fertilizer Regulation Section at ODA. His working title is the Certification & Training Manager as well as the Product Registration Manager. He has a B.S. degree in Agriculture from The Ohio State University. Matt started his career working in the golf course maintenance and lawn & landscape sales industries prior to being hired by ODA in 2009. He spent his first 8 years at ODA as a Pesticide & Fertilizer Inspector before moving into a Plant Health Supervisor role. He began his current position at ODA in the Fall of 2019. He is responsible for approving all the recertification programs, licensing examination sessions, and managing all pesticide, specialty fertilizer, and agricultural additives product registrations within the state. In his spare time, he enjoys hunting, camping, kayaking, golfing, and spending time with his kids

- 8:30 am - 10:30 am** **B & G Repair and Hands on Training, CORE, 10 (a)**
Craig Martelle, BG Equipment

Speaker Bio:

Craig has 40 years in the Chemical application business. He started in 1984 in the Golf industry prior to moving into the Professional Pest Management industry. In his career he has worked for a national Pest Management Company, where he was a Termite Technician, Commercial Service Tech, and moved into a management position prior to moving into the manufacturing field. As an IPM-Sanitarian in the food industry he was instrumental in implementing procedures for proper sanitation and inspections of raw goods entering the facility and maintaining proper protocols with an IPM program for insect and rodent management. He then stepped up to be a manufacturers rep with an adhesive company helping to build the brand globally by building a sales staff to help

train PMP's. Moving into ownership of Pest Management Company gave a great insight into what PMP's needed to be successful. With that knowledge he moved back to manufacturing to help PMP's grow their businesses in rodent management. He has done CEU classes across the United States and several countries around the world. Being a member of NPMA, Phi Chi Omega and several State Associations he has assisted these groups by being on committees to help the industry and currently holds a Commercial Applicators License for Wood Destroying PM, General Pest, Commodity and Structural Fumigation.

Craig is currently the Northeast & Canada Sales Manager assisting PMP's with equipment needs and training. His vast knowledge of the pest industry and customer service will allow him to help Pelsis grow.

Course Description:

Care and Maintenance of Tank Sprayers. Includes an introduction to the handheld sprayer and B & G Equipment. The class will learn about precision application, understand quick repair and problem solving, and understand the value of routine maintenance. They will learn about the parts in the repair kit, and review the tank construction and the materials used for cleaning and review the pump cylinder construction, cleaning and replacement parts. They will also learn about the chemical sprayer hose, sprayer handle and the filters on the spray equipment. Finally, the class will learn about scheduling maintenance.

10:30 am – 11:00 am Break

11:00 am – 12:00 pm Rodent Pests: Ecology (7)

Isabelle Lucero, J.T. Eaton

Speaker Bio:

Isabelle Lucero works for JT Eaton® as an Education and Compliance officer, where she mainly focuses on educating pest management professionals and consumers on the importance of pest control. Isabelle graduated from the University of Kentucky in 2023 with a Master's degree in entomology. At the University of Kentucky, her research centered around how cockroach gel baits perform over time and in different environments, with an emphasis on real world application. In her current position, Isabelle continues her goal of helping to improve human health and safety through sustainable pest management

Course Description:

This talk focuses on the two biggest rodent pests: Rats and Mice. These pests have the ability to spread over 35 known diseases to humans, as well as cause structural damage to homes and buildings. In this session, attendees will learn how to identify rat and mouse urban pest species, as well as their impact on human health. This session will also include inspection techniques and tools we can use to perform sustainable rodent management

12:00 pm – 1:00 pm Lunch

1:00 pm - 2:00 pm Mosquito Biology and Control 10 (d)

Gary Wagner, Zocon

Speaker Bio:

Gary Wagner joined Central Life Sciences as East Central Regional Sales Manager in March 2021. Gary has held various roles within the pest control industry with his desires towards the sciences of pest control. Having over 10 years of operational, sales, and managerial experience, he understands the unique challenges PCOs face in the field as well as strives to understand the pests we face each day. He has earned the Public Health Entomologist Certificate and maintains his Associate Certified Entomologist Certification with the ESA.

Gary is an avid outdoorsman, beekeeper, husband, and father of three

Course Description:

Vector Control
Species of Mosquito
Biology of Mosquito
Larviciding
Adulticiding
Environmental Factors
IPM Source Reduction
Mosquito Trends in Trapping Devices

2:00 pm – 2:30 pm

Break

2:30 pm - 3:30 pm

Termite Biology, Behavior and Control 10(b)

Adrian Culpepper, BASF

Speaker Bio:

Adrian Culpepper serves as the BASF Pest Control Field Sales Representative for IN, MI, OH, and WV. Growing up in Gulf Breeze, FL, Adrian graduated from the University of West Florida with a Bachelor of Science. Following, Adrian joined BASF within the Professional and Specialty Solutions division in 2015. There she supported account management, customer service, and project management. In 2021, Adrian moved to in Indianapolis, IN where she began working alongside pest management professionals in the field to provide trusted solutions, innovations, and services promoting community health. She also leads the Professional Women in Pest Management Committee in Ohio. In her downtime, Adrian enjoys kayaking, hiking, and painting.

Course Description:

Termite distribution, biology and life cycle. Effects of treatment on the individual colony members and on the colony as a whole. Termite inspections, control methods and baiting.