

TOTAL PRO

PROFESSIONAL LANDSCAPE, NURSERY & HARDSCAPE EXPO & CONFERENCE

JANUARY | 2019
29-30
New Jersey
Convention Center,
Edison, NJ

SEMINAR SESSIONS - PESTICIDE TRACK

Tuesday, January 29

8:00am - 9:00am

Room: Area 1

Spotted Lanternfly Update – Identification & Control

Speaker: Paul Kurtz

Pesticide Credits:

NJ: 1A - 2, 3A - 2, 6B - 2, 9 - 2, 10 - 2, PP2 - 2
NY: 2 - 1.00, 3a - 1.00, 25 - 1.00, 6a - 1.00, 9 - 1.00
PA: PC -2, O2 -2, O3 -2, O5 -2, O6 -2, 10 -2, 18 -2, 23 -2
CT: 1A - 2, 3A - 2, 6B - 2, 9 - 2, 10 - 2, PP2 - 2

Industry Credits:

CNLP: 1 Environment, **NALP:** 1, **ASLA:** 1, **APLD:** 1,
ISA: Certified Arborist: 1, BCMA - Practice: 1, **LTE/LTCO:** 1 CEU, **NJUCF:** 1, **BLIC:** .25 CEC

10:00am - 11:00am

Room: Area 1

Right-of-Way and Lawncare Weed Identification and Controls

Speaker: John Patten

Pesticide Credits:

NJ: CORE - 1, 1A - 2, 3A - 2, 3B - 2, 6B - 2, PP2 - 2, **NY:** 3a - 1.00, 3b - 1.00, 6a - 1.00
PA: PC-2, O6-2, O7-2, 10-2, 18-2, 23-2, **CT:** CORE - 1, 1A - 2, 3A - 2, 3B - 2, 6B - 2, PP2 - 2

Industry Credits:

CNLP: 1 Environment, **NALP:** 1, **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

11:30am - 12:30pm

Room: Area 1

Environmental Concerns Regarding Fertilizer and Water

Speaker: Mike Reed

Pesticide Credits:

NJ: 1A - 2, 3A - 2, 3B - 2, 3C - 2, 6B - 2, 10 - 2, PP2 - 2
CT: 1A - 2, 3A - 2, 3B - 2, 3C - 2, 6B - 2, 10 - 2, PP2 - 2

Industry Credits:

CNLP: 1 Environment, **FERT:** 2 Units, **NALP:** 1, **ASLA:** 1, **APLD:** 1
ISA: Certified Arborist: 1, BCMA-Practice: 1, **NJUCF:** 1, **BLIC:** .25 CEC, **LTE/LTCO:** 1 CEU

12:45pm - 1:45pm

New Pollinator Chemistry and How to Include Pollinator Friendly Habitat in Your Landscape Designs

Speaker: Jeff Weld

Room: Area 2

Pesticide Credits:

NJ: CORE-2, 1A-2, 3A-2, 3B -2, 3C-2, 6B -2, PP2-2, **NY:** 3a-1.00
CT: CORE-2, 1A-2, 3A-2, 3B -2, 3C-2, 6B-2, PP2-2

Industry Credits:

CNLP: .5 Design, .5 Environment **NALP:** 1, **ASLA:** 1, **APLD:** .25 CEC
ISA: Certified Arborist: 1, **BCMA-Practice:** 1

1:00pm - 2:00pm

Room: Area 1

Making the Grade in School IPM in New Jersey

Speaker: Pat Hastings

Pesticide Credits:

NJ: CORE - 2, 3A - 2, 3B - 2, 3C - 2, 13 - 2, **PA:** 11 -2, 18 -2 and 23 -2
CT: CORE - 2, 3A - 2, 3B - 2, 3C - 2, 13 - 2

Industry Credits:

CNLP: 1 Environment, **NALP:** 1, **ISA:** Certified Arborist: 1, BCMA - Practice: 1
ASLA: 1, **APLD:** 1, **BLIC:** .25 CEC

2:30pm - 3:30pm

Room: Area 1

An Introduction to Organic Land Care

Speaker: Richard McCoy

Pesticide Credits:

NJ: 1A - 2, 3A - 2, 3B - 2, 3C - 2, 6B - 2 PP2 - 2, **NY:** 3a - 0.50, 3b - 0.50
PA: PC -1, O6 -1, 18 -1, 23 -1, **CT:** 1A - 2, 3A - 2, 3B - 2, 3C - 2, 6B - 2 PP2 - 2

Industry Credits:

CNLP: .5 Design, .5 Professional, **FERT:** 1 Unit **NALP:** 1, **BLIC:** .25 CEC
ISA: 1 Certified Arborist, **BCMA - Practice:** 1, **ASLA:** 1, **APLD:** 1

SEMINAR SESSIONS - PESTICIDE TRACK *(Continued)*

Wednesday, January 30

8:00am - 9:00am
Room: Area 1

Boxwood: Now You See Them, Soon You Won't!

Speaker: Richard Buckley

Pesticide Credits:
NJ: 1A-2, 3A-2, 3B-2, 3C-2, PP2 -2, NY: 3a -1.00
PA: PC-2, 06-2, 18-2, 23-2, CT: 1A -2, 3A -2, 3B -2, 3C-2, PP2 -2

Industry Credits:
CNLP: 1 Environment, NALP: 1, ASLA: 1, APLD: 1, BLIC: .25 CEC,
ISA: Certified Arborist: 1, BCMA - Science: 1, LTE/LTCO: 1 CEU

9:15am - 10:15am
Room: Area 5

How to Obtain a Pesticide Applicators License & Why You Need One!

(English & Spanish) Speaker: Stephen Bross (Translated by Raul Cabrera)

Pesticide Credits:
NJ: CORE - 2, PA: 00 - Core -2, CT: CORE - 2

Industry Credits:
CNLP: 1 Professional, NALP: 1, ASLA: 1, APLD: 1, BLIC: .25 CEC

9:30am - 10:30am
Room: Area 1

Pests & Diseases in Today's Landscape

Speaker: Steve Rettke

Pesticide Credits:
NJ: 1A-2, 3A-2, 3B-2, 3C-2, 6B-2, PP2-2 PA: PC-2, 06-2, 18-2, 23-2
CT: 1A -2, 3A -2, 3B -2, 3C-2, 6B-2, PP2-2

Industry Credits:
CNLP: 1 Environment, NALP: 1, ISA: Certified Arborist: 1, BCMA - Practice: 1, APLD: 1, BLIC: 1 CEC

10:45am - 11:45am
Room: Area 1

Evaluating the Quality and BMPs for Landscape Irrigation Water Sources.

Speaker: Raul Cabrera

Pesticide Credits:
NJ: 3A - 2, 3B - 2, CT: 3A - 2, 3B - 2

Industry Credits:
CNLP: 1 Professional, NALP: 1, ASLA: 1, BLIC: .25 CEC

12:00pm - 1:00pm
Room: Area 1

Protective Equipment for Pesticides: Reading Between the Lines of the Label

Speaker: Pat Hastings

Pesticide Credits:
NJ: CORE - 2, NY: 000 - Core - 1.00, PA: 00 - Core -2, CT: CORE - 2

Industry Credits:
CNLP: 1 Professional, NALP: 1, ASLA: 1, APLD: 1, BLIC: .25 CEC
ISA: Certified Arborist: 1, BCMA - Practice: 1, LTE/LTCO: 1 CEU

1:00pm - 2:00pm
Room: Area 5

Buenas Prácticas de Manejo de Suelos en Jardinería

(Good landscape soil management practices)

(Spanish) Speaker: Raul Cabrera

Pesticide Credits:
NJ: 3A - 2, 3B - 2, NY: 3a - 0.50, 3b - 0.50, CT: 3A - 2, 3B - 2

Industry Credits:
CNLP: 1 Environment, FERT: 2 Units, NALP: 1, ASLA: 1, APLD: 1, BLIC: .25 CEC

1:15pm - 2:15pm
Room: Area 1

Invasive Pests in New Jersey and the Tri-State Area

Speaker: John Patten

Pesticide Credits:
NJ: 3A - 2, 3B - 2, 3C - 2, 6B - 2, 9 - 2, 10 - 2, PP2 - 2,
NY: 2 - 1.00, 3a - 1.00, 25 - 1.00, 9 - 1.00.,
PA: PC -2, 05 -2, 06 -2, 10 -2, 18 -2 and 23 -2 CT: 3A - 2, 3B - 2, 3C - 2, 6B - 2, 9 - 2, 10 - 2, PP2 - 2

Industry Credits:
CNLP: 1 Environment, NALP: 1, APLD: 1, BLIC: .25 CEC, NJUCF: 1
ISA: Certified Arborist: 1, BCMA - Practice: 1, LTE/LTCO: 1 CEU

2:15pm - 3:15pm
Room: Area 5

Biología de Plants y Sus Aplicaciones en Jardinería

(Plant Biology And Its Applications In Landscape Management)

(Spanish) Speaker: Raul Cabrera

Pesticide Credits:
NJ: 3A - 2, 3B - 2, PA: PC -2, 06 -2, 18 -2 and 23 -2., CT: 3A - 2, 3B - 2

Industry Credits:
ASLA: 1, CNLP: 1 Plants, NALP: 1 APLD: 1, BLIC: .25 CEC

SEMINAR SESSIONS - PLANT SHOWCASE TRACK

Tuesday, January 29

9:30am - 10:30pm
Room: Area 3

The Proven Winners Story - How Plants Become a Proven Winner

Speaker: Tom Ewing, *Proven Winners*

CNLP: 1 Plants **NALP:** 1 **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

10:45am - 11:45am
Room: Area 3

Exciting New Landscape Shrubs

Speaker: Jane Beggs-Joles, *Spring Meadow Nurseries*

CNLP: 1 Plants **NALP:** 1 **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

12:15pm - 1:15pm
Room: Area 3

The Big Bloom - A Glimpse at Hydrangea Mania in the US and Europe

Speaker: Natalia Hamill, *Bailey Nursery*

CNLP: 1 Plants, **NALP:** 1, **BLIC:** .25 CEC

ISA: Certified Arborist: 1, **BCMA - Practice:** 1, **APLD:** 1

1:30pm - 2:30pm
Room: Area 3

Integrating Sustainable Site Design with Technology

Speaker: Eric Gilbey & Tony Kostreski, *Vectorworks, Inc.*

ICPI: 1 CE Hour, **CNLP:** 1 Design,
NALP: 1 **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

Wednesday, January 30

9:45am - 10:45am
Room: Area 3

Sourcing, Evaluating and Introducing New Plants - The Benefits of using Branded Plants in the Landscape Industry

Speaker: Natalia Hamill, *Bailey Nursery*

CNLP: 1 Professional, **NALP:** 1, **APLD:** 1, **BLIC:** .25 CEC

11:00am - 12:00pm
Room: Area 3

New Annual Introductions For a Stunning Landscape Showcase

Speaker: Val Rollins, *Four Star Greenhouse*

CNLP: 1 Plants, **NALP:** 1, **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

12:15pm - 1:15pm
Room: Area 3

Integrating Sustainable Site Design with Technology

Speaker: Eric Gilbey & Tony Kostreski, *Vectorworks, Inc.*

ICPI: 1 CE Hour, **CNLP:** 1 Design,
NALP: 1, **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

1:30pm - 2:30pm
Room: Area 3

New Perennials Selections Ideal for the Landscape

Speaker: Val Rollins, *Four Star Greenhouse*

CNLP: 1 Plants, **NALP:** 1, **ASLA:** 1, **APLD:** 1, **BLIC:** .25 CEC

SEMINAR SESSIONS - HARDSCAPE TRACK

Tuesday, January 29

9:45am - 10:45am
Room: Area 4

Hands-On-Demo: Building a Cambridge Pre-Packaged Outdoor Living Grill Kit in under 1 Hour!

Speaker: Chris Murray, *Cambridge Pavingstones*

ICPI: 1 CE Hour, **ASLA:** 1, **CNLP:** 1 Design, **NALP:** 1, **APLD:** 1, **BLIC:** .25 CEC

11:00am - 12:00pm
Room: Area 4

The StoneDeks Advantage: Hardscape Solutions

Speakers: Bart Stuchell & Mike Duriga, *StoneDek Systems*

ICPI: 1 CE Hour, **ASLA:** 1, **CNLP:** 1 Design, **NALP:** 1, **APLD:** 1, **BLIC:** .25 CEC

12:15pm - 1:15pm
Room: Area 4

Hands-On-Demo: Stone Age Fireplace and Kitchen Build... The Heart of Outdoor Living

Dave DeRosa with *Stone Farm & Pantano Nursery & Landscape Supply*

ICPI: 1 CE Hour, **CNLP:** 1 Design, **BLIC:** .25 CEC

1:30pm - 2:30pm
Room: Area 4

The Key to Estimating, Bidding & Selling a Hardscape Project

Speakers: Charles H. Gamarekian & Christopher Krupa, *Cambridge Pavingstones*

ICPI: 1 CE Hour, **ASLA:** 1, **CNLP:** 1 Professional, **NALP:** 1, **APLD:** 1 Business, **BLIC:** .25 CEC

2:45pm - 3:45pm
Room: Area 4

All About OSHA including Silica Dust Regulations

Speaker: Rob Coleman, *OSHA*

ICPI: 1 CE Hour, **CNLP:** 1 Professional, **ASLA:** 1, **NALP:** 1, **BLIC:** .25 CEC

Wednesday, January 30

9:30am - 10:30am
Room: Area 4

Landscape Lighting Essentials

Speaker: Demetro Carbone

ICPI: 1 CE Hour, **CNLP:** .5 Design, .5 Professional, **NALP:** 1, **APLD:** 1, **BLIC:** .25 CEC

10:45am - 11:45am
Room: Area 4

Hands-On-Demo: Building a Cambridge Pre-Packaged Gas Fire Pit Kit in under 1 Hour!

Speaker: Chris Murray, *Cambridge Pavingstones*

ICPI: 1 CE Hour, **CNLP:** 1 Design, **NALP:** 1, **APLD:** 1, **BLIC:** .25 CEC

12:00pm - 1:00pm
Room: Area 4

Why Cultured Stone

Bob Brangan with *Boral Stone & Pantano Nursery & Landscape Supply*

ICPI: 1 CE Hour, **CNLP:** 1 Design, **NALP:** 1, **BLIC:** .25 CEC

1:15pm - 2:15pm
Room: Area 4

The Evolution of Outdoor Living Solutions & The Profits You Should be Making!

Speakers: Charles H. Gamarekian & Christopher Krupa, *Cambridge Pavingstones*

ICPI: 1 CE Hour, **CNLP:** 1 Professional, **NALP:** 1, **APLD:** 1 Business, **BLIC:** .25 CEC

SEMINAR SESSIONS - PRO TRACK - LEARN FROM EXPERTS

Tuesday, January 29

9:45am - 10:45am
Room: Area 2

How to Avoid a Lawsuit - Why you should have an Employee Handbook

Speaker: Deborah Bligh, *PAYCHEX*

ICPI: 1 CE Hour, CNLP: 1 Professional, NALP: 1, APLD: 1 Business, LTE/LTCO: 1 CEU, BLIC: .25 CE

9:45am - 10:45am
Room: Area 5

Learn How To Win with Digital Marketing - Part 1

Speaker: Ted Gular, *Renaissance*

ICPI: 1 CE Hour, CNLP: 1 Professional, NALP: 1, APLD: 1 Business, BLIC: .25 CEC

11:00am - 12:00pm
Room: Area 2

How to avoid the #1 Fine by the Department of Labor = Employee Pay Practices

Speaker: Deborah Bligh, *PAYCHEX*

ICPI: 1 CE Hour, CNLP: 1 Professional, NALP: 1, APLD: 1 Business, BLIC: .25 CEC

11:00am - 12:00pm
Room: Area 5

Liquids and How To Use Them

Speaker: Darren Rafferty

APLD: 1, CNLP: Professional, NALP: 1, BLIC: .25 CEC

12:45pm - 1:45pm
Room: Area 5

Learn How To Win With Digital Marketing - Part 2

Speaker: Ted Gular, *Renaissance*

ICPI: 1 CE Hour, CNLP: 1 Professional, NALP: 1, APLD: 1 Business, BLIC: .25 CEC

2:00pm - 3:00pm
Room: Area 2

Extraordinary Uses for Ordinary Plants

Speaker: Ed Gregan, *Carlton Plants, LLC*

CNLP: .5 Design, .5 Plants NALP: 1, BLIC: .25 CEC

ISA: Certified Arborist: 1, BCMA - Practice: 1 ASLA: 1, APLD: 1

2:00pm - 3:00pm
Room: Area 5

Hot Topics in the Snow Industry

Speaker: Kevin Gilbride, *ASCA*

ICPI: 1 CE Hour, CNLP: 1 Professional, NALP: 1, BLIC: .25 CEC

Wednesday, January 30

9:15am - 10:15am
Room: Area 2

Job Costing, Calculating Overhead for Profit & Other Stuff! Part 1

Speakers: Pat Donovan & Darren Rafferty

ICPI: 1 CE Hour, ASLA: 1, CNLP: Professional

NALP: 1, APLD: 1 Business, BLIC: .25 CEC

10:30am - 11:30am
Room: Area 2

Native Plants for Native Pollinators

Speaker: Bruce Crawford, *Rutgers Gardens*

ASLA: 1, CNLP: Plant, NALP: 1, APLD: 1, BLIC: .25 CEC

10:30am - 11:30am
Room: Area 5

Learn How to Win with Digital Marketing

Speaker: Ted Gular, *Renaissance*

ICPI: 1 CE Hour, CNLP: 1 Professional, NALP: 1, APLD: 1 Business, BLIC: .25 CEC

11:45am - 12:45pm
Room: Area 5

Turf Wars – Can Turf and Trees Live Together in the Landscape?

Speaker: Dr Neil Hendrickson, *Renaissance*

CNLP: 1 Environment, NALP: 1, APLD: 1, NJUCF: 1

ISA: Certified Arborist: 1, BCMA - Practice: 1, LTE/LTCO: 1 CEU, BLIC: .25 CEC

11:45am - 12:45pm
Room: Area 2

Fundamentals of Shade Tree Diseases

Speaker: Richard Buckley, *Rutgers University*

CNLP: 1 Environment, NALP: 1, APLD: 1, NJUCF: 1

ISA: Certified Arborist: 1, BCMA - Practice: 1, LTE/LTCO: 1 CEU, BLIC: .25 CEC

1:00pm - 2:00pm
Room: Area 2

Job Costing, Calculating Overhead for Profit & Other Stuff! Part 2

Speakers: Pat Donovan & Darren Rafferty

ICPI: 1 CE Hour, ASLA: 1, CNLP: 1 Professional

NALP: 1, APLD: 1 Business, BLIC: .25 CEC