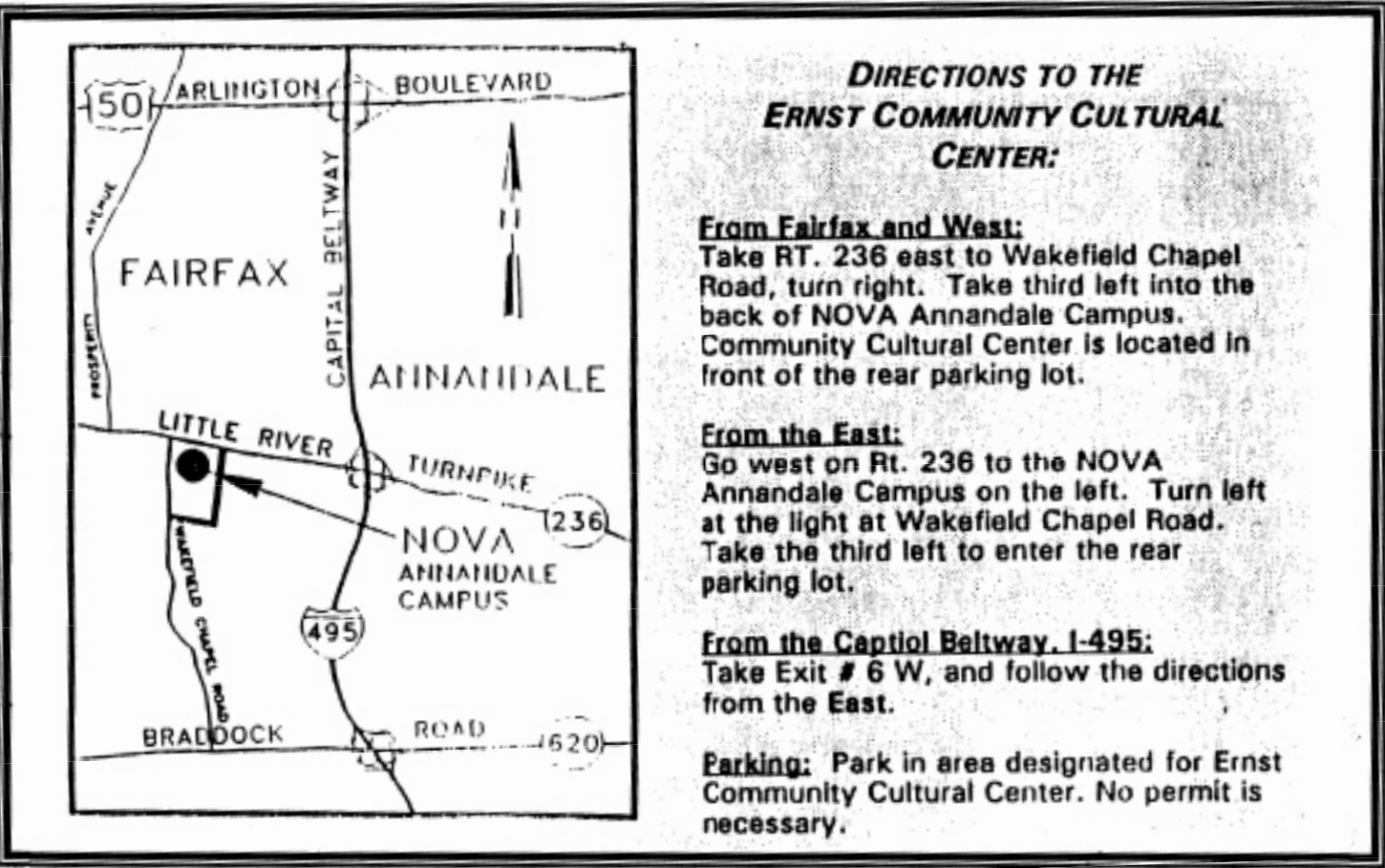


P.O. Box 59  
Fairfax Station, VA 22039

2011  
Green  
Industry  
Professional  
Seminar

January 19 & 20, 2011  
Ernst Community Cultural Center  
Northern Virginia Community College  
Annandale, Virginia



2011  
GREEN INDUSTRY PROFESSIONAL SEMINAR AND  
PESTICIDE APPLICATOR RECERTIFICATION TRAINING  
TURF AND ORNAMENTALS

January 19, & 20, 2011  
ERNST COMMUNITY CULTURAL CENTER  
NORTHERN VIRGINIA COMMUNITY COLLEGE  
ANNANDALE, VIRGINIA

Sponsored by:  
The Professional Grounds Management Society (PGMS) - DC Branch  
The Northern Virginia Nursery and Landscape Association  
Virginia Cooperative Extension

**SEATING IS LIMITED. PLEASE REGISTER EARLY.**

General Education Session is 1/20, **Pesticide Recertification Wednesday 1/19, 2011**  
Pesticide applicator recertification training has been approved for the following categories:

Virginia	Forestry (2), Ornamental Pest Control (3-A), Turf (3-B), Registered Technician (60), Aquatic Pest Control (5A), Right-of-Way (6), Regulatory (9), Demonstration and Research Pest Control (10)
Maryland	Ornamental Exterior (3-A), Turf (3-C), Demonstration and Research (10), Right of Way and Weed (6)
DC	Exterior Ornamental Plants (3-A), Lawn & Turf (3-B), Interior Ornamental Plants(3-C), Aquatic(5), Right of Way(6)

**To qualify for pesticide applicator recertification, you are required to attend the entire day January 19, 2011.** You must provide proof of attendance by checking in at registration, and **signing in on the recertification roster** with your name and permit number at the beginning of the course on January 19, 2011. **Attendance will be verified during and at the end of the training session.** We will remit your paperwork to each jurisdiction.

Seminar also approved for: **ISA Certified Arborist & PLANET Recertification CEU's**  
**VA Certified Nurseryman & Certified Groundskeeper Credits**

For additional information call (703) 250-1368 or email [greenisdcaol.co](mailto:greenisdcaol.co). Register online at [www.greenindustryseminar.org](http://www.greenindustryseminar.org)

If NVCC closes due to inclement weather,that seminar day will be rescheduled.

**Pesticide Recertification  
January 19, 2011**

7:40 – 7:45	<b>Welcome</b> – Moderator: Steve D’Amato, Landscape Designer, member Professional Grounds Management Society, DC Branch
8:00 – 9:00	<b>Pests of Turf and Roadsides-Session A</b> <b>Pests of Forests-Session B</b> A- Eric Wenger, President, Complete Plant Health Care, Inc., Laytonsville, MD B- Jim McGlone, Urban Forest Conservationist, VA Dept of Forestry, Fairfax, VA
9:00 - 9:45	<b>Turf and the Chesapeake Bay – Get the Facts, Not Just a Story</b> Dr. Kevin Mathias, Instructor and Advisor, Turfgrass Management, Institute of Applied Agriculture, University of MD, College Park, MD
9:45 - 10:00	Break
10:00 - 11:00	<b>Aquatic Pest ID and Control</b> Dan Terlizzi, Principal Agent, Universtiy of MD Extension/Affiliate, Institute for Marine and Environmental Technology, Baltimore, MD
11:00 - 11:45	Group A - Lunch in the Forum Group B - <b>New Pesticide Products for Turf and Ornamentals</b> Mike Vanek, Sales Representative, Maryland and Northern VA, John Deere Landscapes
11:45 - 12:30	Group B - Lunch in the Forum. Group A - <b>New Pesticide Products for Turf and Ornamentals</b> Mike Vanek, Sales Representative, Maryland and Northern VA, John Deere Landscapes
12:30 - 1:30	<b>Pests of Trees and Ornamentals</b> Paige Thacker, Extension Agent, VA Cooperative Extension , Prince William County, VA
1:30 - 2:00	<b>The Wheel of Pesticide Safety: It’s NOT a Gamble!</b> Adria Bordas, and Debbie Dillion, Extension Agents, VA Cooperative Extension, Fairfax and Loudoun Counties, VA. Join Debbie and Adria for interactive fun and prizes as they discuss pesticide safety lessons!
2:00 - 2:15	Break
2:15 - 3:30	<b>Pesticide Regulations Update</b> Mr. Frank Filipy, Pesticide Investigator, Virginia Baldwin Williams, District of Colombia Pesticide Program Ed Crow, Certification and Training Coordinator, Maryland Department of Agriculture
3:30	Collect requests for recertification credit Adjourn

**SEMINAR REGISTRATION  
January 19, & 20, 2011**

Pre-registration. . Jan 19. . . . .	\$85.00	x _____	= _____
Jan 20. . . . .	\$65.00	x _____	= _____
Jan 19 & 20 . . . . .	\$145.00	x _____	= _____
		Total Amt Due	_____

At the Door . . . . . Jan 19. . . . . \$100.00  
(as space permits) Jan 20 . . . . . \$75.00

If NVCC closes due to inclement weather, that seminar day will be rescheduled.

SPACE IS LIMITED, REGISTER EARLY. SORRY, NO REFUNDS.  
WALK-IN ONLY AFTER JAN 14<sup>th</sup>  
To pre-register, please complete and mail this form and payment postmarked by January 14, 2011 to:  
Green Industry Professional Seminar  
P.O. Box 59.  
Fairfax Station, VA 22039  
Make check payable to "Green Industry Professional Seminar"  
Government Vouchers Will Not Be Accepted. Confirm registration at [www.greenindustryseminar.org](http://www.greenindustryseminar.org)  
**Please Print Clearly or Type – For 1/20/11, Choose a Session**

NAME OF EMPLOYER \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_ CONTACT PERSON \_\_\_\_\_

E - MAIL ADDRESS \_\_\_\_\_

NAME OF PERSON, AND DATE(S), **FOR THE 20<sup>TH</sup> PUT (S) FOR SPANISH SESSION, (L)**  
**LANDSCAPE OR (H) HARDSCAPE SESSION.** YOU MAY ATTACH A LIST IF MORE THAN 2.

1. \_\_\_\_\_  
2. \_\_\_\_\_

**Payments can be made by check or credit card.**

Amount Enclosed \_\_\_\_\_ Payment by: \_\_\_\_\_ Check \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ 3-digit Security code \_\_\_\_\_

Ck # _____
Dp. Date _____
Amount _____
App # _____

Name on credit card and billing address if different from above:  
\_\_\_\_\_  
\_\_\_\_\_

The 2011  
Green Industry Professional Seminar

Thanks our Event Sponsors

Rock Stone & Sand Yard

&

Sisler Stone

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Techo-Bloc

Be sure to visit their representatives in the gallery

Green Industry Professional Seminar, Landscape Session  
January 20, 2011

Moderator: David Yost, Horticulturist, Merrifield Garden Center, Northern VA Nursery & Landscape Association

8:00 – 8:15 **Welcome**

8:15 - 9:30 **New Trees for the Horticulture Industry**  
Nancy Buley, Director of Communications, J Frank Schmidt and Son Co., Boring, OR  
Nancy will talk about new trees coming on the market, how they are produced, and how they can help your business

9:30 – 10:15 **The Long Term Effects of Drought on Trees and Plants**  
Stewart Bunn, Certified Arborist, Bartlett Tree Experts, Springfield, VA  
Stewart will show how drought effects trees and plants, and what to do in response.

10:15 – 10:30 Break

10:30 – 11:30 **When Green Isn't Good**  
Adam Downing, Forestry and Natural Resources, Northern District, Madison, VA  
Adam will discuss and identify invasive species, the problems they can cause in the environment, and what to do about them.

11:30 - 12:15 Lunch

12:15 - 1:00 **Soil Ecology**  
Dan Schwartz, Soil Scientist, Northern Virginia Soil and Water District, Fairfax, VA  
Dan will teach about soil ecology and how healthy soils with their many components foster tree and plant growth.

1:00 - 1:15 Break

1:15 - 2:30 **Re-Engineer Your Sales Process for 2011**  
Ken Smith, Principal of Sandler Sales Institute, & Founder of Professional Achievement Group, Inc., Rockville, MD  
Ken will talk about alternative sales approaches for a tough economy, why you are often an “unpaid consultant”, and how to get consistently better sales results.

2:30 - 3:15 **Grouping Perennials for Beauty and Survival**  
Mike Mastrotta, Landscape Architect, American University, Washington, DC  
Mike will talk about grouping perennials by cultural requirements as well as aesthetics for long term plant health and happier clients too.

3:15 Adjourn

**All Attendees**

**Please park in the B Parking Lot in front of the building. Violators may be ticketed.  
Ernst Community Cultural Center, 8333 Little River Turnpike, Annandale, VA 22003**

Green Industry Professional Seminar  
Spanish Session  
January 20, 2011

Moderator: David Bogdan and Jock Robertson, E.G. Reinsch, Falls Church, VA

- 8:00 – 8:15      **Welcome/ Bienvenida**
- 8:15 - 9:15      **How to do the Math – Passing Pesticide Licensing**  
Debbie Dillion and Jose de la Cruz, Extension Agent, VA Cooperative Extension, Loudoun Co, and Owner, Potomac Springs Landscape, Springfield, VA  
Learn how to do the math required to apply pesticides and pass the licensing test.
- 9:15 – 10:15    **Planting Color**  
Wayne Mills, President, Wayne’s Wholesale Nursery, Fairfax, VA,  
Wayne will cover flower planting from plant selection and layout to how to plant.
- 10:15 – 10:30    Break/Descanso
- 10:30 - 11:30    **Immigration Law Update**  
Romney Wright, Attorney, Immigration Law, Tysons Corner, VA  
Romney will update participants on the latest immigration laws and answer questions.
- 11:30 - 12:15    Lunch/Almuerzo
- 12:15 - 1:00     **Why Become a Landscape Certified Technician**  
Joel Hafner, President, and Wilfredo Osorio, Production Manager, Fine Earth Landscaping, Poolesville, MD  
Joel and Wilfredo will talk about the certification, the process, and why it is important to your job.
- 1:00 – 1:15      Break/Descanso
- 1:15 - 2:15      **New Trees for the Horticulture Industry**  
Nancy Buley, Director of Communications, J Frank Schmidt and Son Co., Boring, OR  
Nancy will talk about new trees coming on the market, and how they are produced.
- 2:15 – 3:15      **Installing Deer Fencing**  
Chuck Schuster, Director of Extension Montgomery County, University of Maryland Extension, Senior Agent  
Learn about types of deer fencing and how to install them properly.
- 3:15                Adjourn/Clausura

**All Attendees**  
**Please park in the B Parking lot in front of the building.**  
**Ernst Community Cultural Center, 8333 Little River Turnpike, Annandale, VA 22003**

Green Industry Professional Seminar, Hardscape Session  
January 20, 2011

Moderator: Lanelle Kyle, Professional Grounds, Springfield, VA ,& Sally Peck, Sisler Stone, NVNLA

- 7:45 – 8:00      **Welcome**
- 8:00 - 8:45      **Properties of Natural Stone**  
To be Determined, Charles Luck Stone Specialist  
Learn which types of stone are best suited for outdoor living projects.
- 8:45 – 9:30      **The Value of Hiring an Engineer – from Soil Testing to Structural Design**  
Tim Gentry, Vice President, Soil Consultants Inc. Reduce your anxiety about working with an engineer when you find poor soils or need a stamped drawing for permits.
- 9:30 – 10:15    **What’s New in Drainage and Proper Installation Techniques**  
George Shackelford, Drainage Specialist, Old Castle Precast, Murrieta, GA  
Sharpen your skills for dealing with hardscape and landscape drainage issues.
- 10:15 – 10:30    Break
- 10:30 - 11:30    **Permeable Pavement Systems a Panel Discussion**  
Joe Bahling, Techo-Bloc Moderator. Participants will be Jeremy Bodkin, Cell-Tek, Crofton, MD; Bob Bridges, CST Products, Pedricktown, NJ; and Dale Paden, Pine Hall Brick Compare and contrast the range of permeable pavement systems available. (Please submit your questions at least one week prior to this event to: greenisdc@aol.com)
- 11:30 - 12:15    Lunch
- 12:15 - 1:15     **Joint Stabilizers and Sealers - Types and Uses**  
Tommy Faherty, BP Pro, VP Business Development Eastern Region, Irvine, CA  
Tommy will discuss the benefits of using various products for a range of site conditions and client needs.
- 1:15 - 1:30        Break
- 1:30 - 2:30      **Trends in Outdoor Living Spaces**  
Leslie Wheeler, Director of Communications, Hearth, Patio and Barbeque Association, Arlington, VA Outdoor living spaces are no longer only for the elite. Insights into design trends, materials and affordability will be shared.
- 2:30                Adjourn

**All Attendees**  
**Please park in the B Parking Lot in front of the building. Violators may be ticketed.**  
**Ernst Community Cultural Center, 8333 Little River Turnpike, Annandale, VA 22003**