PRESIDENT’S MESSAGE

Hello CPCA Members,

I’m just sending out a brief greeting this quarter for I’m sure you’re as busy as I am. I hope you are all enjoying a great summer season. Please remember you should be very proud of what you do daily, you truly are protectors of peoples health and property. I’m very proud to be a part of our important industry.

The CPCA is currently accepting applications for a scholarship program for our members. We are currently offering (3) five hundred dollar scholarships annually. All active members in good standing, their employees and their immediate family members in the New England area are eligible and welcome to apply. We may look at only offering one $1500.00 scholarship next year.

We also have started an electronic bargain news to help bring buyers and sellers together in an effort to alleviate excess equipment inventories.

I enjoy serving as your President and if you have any suggestions, comments, or ideas please don’t hesitate to contact me.

Sincerely,
Mike McManus

Visit www.npmapestworld.org to view guidelines and submit your nominations.
May 21, 2013

In attendance were Mike McManus, Sheila Haddad, Art Cogswell, Emilo Polce, Joe Giaimo, Frank Dempsey and Mike Lipsett. A call to order was made by Mike McManus at 6:02 p.m.

Minutes from the previous meeting were read by Sheila Haddad, accepted by Emilo Polce and seconded by Joe Giaimo.

Treasurer’s Report: Charlie was not in attendance so Art filled in for the Treasurer’s report. The beginning balance at First Niagara Bank is $30,767.85, withdrawal is $248.21, and the ending balance is $30,519.64.

The Sandy Spring balance is $35,014.03 with other withdrawals of $2,500 for NPMA ½ year charge and A/R Credit Card NPMA of $1,032.50. The total liabilities and capital is $60,775.63. Emilio motioned to accept treasurer’s report and was seconded by Frank.

Committee Report and Membership: There should have been something on membership but nothing from Charlie - push to next meeting due to his absence.

Education: Joe contacted Allen Caruba – he puts the associations out there and helps boards get positive awareness out into the public. His fee would be $8,000. Joe recommended we talk with the group that works with CTEC. Joe will contact them to make a presentation at the July meeting.

Legislative: Nothing.

Website: Sheila reports all is well.

Old Business: Art said we paid our accountant for the CPCA dues and are all set with $600 for everything (990-N) including filing.

New Business: Mike McManus sent Electronic Bargain News items to Andy to put in Bug Biz and Mike mentioned to the board if anyone needs to sell anything call him to get it published. The Board agrees on three CPCA scholarships for $500 each for a grand total of $1500. The guidelines should include a child or a grandchild from the CPCA membership. Applications have to be submitted by June 28, 2013. The three people on the committee for scholarships are: Emilio Polce, Joe Giambo and Mike Lipsett.

Billboard: Mike has not spoken with Gale, he will follow up for next meeting and will contact her and report back next month. Joe mentioned that Andy needs to get us a membership list. Mike McManus will e-mail Andy to get a list and to include in the next Bug Biz.

Motion to adjourn meeting: Emilio and Joe seconded.

Respectfully submitted by: Sheila M. Haddad
OSHA Hazard Communication Standard

The Occupational Safety and Health Administra-
tion (OSHA) is phasing in changes to the revised
Hazard Communication Standard (HCS) (29 CFR
1910.1200) during a multiyear period (December
1, 2013 - June 1, 2016.) While there are many com-
ponents of the revised standard that will affect the
professional pest management industry, this update
will focus on addressing the training components
employers are required to cover with their workers
before December 1, 2013. OSHA believes this train-
ing, on labels and Safety Data Sheets (SDS), will
ensure employees have the information they need to
better protect themselves from chemical hazards in
the workplace during the transition period.

This revision of the HCS, the first since 1994, was
completed to align OSHA’s HCS with The Globally
Harmonized System of Classification and Labeling
of Chemicals (GHS). The major changes from
the previous HCS include a hazard classification
system using defined criteria to evaluate health
and physical hazards, as well as classify mixtures.
Signers of the GHS believe global benchmarks will
facilitate consistency in designation of hazards across
manufactures and countries. Second, there are new
labeling requirements for chemical manufacturers
and importers that include a harmonized signal
word, pictogram, and hazard statement for
each hazard is required to be listed. In addition,
precautionary statements must now be provided
on all labeling. Finally, SDS now has a specified,
consistent, 16-section format.
2013 CPCA Membership – Thank You For Your Support

<table>
<thead>
<tr>
<th>Name</th>
<th>Company/Mobile</th>
<th>City, State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Robert A. Muro</td>
<td>A &amp; A Pest Control Company, Inc.</td>
<td>Manchester, CT</td>
</tr>
<tr>
<td>Harold S. Curtis</td>
<td>Aavon Pest Control, Inc.</td>
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<tr>
<td>Arnold N. Camire Jr.</td>
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<td>ApolloX Services, LLC</td>
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<td>Big Blue Bug Solutions</td>
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<td>Valerie L. Barnes</td>
<td>Bug One, LLC</td>
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<td>Abair Lavery, Inc.</td>
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<td>Ace Extermination Ltd.</td>
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<td>Richard Monastero</td>
<td>Amtech Pest &amp; Nuisance Wildlife Control, Inc</td>
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<td>Gerald Lazarus</td>
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<td>Ed Lavery &amp; Sons Pest Control</td>
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<td>J P Bellamo &amp; Sons Pest Control</td>
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<td>Heather Millette</td>
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<td>Joseph S. Giaimo</td>
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<td>Eric Bourgeois</td>
<td>E B Exterminating Co., Inc.</td>
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<td>Chris Gaudio</td>
<td>Effective Pest Management, LLC</td>
<td>Bethel, CT</td>
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<td>Michelle Meade</td>
<td>Family Pest Control LLC</td>
<td>Yalesville, CT</td>
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<td>Donald Balint</td>
<td>Guardian Pest Control</td>
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<td>Joseph P. Arnone</td>
<td>Independent Home Services</td>
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<td>John Neary</td>
<td>J. Neary Pest Control</td>
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<td>Michael J. Mastroni</td>
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<td>Robert Hannon</td>
<td>Non-Tox Pest Management</td>
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<td>Jeff Ziehmer</td>
<td>Control Solutions, Inc.</td>
<td>Pasadena, TX</td>
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Jerry A. Walden  
Diversified Pest Management, Inc.  
Chester, CT

Emilio Polce  
EcoChoice Termite & Pest Control, LLC  
Manchester, CT

David Bisaillon  
Envirocare Pest Control, LLC  
Wolcott, CT

Alex Fife  
Fox Pest Control  
Oxford, CT

Fred Markowich  
Guardian Pest Control  
Bristol, CT

Rocco Cambareri  
Insecta X Pest Solutions  
Redding, CT

Albért Perez  
Jordan River Integrated Pest Prevention  
Danbury, CT

Michael K. Caldwell  
Michael’s Carpenter Ant & Termite Services, LLC  
E. Granby, CT

Jon H. Quint  
North Forty Pest Control Company  
Woodbury, CT

James A. March  
Northwest Pest Control, LLC  
Falls Village, CT

Mike McManus  
Orkin LLC  
E. Berlin, CT

Ben Baker  
Pest Pros*The  
Lebanon, CT

Mike Petrin  
Petrin’s Pest Elimination LLC  
Putnam, CT

Richard Cusano  
Professional Exterminating  
Killingworth, CT

Kevin Moran  
Residex, LLC  
Roselle, NJ

Joe DeLaurentis  
Tiger Group, Inc.  
Madison, CT

Jeff Rapoza  
Waltham Services  
New London, CT

James Miller  
Yale Termite & Pest Control  
Ansonia, CT

James A. Russell  
Longmeadow, MA

Jeffrey Davis  
Nukingstreet Pest & Wildlife Control, LLC  
Enfield, CT

Thomas Orr  
Orr Pest Control, LLC  
Danbury, CT

Jason Koneksi  
PestRx  
Hamden, CT

David Leopold  
Pillar to Post  
Fairfield, CT

Charlie Mastroberti  
Quest Pest Control, LLC  
Avon, CT

Frank MacDonald  
Select Insurance Agency, Inc.  
Tukahoe, NY

Joe DeLaurentis  
Tiger Group, Inc.  
Madison, CT

Thomas J. Dommeruth  
WestConn Pest Control  
New Fairfield, CT

Yonis Herrera  
Ysoly Pest Control, LLC  
Riverside, CT

Steven Temple  
Ocon, Inc.  
Trumbull, CT

J. Terry Sarnese  
Paramount Termite & Pest Mgmt  
Unionville, CT

Robert Gelineau  
Pest-X, Inc.  
Woodbridge, CT

Jonathan Pope  
Pope Exterminating, Inc.  
Killingworth, CT

Robert A. Ciardullo  
R & K Pest Control, Inc.  
New Rochelle, NY

Kenneth J. Steeves  
Steeves Termite & Pest Control  
Wolcott, CT

Cindy Tahil  
TSYS Merchant Solutions  
Avon, CT

Eric Beebe  
Willington Termite & Pest Control, Inc.  
West Willington, CT

Norman Zercher  
Quaker Hill, CT

Visit www.npmapestworld.org to view guidelines and submit your nominations.
Your Partner in Pest Management.

At Univar Environmental Sciences, our mission is to help you protect your customers’ environments with responsible pest control solutions. Our trusted professionals, innovative technology, comprehensive product selection and vital educational resources make us your one source for pest management success.

Univar services your entire state. Please contact us at (800) 888-4897 or go to PestWeb.com.

One Source. Countless Resources.”
2013 Fall Seminar

Tuesday, September 17th
7:30 am to 8:30 am (Breakfast, Registration and Visit With Vendors)
8:30 am to 4:00 pm (Seminar)

Crowne Plaza
100 Berlin Road ~ Cromwell, CT 06416

GREAT FOOD ~ GREAT SPEAKERS ~ GREAT RAFFLE PRIZES

REGISTRATION FORM
(Please note that again there has been no increase in registration fees.)

<table>
<thead>
<tr>
<th>1st Attendee</th>
<th>Name</th>
<th>Company</th>
<th>Address</th>
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<tr>
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<td>Fax</td>
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Early Bird Registration (Postmarked By September 6, 2013)

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<td>1st Attendee $115</td>
</tr>
<tr>
<td>Each Additional Employee @ $70 each</td>
<td>Each Additional Employee @ $90 each</td>
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Marketers of Unproven Bed Bug Products Settle With FTC

In a significant enforcement action, the Federal Trade Commission (FTC) recently reached settlement with two marketers making deceptive claims about their cedar oil-based bed bug products. The settlement orders impose almost five million dollars in fines.

The settlements resolve deceptive advertising charges the FTC filed last year against Dave Glassel and the companies he controlled, including Chemical Free Solutions, LLC, alleging that they made overhyped and unsubstantiated claims that their BEST Yet! Line of cedar-oil-based liquid products would treat and prevent bed bug and head lice infestations.

According to the FTC, the defendants falsely claimed that their natural, BEST Yet! bed bug and head lice products were invented for the U.S. Army, that their bed bug product was acknowledged by the U.S.D.A. as the #1 choice of bio-based pesticides, and that the Environmental Protection Agency had warned consumers to avoid chemical solutions for treating bed bug infestations.

Under the agreed-upon settlement orders, the defendants are prohibited from claiming that their BEST Yet! products by themselves can stop or prevent a bed bug infestation, or are more effective at doing so than other products, unless they have competent and scientific evidence to make the claims. The defendants are further prohibited from misrepresenting the results of scientific tests or studies, and from claiming that a product or service they sell is endorsed by a government agency or by any other third-party entity when it is not.

The orders impose a $4.6 million judgment against Glassel who is facing bankruptcy, and a $185,206 judgment against Chemical Free Solutions, LLC, which will be suspended due to the company’s inability to pay. If it is later determined that the financial information the company provided the FTC was false, the full judgment amount will become due immediately.

(Please submit names of additional attendees on a separate sheet so that badges can be preprinted for all registrants.)

**All Onsite Registrations $125**

Please fill out and return this form along with your check made payable to Connecticut Pest Control Association to:

Andy Architect, Connecticut Pest Control Association, 10460 North Street, Fairfax, VA 22030.

Phone: 800-678-6722 or Register Online at [www.cpcaonline.net](http://www.cpcaonline.net)

Registration forms may also be sent in by fax to (703) 352-3031.

Please be sure to provide your credit card information when sending form by fax.

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**Credit Card Information**

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Thanks for Supporting the Connecticut Pest Control Association!
need to get rid of uninvited guests?

don’t let the BED BUGS bite!

Easy, Effective, ActiveGuard™ ...Kills Bed Bugs Dead!

ActiveGuard™ mattress liners kill bed bugs dead within 72 hours, making them a vital tool as part of any bed bug treatment and control strategy. Unlike encasements, ActiveGuard mattress liners are thin, comfortable liners that are odorless - and they work against a variety of resistant strains of bed bugs. ActiveGuard delivers confidence and security backed by years of lab and field bed bug testing by research entomologists. Be proactive and use ActiveGuard mattress liners – They Kill Bed Bugs Dead!
Register Today for PestWorld 2013

Make plans to join NPMA for PestWorld 2013 on October 22-25 in Phoenix, Arizona. You will have the tried-and-true experience of PestWorld -- a mix of education, networking, and research designed to complement your individual business model. Here are 5 reasons you don’t want to miss this year’s conference:

1. **Thought Leaders sessions.** At this extended program you will receive focused and applicable education in hard-hitting topics such as Canine Scent Detection, Staff Motivation, Improving Your Company, and Marketing Strategy.

2. **Networking.** PestWorld provides an unparalleled opportunity to network with more than 3,000 other pest management professionals, researchers and vendors from around the world.

3. **Recertification credits.** Earn valuable credits from world-renowned experts instructing more than 80 hours of educational sessions.

4. **Business solutions.** Learn effective solutions for your business at the largest pest management industry trade show in the world, showcasing the newest products, services, and technologies in pest management.

5. **Business trends.** Explore the latest trends and learn how to successfully apply these innovative ideas into your business.

Visit [www.npmapestworld.org/pestworld2013](http://www.npmapestworld.org/pestworld2013) for the most up-to-date event information and registration.
PMPs Come Together in Arizona for NPMA Academy

Jodi Dorsch, July 18, 2013

Pest management professionals from across the country met recently in Phoenix, Ariz., for the National Pest Management Association’s Academy 2013, a unique conference for attendees seeking professional and personal development.

NPMA touts Academy as “The industry conference dedicated to motivating and developing the pest management industry’s leaders.”

“Academy is a one-of-a-kind conference, like nothing else you’ll go to the rest of the year. It’s a 365-day experience,” said Tim Brock, president of Brock Lawn and Pest Control, Panama City, Fla., and chairman of NPMA’s Leadership Development Group. “We hope the relationships you build here last a lifetime.”

The three-day event, held at the Sheraton Wild Horse Pass, is presented by the LDG and sponsored by Dow AgroSciences.

NPMA Executive Vice President Bob Rosenberg thanked Dow AgroSciences not only for their financial support, but for the firm’s professional and personal involvement in the planning and execution of the meeting. “They’ve made this kind of thing possible…and we thank them,” he said.

“Congratulations on investing your time and money (in NPMA Academy),” Dave Maurer, portfolio marketing leader at Dow AgroSciences, told Academy attendees, “This is a great way to invest in your personal life and your business.”

Attendees heard from several nationally recognized speakers and work with one another in a variety of team-building tasks, culminating in the ever-popular NPMA Olympics. This year’s speakers included:

Cheryl Cran, a renowned leadership consultant and best-selling author, who will focus on the trends shaping the future workplace, and will provide insights into how each of the generations can be expected to handle these changes. She will give presentations on “building the workplace of the future today” and “leveraging technology in your business.”

Laura Stack, an expert who has consulted with Fortune 500 corporations for more than 20 years in the field of employee productivity, advises leaders, teams and professionals on developing high-performance cultures and creating maximum results in minimum time. She will speak on “execution is the strategy” and “marketing yourself for success.”

Nice Surprise for a Long Time NPMA Member

Residex employee, Kevin Moran, got an unexpected surprise on the 4th of July. Daughter Kerry Stanley, returning from a year of duty in Afghanistan, surprised Dad at the finish line of the Harvard Pilgrim 5k.

THINKING ABOUT SELLING YOUR BUSINESS?
GIVE US A CALL.

We’re always looking for successful businesses who want to join our team. As an owner, you could take on a leadership role at Orkin. Your employees can take advantage of our generous benefits package. And your customers can join the 1.7 million people who trust their pest control needs to a company with over 100 years of experience keeping pests in their place.

Contact: Bill Minahan, (518) 229-1989,
wminahan@rollins.com
All inquiries are kept strictly confidential.
CONNECTICUT MEMBERSHIP APPLICATION

For NPMA and CPCA Joint Membership for January 1, 2013 through December 31, 2013

**Firm:**

**Contact/Title:**

**Mailing Address:**

**Street Address:**

**City/State/Zip:**

**Phone:**

**Fax:**

**Co. E-mail:**

**Ind. E-mail:**

**Web Site**

**Connecticut Business Registration #**

**Number of Years in Business**

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Every day BASF supports companies and professionals in the pest management industry with SmartSolutions that are proven to grow your organization. From quality products to valuable business resources, BASF is committed to your success. NPMA is excited to announce that BASF will sponsor your membership in the association for the 2012–2013 year at absolutely no charge to your company. Simply complete and return this application and we will enroll you today.1 Just another example of how BASF SmartSolutions will take your company to the next level.2

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### Please choose your annual sales volume and enter amount on line A.

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**A. NPMA DUES:**

**Line A: $**

**B. CPCA DUES:**

**Line B: $ 125**

**C. TOTAL DUES: Please add lines A and B and enter the amount in line C.**

**Line C: $**

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Please choose your annual sales volume and enter amount on line A.

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<th>Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$0-200,000</td>
<td></td>
<td>$110</td>
</tr>
<tr>
<td>B</td>
<td>$200,001-500,000</td>
<td></td>
<td>$180</td>
</tr>
<tr>
<td>C</td>
<td>$500,001-1,000,000</td>
<td></td>
<td>$470</td>
</tr>
<tr>
<td>D</td>
<td>$1,000,001-2,500,000</td>
<td></td>
<td>$715</td>
</tr>
<tr>
<td>E</td>
<td>$2,500,001-5,000,000</td>
<td></td>
<td>$1,210</td>
</tr>
<tr>
<td>F</td>
<td>$5,000,001-10,000,000</td>
<td></td>
<td>$3,025</td>
</tr>
<tr>
<td>G</td>
<td>$10,000,001-15,000,000</td>
<td></td>
<td>$4,675</td>
</tr>
<tr>
<td>H</td>
<td>$15,000,001-25,000,000</td>
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<td>$6,325</td>
</tr>
<tr>
<td>I</td>
<td>$25,000,001-50,000,000</td>
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<td>$11,550</td>
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<tr>
<td>J</td>
<td>$50,000,001-$100,000,000</td>
<td></td>
<td>$23,100</td>
</tr>
<tr>
<td>K</td>
<td>Over $100,000,000</td>
<td></td>
<td>$35,000</td>
</tr>
</tbody>
</table>

**A. NPMA DUES:**

**Line A: $**

**B. CPCA DUES:**

**Line B: $ 125**

**C. TOTAL DUES: Please add lines A and B and enter the amount in line C.**

**Line C: $**