



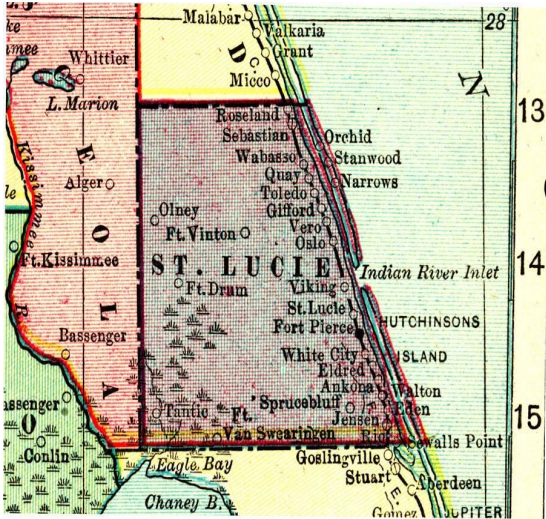
# Government To Industry

The Experience

Scott Artman  
Industry Specialist



# The Government Side



## St. Lucie County Mosquito Control

1. I started with a dependent district in 2004 right out of school. I was not looking for a career, just a way to survive honestly. I started as an entomological inspector 1 but wow I did not know how much I would love this new journey I was about to take. Starting at the bottom really put things into perspective for me.
2. I did every position possible when the opportunity arose. I worked on the inspection side and impoundment operations side, both great. The Inspection/ Surveillance side had my heart though.



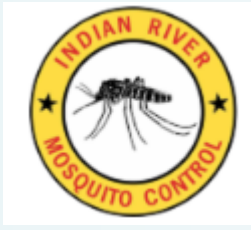
# The Government Side

## St. Lucie County Mosquito Control

3. On the surveillance side I had the opportunity to walk through the marshes one day then the next do vector disease sweeps. Sentinel surveillance played a large part in our program. I loved producing a predator proof sentinel coop.

4. I had accomplished so much at this district. I had worked up to the Inspection Supervisor leading teams. I worked on special projects with different distributors and that just further pushed me in my career. After 15 years it was time for me to bid farewell to St Lucie County Mosquito Control.



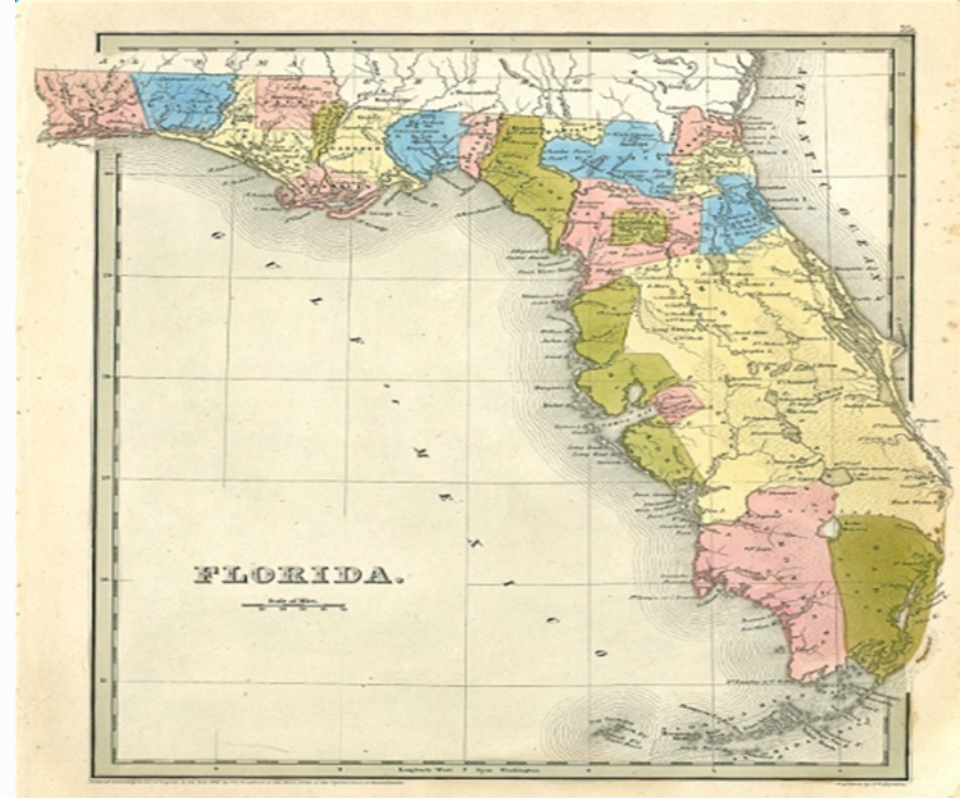


# Indian River Mosquito Control

## Indian River Mosquito Control District

When the opportunity came to work with the first established district in Florida you don't say no, you ask "When I can start?". I was called to come help with the sentinel program and help set up the westerly program and software implementation.

I wanted more so working with an independent district there a little more supportive of branching out. I was able to dial in on my newfound love of adult identification and age grading parity dissection of *Culex nigripalpus*.



# Indian River Mosquito Control



## Indian River Mosquito Control District

- We added an additional 20 CDC traps for mosquito surveillance. Implemented a brand-new data collection management software.
- My time after 3 years working for this district had come to an end. I was awarded the James W. Robinson award for my predator proof sentinel coop. Happy to say my design was implemented in multiple districts in Florida.



# Dependent Districts VS Independent Districts

## • Dependent

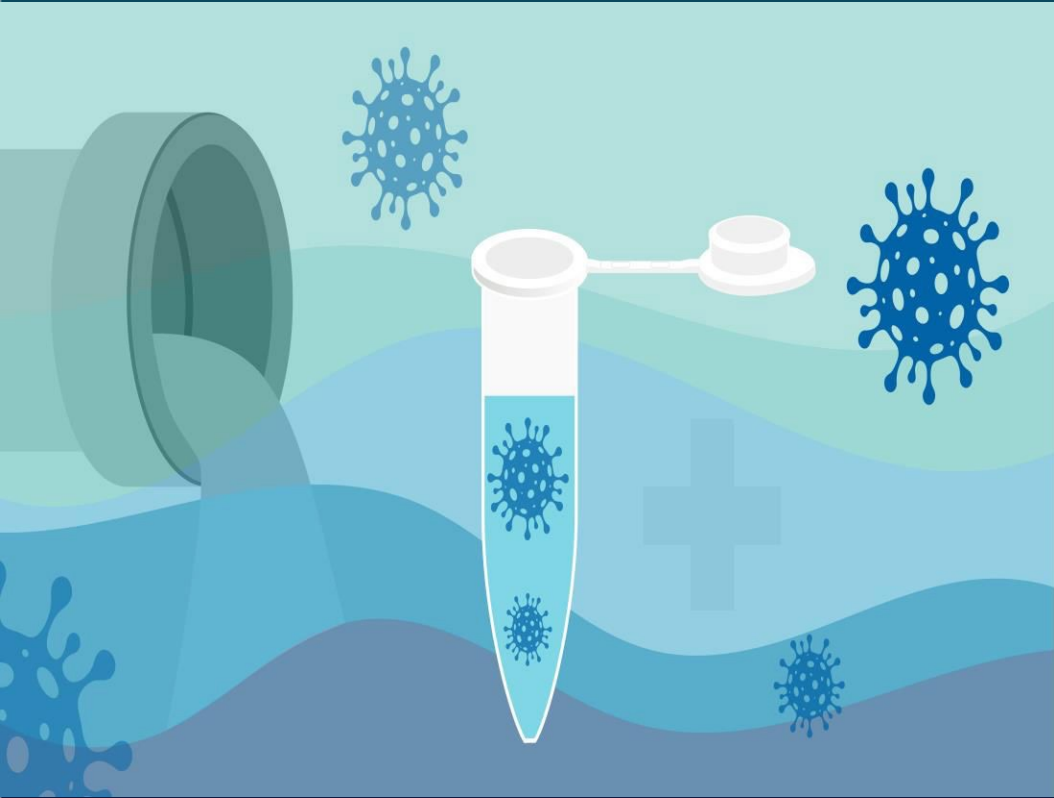
- Union staffing makes for less opportunity for motivated personal. Jobs are given to more senior staff.
- Budgets seem to be a little more difficult to increase with a board that's not truly dedicated to mosquito control.
- Benefits to me are better with a dependent district due to being grouped with the whole county.
- It's a little more difficult to get your staff to conferences and trainings with a dependent district. Especially if its out of state.

## • Independent

- Education plays a crucial role on the independent side knowledge and years of experience are also taken in account.
- If you want to attend a conference trainings etc you have that freedom to do so.
- I feel that your independent districts are more science driven from bottle bioassay to resistance testing.
- The budgets tend to be a little bigger but not always the case.
- The boards are dedicated to the mosquito control I feel are more Intune with the staff



# Knowledge is Power

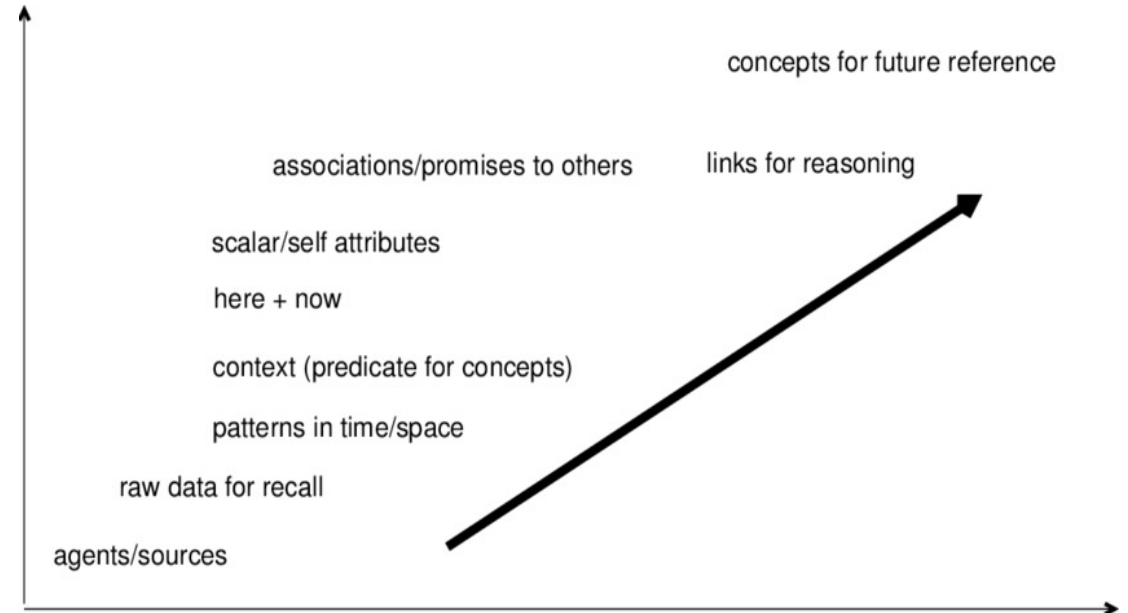


- With the 18 years in two amazing districts, I had my fair share of ups and downs comes with the territory. I had 4 different directors' number of coworkers arriving and leaving.
- Change is not always a bad thing I learned that I use to fear change instead of embracing it. My leaders were my biggest inspirations on and still are as I continue to grow and achieve my goals.
- Droplet testing, equipment calibration and maintenance, Resistance testing, Adult and Larval identification, Software implementation these are just some of the things off the top that I learned and excelled in. This knowledge gained through my 18 years has helped not only me but other mosquito controls.



# Making the move to Industry

I was approached by someone in the industry while networking at FMCA about a position with Veseris. Stability benefits everything that comes with governmental work just leave it all well yes. I have been asked your going to give up 18 years of you career for a nongovernmental position. I have always wanted to progress in life always wanting more this was the next step for me. I'm always all in never partial at any position I take in life.







Jason Conrad  
Specialty Business Manager  
Brunswick, GA



Greg Noe  
Industry Specialist  
Phoenix, AZ



Hunter Heiney  
Fumigation Specialist  
Indianapolis, IN



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Public Health Specialist  
Cincinnati, OH



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Christy Robinett  
Industry Specialist  
Dallas, TX



Scott Artman  
Public Health Specialist  
Orlando, FL



TJ Shelby  
Director- Specialty  
& Latin America  
Salt Lake City, UT



# Industry Side

The industry has a whole new side of expectations. I was ecstatic to start my new role. Going into this what a whole new world it was not just Public health also includes Animal health, Post harvest, Alternative and Hay and Twine. My territory consist of the state of Florida but 6 months into it had grown to Georgia, North Carolina, South Carolina and Alabama. Being able to work with a team is a crucial component to me and let me tell you the team I get to work with is incredible.





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### Public Health

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### Post Harvest

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### Structural Pest

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# Markets

When coming aboard thinking just public health you better look at the bigger picture. Talk about being overwhelmed mind blown in a good way. I have a new outlook on how Veseris plays a large part on getting products to customers. I have just recently been able to start dabbling in the animal health market. First stop a deer farm needing help with prevention in EHD also know as blue tongue. The possibilities are endless on what market you want to pursue.

# Visits

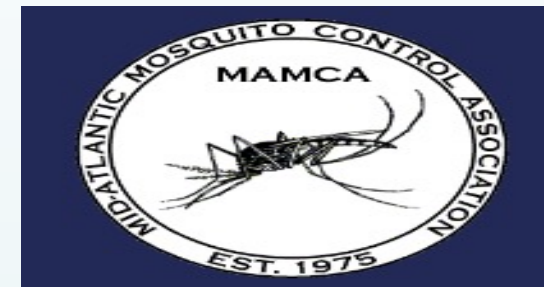
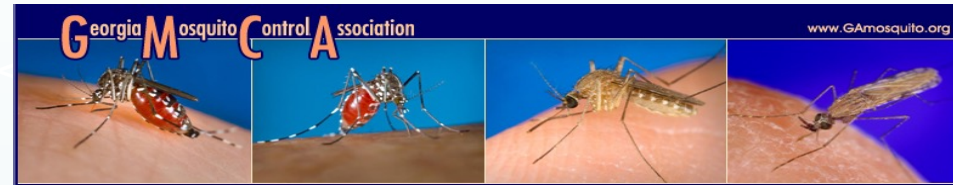


One of the great parts on the industry side is the visits with customers. Being able to get to see the operations in multiple states is incredible. Still being able to give advice and help my southeast region is truly a dream to me. Just seeing the sheer scale of the districts from a 15,000,00 and above to a 100,000 dollar a year program and how they are managed. All mosquito controls have different IPM, but all have the same goal to control for public health. We are here to help any advice we can give we will if I don't have an answer, I will get one.



# Travel

Coming to this side I was forewarned about the travel but how bad could it be. Well let me tell you its not bad if you love what you do, and I do. There are some months ware I'm in my home office doing local travel to public health districts and some months I'm on the road driving 4-6 hours a day or more. Love that I get to network at all the conferences and workshops. One of the best ways to grow is network with others. I honestly feel like I'm home more now with my family then I have been in years.



# Supply Chain

When I was working for the mosquito control districts, we would get frustrated with not being able to get products. The price increases on some things would be all over the place reeking havoc on budgets.

With being able to peek behind the curtain now I'm able to see why. The problem has and still is a supply chain issue or not having enough staffing at manufacturing and equipment problems. The way we try, and counter act these issues is forecasting for the future needs of the district.

The problem with forecasting is sometimes a district might change its needs for certain products that are forecasted for a new fiscal year. We work closely with you all to be ahead of any shortfalls that may occur in manufacturing.





# More Than Sales

When I had taken the position of Industry Specialist, I had my reservations of being in sales. It is so much more than that love what you do you will never work a day in your life. The advantage to the industry side in the year and 5 months I have been with veseris. The districts I get to visit and speak to is not only beneficial to me. The information I gather I can rely to other districts or PCO trying to achieve the same goal. My love for helping still applies may not get to serve the community but I can still be that support role for my customers.



# The Field To The Office.

The transition from the field to more of an office setting was a little more difficult. I'm so use to heading out for the day to go trapping or handle customer service request. Even though the last two years in Indian River mosquito control it was more lab work. I do find myself writing reports and working on presentations with Veseris I do enjoy it. If I ask most districts will take me out in the field to see what there trying to accomplish.





# New Experiences

I have experienced numerous developments and experiences that have reshaped my perspective. Government significantly differs from industry, manifesting through the people I interact with and my learning curve. In industry, I am learning way more and meeting consistently new and interesting people. I am also contributing more to a larger goal than before.





While not obligated to do so, there is an incentive to contribute more to the community. The industry is motivated to seek new avenues to benefit the community as they are an opportunity for it to grow. Commitments to the community are also aligned with CSR efforts or commitments that are not the main objectives or goals but are still significant to the company's identity.



# Contributions to policy

The majority of my efforts are executed in line with set policies, guidelines, and approved means. However, occasionally, discoveries, developments, and techniques have to be approved by an external or government agency before proceeding with action. This has made me significantly useful, with my prior experience working in government being a useful factor.



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## Access to technology

Working in industry has meant that I have access to more technology. There is a significant improvement in industry technology adoption and use. Working here has allowed me to realize how wide the industry is and how technological developments are instrumental to growth. This has inspired me to work even more and contribute significantly to the industry development.

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# Managing Change



## Change in Roles and Duties

I am also experiencing significant growth in my professional life. This has been mainly driven by the significant increase in the roles and duties I am expected to deliver. My roles have tremendously increased, and my experience has widened. I am now more versatile in my job experiences, building my years working in government to expand my knowledge and usefulness.

# Future Prospects

I aspire to rise through the organization and project my vision or the goals I seek to attain to others, enabling me to align my goals with those of the organization. This aligns with my vision of a vector disease free world. I plan to attain this through increasing my education through training and further educational achievements that will improve my knowledge and capabilities in managing others or being a leader.



# Conclusion

My experience working both in government and industry has been very significant, and through both sectors, I have gained so much experience that has made me whole. I expect to continue experiencing growth and gaining more importance throughout my career prospects. I am also gravitating towards having a larger societal impact and becoming a core member of my profession and the community.





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