



# GLOBAL BEDBUG SUMMIT

November 27-29, 2018

Sheraton Denver Downtown  
Denver, CO



Presented by  **NPMA**  
National Pest Management Association  
Our Mission is Your Protection

Sponsored by  **BedBug  
CENTRAL**  
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## JOIN US for the 2018 Global Bed Bug Summit.

An event designed to provide you with the information you need from a technical, business, and customer-oriented perspective so that you can not only eliminate the bed bug problem, but also create an environment of trust between you and your customers.

### HOTEL INFORMATION

Sheraton Denver Downtown, just steps away from the city's premier attractions, invites you to experience the best of Mile High City. Located on a mile-long pedestrian promenade filled with outdoor bistros, shopping and entertainment and situated in the heart of Denver's financial and business district.

To reserve your room at the Sheraton Denver Downtown, call 1-888-627-8405 by November 2nd to receive the group rate of \$149 per night. After November 2nd, rooms and rates are subject to availability.

## Summit Highlights

### NIGHT WITH THE EXPERTS

We invite you to join our Summit's leading speakers and bed bug experts for a casual night of questions and fun interaction. This will be a unique opportunity to relax with your peers and have some great conversations while you're at it.

### EXPO CENTRAL

Mingle with friends while learning about new products, current techniques, and control solutions on a trade show floor that offers you access to all of the bed bug products out there!

### BEER TASTING IN EXPO CENTRAL

Beer tasting in EXPO Central provides a great opportunity to see the best in bed bug products and services, featuring the famous **FREE** beer tasting reception, where you'll have the chance to mingle with industry experts, manufacturers, friends and colleagues while sampling a variety of interesting microbrews and local fare!

# SCHEDULE

**TRACK KEY:** **B** = Business Track **T** = Technical Track

## Tuesday, Nov. 27th

### 8:00 a.m. - 5:00 p.m.

#### CPCA Fall Conference



The Colorado Pest Control Association will be hosting their annual Fall Conference in conjunction with the Global Bed Bug Summit on Tuesday, November 27. We welcome all Global

Bed Bug Summit attendees to participate in the CPCA Fall Conference which offers a chance to gain additional technical and business knowledge, featuring keynote speaker Ryan Avery.

For more information, including the program of events and registration information, please visit [cpcapestworld.org](http://cpcapestworld.org)

### 3:30 p.m. - 5:00 p.m.

#### Technical Committee Meeting

### 5:00 p.m. - 8:00 p.m.

#### Global Bed Bug Summit Registration

### 5:00 p.m. - 6:30 p.m.

#### Happy Hour in EXPO Central

## Wednesday, Nov. 28th

### 6:00 a.m. - 5:30 p.m.

#### Global Bed Bug Summit Registration

### 7:00 a.m. - 8:30 a.m.

#### Coffee & Donuts in EXPO Central

### 7:00 a.m. - 8:00 a.m.

#### **T** Morning Kickstarter with Bed Bugs: A Complete Review and Refresher

*Brittany Campbell, Ph.D., National Pest Management Association, Fairfax, VA*

Can't get enough of bed bugs and their peculiar habits? Do you need a little refresher to stay up to speed on basic biology and behavior of bed bugs? Then this review session is for you! You will leave motivated and prepared to dive into the nitty-gritty programming that will dominate the rest of the conference.

### 8:30 a.m. - 9:45 a.m.

#### **T** Welcome and Opening General Session: The Latest Breakthroughs and Discoveries in Bed Bug Science

*Dini Miller, Ph.D., Virginia Tech University, Blacksburg, VA*

Finding the time to stay up-to-date on the latest research and discoveries on bed bug research can be a challenge. Fortunately, this session will provide the biggest breakthroughs that happened in bed bug research over the last couple of years from a world leading expert. Join this session to gain valuable, new information that you can use in your bed bug program.

### 9:45 a.m. - 10:15 a.m.

#### Refreshment Break in EXPO Central

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### 10:15 a.m. - 11:15 a.m.

#### CONCURRENT EDUCATIONAL SESSIONS

#### **T** General Session: Is Resistance to Blame? Evaluating Control Failures and Insecticide Resistance in Bed Bugs

*Stephen Doggett, Ph.D., Westmead Hospital, NSW, Australia*

Insecticide resistance in bed bugs has been a constant battle. Not only have bed bugs developed resistance to pyrethroid insecticides, but the list continues to grow as neonicotinoids and chlorfenapyr were added relatively recently. While resistance certainly contributes to control failures, there are other factors that could be creating problems. Get the latest on resistance in bed bugs in this session and learn outside of the box ideas for problem accounts beyond resistance.

#### **T** Expanding Your Bed Bug IPM Tool Box

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

Bed bugs are considered one of the hardest pests to control by the pest management industry. Finding common sense, highly effective control methods is essential for an effective bed bug management program. Don't miss this session to learn new tools to expand your IPM toolbox for bed bug control.

## **B** How to Stand Out from the Crowd in Today's Booming Pest Control Market

*Adam Vannest, Northwest Exterminating, Marietta, GA; Keith Robinson, ABC Home & Commercial Services, Dallas, TX; Travis Aggson, ACE, American Pest Management, Manhattan, KS*

There are a lot of opportunities to differentiate your company from the pack. Understanding when to take the leap and invest in innovation, your business, or marketing can be the ticket to standing out from the crowd of other companies. Get the information you need from this session to become an industry leader and move ahead.

### **11:30 a.m. – 12:30 p.m.**

#### **T** General Session: Understanding the Potential for Disease Transmission in Bed Bugs

*Alvaro Romero, Ph.D., New Mexico State University, Las Cruces, NM*

Bed bugs are not known to transmit disease. However, there may be potential for disease transmission that hasn't been fully investigated. Each year, Chagas disease affects over 6 million people worldwide. Recent research has shown that bed bugs can transmit the parasite responsible for Chagas disease in a laboratory. This session will dive into the details of what we know so far regarding disease potential in bed bugs and what to expect in the future.

### **12:30 p.m. – 1:30 p.m.**

Lunch in EXPO Central

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### **1:30 p.m. – 2:30 p.m.**

CONCURRENT EDUCATIONAL SESSIONS

#### **T** The Global Response to the Future of Bed Bug Pest Management

*Chow Yang Lee, Ph.D., Universiti Sains Malaysia, Penang, Malaysia*

The world is constantly changing and is as fast paced as ever before. Bed bugs have managed to keep up with the ever-changing world and are a global pest problem. Across the globe, bed bug control is enhanced through knowledge sharing and data driven ideas. Join this session to learn what the global response has been to bed bugs and how it will shape the future of bed bug management.

#### **T** Bed Bug Control – A Start-to-Finish Guide to Effective Management

*Dini Miller, Ph.D., Virginia Tech University, Blacksburg, VA*

A lot of bed bug jobs, especially with heavy infestations, require multiple treatments to get a population under control. Sometimes the frustrations of multiple visits and tricky accounts can leave you bewildered on the next

step. Don't miss this session for new practices you can implement to take your hard bed bug jobs from start-to-finish.

## **B** Proactive Bed Bug Service Models

*Jeff White, Bed Bug Central, Lawrenceville, NJ; Judy Black, BCE, Rentokil Steritech, Westminster, CO; Jeff King, The Pest Rangers, Wilkes-Barre, PA*

Proactive bed bug control has been at the forefront of bed bug control conversations for some time. One hurdle is determining how to convince property managers to stay ahead of this bug and to teach them the importance of being proactive. This session will provide an outline of several different proactive bed bug models from knowledgeable pest management professionals that have been on the front lines of bed bug battles. Following the presentations, an interactive Q&A will allow attendees the chance to ask questions and dig deeper on how each professional implemented the programs.

### **2:30 p.m. – 3:00 p.m.**

Refreshment Break in EXPO Central

### **3:00 p.m. – 4:00 p.m.**

CONCURRENT EDUCATIONAL SESSIONS

#### **T** Tracking Bed Bugs Using Proteins and New Techniques

*Susan Jones, Ph.D., Ohio State University, Columbus, OH*

Although the industry has learned a lot about bed bugs over the last decade, we still have some serious knowledge gaps. Can we figure out how bed bugs pick a site for harborage and why they choose certain sites over others and stick with them? Scientists at Ohio State University are using new, cool techniques that have never been used before on bed bugs to answer these questions. This session will share the science on what has been learned so far and how it was accomplished.

#### **T** Overcoming the Challenges of Bed Bug Control in Multi-Unit Housing

*Rick Cooper, Ph.D., Rutgers University, New Brunswick, NJ*

The challenges present in multi-unit housing don't have to be daunting. These facilities oftentimes need the most help and prep work for a sufficient treatment program. Learn from a leading expert on how to deal with some of the main challenges for bed bug control in multi-unit housing in this enlightening session.

#### **B** To Heat or Not to Heat – Are You Maximizing Profits on Every Bed Bug Job?

*Ross Treleven, Sprague Pest Solutions, Seattle, WA; Jay Everitt, Rottler Pest & Lawn Solutions, St. Louis, MO; Tom Jarzynka, ACE, Massey Services, Inc., Orlando, FL*

This session will provide the pros and cons of heat treatments for bed bug control. The speakers will cover valuable lessons they have learned in the field and how to implement

different strategies regardless of which side you are on. You won't want to miss this engaging conversation if you are on the fence about heat.

#### **4:00 p.m. – 5:00 p.m.**

##### **B** Closing General Session: Bugs Without Borders

*Cindy Mannes, Professional Pest Management Alliance, Fairfax, VA*

Get the latest information regarding the state of the industry on bed bugs featured in the Professional Pest Management Alliance's (PPMA) Bugs Without Borders survey. It's no secret that this pest is here to stay, with 97% of pest professionals surveyed stating that they treated for bed bugs over the past year. You will gain valuable industry-wide information from this session and will learn where we currently stand in the fight against bed bugs.

#### **5:30 p.m. – 7:00 p.m.**

##### **B** Beer Tasting in EXPO Central

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Mattress Liners for Use Against Bed Bugs & Dust Mites

#### **7:00 p.m. – 9:00 p.m.**

##### **T** Night Out with the Experts

## **Thursday, November 29th**

#### **6:30 a.m. – 3:00 p.m.**

##### **B** Global Bed Bug Summit Registration

#### **7:00 a.m. – 8:00 a.m.**

##### **B** Continental Breakfast in EXPO Central

#### **8:00 a.m. – 9:15 a.m.**

##### **T** General Session: The Latest and Greatest Bed Bug Research Developments at Rutgers's University

*Changlu Wang, Ph.D. Rutgers University, New Brunswick, NJ*

Rutger's Urban Entomology program has spawned some of the best information available on bed bugs. The research from this program has extensively covered monitoring for bed bugs and evaluated a plethora of products for bed bug control. The latest highlights from this program will be shared on cost-effective bed bug control that will provide immediate benefits to your customers.

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#### **9:15 a.m. – 9:30 a.m.**

##### **B** Refreshment Break in EXPO Central

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#### **9:30 a.m. – 10:30 a.m.**

##### **CONCURRENT EDUCATIONAL SESSIONS**

##### **T** Novel Fungal Pesticides for Bed Bug Control

*Nina Jenkins, Ph.D., Penn State University, State College, PA; Adam Witt, Witt Pest Management, Pittsburgh, PA*

Fungal control of bed bugs has been talked about for years, but recent advances have made it more of a reality. With a relatively new advancement, there are a lot of questions surrounding how fungus works to kill bed bugs and then how to use it. If you are looking for a totally new and different method for bed bug control, you will want to attend this session.

#### **10:30 a.m. – 11:00 a.m.**

##### **B** Refreshment Break in EXPO Central

#### **11:00 a.m. – 12:00 p.m.**

##### **T** Bed Bug Feces and Allergies: Why Bed Bugs Continue to be an Important Public Health Pest

*Zachary Devries, Ph.D., North Carolina State University, Raleigh, NC*

Bed bugs are a public health pest that cause a lot of turmoil to people who experience infestations. Not only are their bites a problem, but recent studies have shown that asthma symptoms and other respiratory allergens from bed bug histamine could potentially be another important factor. Attend this session to learn why bed bug management is critical and how to limit respiratory allergens from bed bugs.

#### **12:00 p.m. – 12:45 p.m.**

##### **B** Lunch in EXPO Central

#### **12:45 p.m. – 1:45 p.m.**

##### **B** Selling Proactive Bed Bug Management Services to Improve Your Bottom Line

*Michael Panichi, Platinum Pest Solutions, Chicago, IL; Jeff King, Pest Rangers, Wilkes-Barre, PA*

Proactive bed bug services can save both you and your customers a lot of headaches, especially with clients who are at-risk for potential bed bug problems. This session will highlight how to properly sell proactive bed bug services and how you can implement these strategies for cost-saving advantages.



## 1:45 p.m. – 2:45 p.m.

**T** Closing General Session: When Less is More – Using Fewer Monitors to Achieve High Impact Bed Bug Detection

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

It's hard to replace the value and ease of visual inspections for bed bugs. Unfortunately, human eyes sometimes miss low infestations and require a lot of time for a thorough inspection. The use of monitors can really increase your bed bug detection and provide a valuable service to customers. If cost is a concern you have with monitoring, then attend this session to learn how using a few monitors can result in high impact bed bug detection.

## 2:45 p.m. – 3:45 p.m.

**T** No Holds Barred Bed Bug Open Forum

*Facilitated Discussion*

This is your chance to speak out about the bed bug challenges you are facing, ask the questions that keep you up at night, and identify the pressing issues that PMPs are facing in the field. Don't miss this action-packed, no-holds-barred session that you'll never forget!

# THANK YOU, SPONSORS!



## OPTIONAL SKI TRIP

**JOIN US** Friday, November 30th – Sunday, December 2nd for a post-ski trip event at the beautiful Lodge at Vail in Vail, Colorado. An additional fee of \$195 per person is required for this trip, which includes transportation to the event and a welcome reception.

The Lodge at Vail is an intimate, alpine boutique hotel that evokes the charm, warmth, and old-school allure of Europe's finest chalets. Built in 1962, it remains the cornerstone of Vail Village, located just steps from Gondola One. Revel in the proximity to the slopes, exceptional dining, shopping and cultural experience of Vail Village, all from the ultimate comfort and unique memories offered by the Lodge at Vail.

To make hotel reservations, please call 888-367-ROCK (7625) and mention our group code, VCONPM, to receive the discounted room rate of \$203 per night. Make your reservation by November 5th to receive the discounted room rate. After November 5th rooms & rates will be subject to availability.





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## REGISTRATION

Please print or type clearly. Please complete one form per person. Photocopy form for additional registrants or register online at [www.npmapestworld.org](http://www.npmapestworld.org).

Name \_\_\_\_\_ Title \_\_\_\_\_

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

### REGISTRATION FEES

Member Registration	Early Bird (By 11/2/18)	Regular (After 11/2/18)	Total
1st Attendee	\$365	\$390	\$ _____
Additional Attendees	\$315	\$340	\$ _____
Non-Member Registration	Early Bird (By 11/2/18)	Regular (After 11/2/18)	
1st Attendee	\$395	\$420	\$ _____
Additional Attendees	\$345	\$370	\$ _____
Optional Ski Trip (November 30 - December 2)	\$195 per person		\$ _____
<b>TOTAL AMOUNT DUE</b>			\$ _____

### PAYMENT INFO

Check (enclosed & payable to NPMA) Check # \_\_\_\_\_

Credit Card:  Visa  MasterCard  AMEX

Name on Card \_\_\_\_\_ Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Sec. Code \_\_\_\_\_ Signature \_\_\_\_\_

### 3 WAYS TO REGISTER



Mail to: NPMA  
10460 North Street  
Fairfax, VA 22030



Online:  
[www.npmapestworld.org](http://www.npmapestworld.org)



Email:  
[Mmoloney@pestworld.org](mailto:Mmoloney@pestworld.org)

### CANCELLATION POLICY

Refunds will be made on the following schedule. All refund requests must be made in writing.

- Before Oct. 26 = 100% refund
- Between Oct. 27 - Nov. 2 = 75% refund
- Between Nov. 3-9 = 50% refund
- Between Nov. 10-16 = 25% refund
- After Nov. 17/No Shows = No refund



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