

BUG BIZ



PRESIDENT'S MESSAGE



Hello CPCA Members,

I hope that everyone is in the middle of a great season. I am honored to serve as the association president this year. As a member of the board I appreciate the importance of a strong association to represent pest management professionals across our state.

As you know, CPCA works hard to provide the best benefits to all of our member companies. As a part of our organization, make sure that you are signed up to receive the weekly e-PestWorld newsletter, bi-monthly *BugBiz*, bi-monthly *PestWorld* newsletter and bi-monthly CPCA electronic update. Knowledge is power, and by having access to these great resources you can be the first to know what's happening in our industry on all fronts. If you are not signed up for these publications, just let me know and we'll make sure to have you added to the list.

In addition to communications, all members of the association do have the ability to login to the new NPMA members' only my.npmapestworld.org website. Here you will find great training resources, catalogued webinars from industry speakers and much, much more. Also, make sure to update your listings on the www.pestworld.org Find-a-Pro locator. This is the number one site to find pest management providers and as a member of CPCA you can register to appear in all areas you provide service in.

I am very pleased to announce that the board has awarded two scholarships for the upcoming school year. The award winners are Lisa Hayden who is attending Naugatuck Valley Community College, and Caroline McManus attending Central Connecticut State University. We wish these ladies our very best with their respective career paths. I believe education is one of the most important investments that we can make in our children and employees. I encourage everyone to apply for our annual scholarships. Additionally, the board strongly encourages all members to frequently visit our website, www.cpcaconline.org, as more and more of our correspondence will be communicated through the site in the future.

This year, like the past several years, will be very important for the future of our industry as pending regulations could have a negative impact on the products and protocols that we use and follow. We want to insure that we are all in compliance when providing services. The CPCA Legislative Committee and NPMA Government Affairs team work hard to track and monitor any new legislation on a local and national level that may impact your business.

I look forward to serving as your president this year and if you have any suggestions, comments, or ideas on ways that we can continue to grow CPCA and represent the industry don't hesitate to let me know. I hope everyone has a great finish to their summer!

Sincerely,
Mike McManus

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Leveraging the Chemistry of Colony Organization for the Management of a Widespread and Expanding Urban Pest Ant

The Pest Management Foundation recently received a final research report from the University of Illinois at Urbana-Champaign investigating the chemical ecology of odorous house ants (*Tapinoma sessile*). The Foundation provided a research grant to fund the project which identified the glandular source of the trail and alarm pheromone in *T. sessile* workers. However, experiments performed using pygidial gland extracts did not always induce trail-following behavior. The research provides a foundation on which additional research can be built upon to better understand the complex chemical communication that occurs within a colony which may lead to better control methods in the future. To learn more about the Pest Management Foundation, visit www.npmapestworld.org.

White-Tailed Deer Density and Lyme Disease in a Residential Community

A collaborative research project between members of the Connecticut Department of Energy and Environmental Protection and the Connecticut Agricultural Experiment Station has found that the density of white-tailed deer (*Odocoileus virginianus*) in an area is closely linked to the number of blacklegged ticks (*Ixodes scapularis*) and subsequently, the incidence of Lyme disease. White-tailed deer serve as the primary host for adult blacklegged ticks, the vector of Lyme disease and human babesiosis, and can be found in high densities in places where Lyme disease has a large presence (primarily the Northeast and upper Midwest). Over a 13-year period, residents in a Connecticut community were surveyed about the presence of deer and blacklegged ticks in their area and Lyme disease. When control efforts were instituted against white-tailed deer, in the form of hunting, the density of deer dropped dramatically, and so did the reports of tick abundance (76 percent reduction) and Lyme disease (80 percent reduction).

This research, authored by Howard J. Kilpatrick, Andrew Labonte, and Kirby Stafford, was published in a recent edition of the Journal of Medical Entomology under the title, "The relationship between deer density, tick abundance, and human cases of Lyme disease in a residential community."

We Want to Hear from You!

We are always looking for fun and interesting articles to include in the *Bug Biz* and would love to hear from members about their experiences out in the field. *Bug Biz* welcomes contributions from members. If you would like to contribute, please submit articles typewritten by mail or e-mail to the contact information listed below. Photos should be submitted via e-mail. Be sure to include your name and identify all people shown in the photo. Deadline for submissions is the 10th of each month. The editor reserves the right to edit all submissions for length and content. The *Bug Biz* is a bi-monthly publication by the Connecticut Pest Management Association (CPCA). Views and opinions expressed in editorial articles are not official expressions of the CPCA unless so stated. Send advertising and editorial inquiries to:

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Join the Conversation on my.NPMA PestWorld.org

NPMA recently launched a new members-only community and tool kit, My.NPMA PestWorld.org, where you can connect and engage with other NPMA members in real time. Recent hot discussion topics include service vehicles, uniform shoes, fleet management tools, and much more. Log in today to join the conversation!

To get started, go to my.npmapestworld.org and log in using either your NPMA Individual ID or your email address and your temporary password (npmamember).

Questions? Please contact NPMA at npma@pestworld.org.

NPMA Women of Excellence Award: Call For Nominations



NPMA's Women of Excellence Award recognizes women who advance the pest management industry every day, in every way. The international honor is open to women across the pest management industry—PMP's, manufacturers, research

organizations, etc.—who demonstrate outstanding leadership and have made notable contributions to the development and growth of the profession, their business, and other women in the industry.

An independent judges' panel will select one award recipient who will be recognized at PestWorld 2014, October 21–24 in Orlando, Fla.

To nominate a candidate today, visit www.npmapestworld.org.

New Jersey Bill Requires Pest Inspections Prior to Building Demolitions

The New Jersey Legislature is considering a bill requiring pest inspections prior to building demolitions. Under Assembly Bill 3170, either a commercial pesticide applicator certified by the Department of Environmental Protection for general and household pest control, a health officer or another local health agency employee certified by the State Department of Health must inspect a building for mice, rats,

roaches, and other pests before the demolition, and issue a certification indicating that pests are not present in the building at levels that place any nearby building at risk for infestation. If pests are present in the building at unacceptable levels, then the pesticide applicator or local health agency shall be required to ensure that extermination takes place in the building prior to issuing the certification.

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It's Hot Outside! Educate Techs to be Aware of Heat Illness Dangers

OSHA

Thousands of employees become sick each year and many die from working in the heat. In 2012, there were 31 heat-related worker deaths and 4,120 heat-related worker illnesses.

Heat illness initially may manifest as heat rash or heat cramps, but can quickly escalate to heat exhaustion and then heat stroke if simple preventative measures are not followed. Heat illness disproportionately affects those who have not built up a tolerance to heat (acclimatization), and it is especially dangerous for new and temporary workers.

You can download a free application for mobile devices that enables workers and supervisors to monitor the heat index at their work sites. The app displays a risk level for workers based on the heat index, as well as reminders about protective measures that should be taken at that risk level. Available for Android-based platforms and the iPhone, the app can be downloaded in English and Spanish by visiting: http://www.osha.gov/SLTC/heatillness/heat_index/heat_app.html.

NPMA Now Accepting Nominations for Young Entrepreneur Award



NPMA is currently accepting nominations for the Young Entrepreneur Award, sponsored by Rentokil.

This is the third year NPMA will recognize young entrepreneurs 40 years or younger working in the professional pest management industry. Applicants will have demonstrated an ability to create or develop an industry innovation or brought a meaningful industry concept to fruition. **Nominations may be submitted online at www.npmapestworld.org.** Self-nominations will be accepted as well. All nominations must be received by 5 p.m. ET on Aug. 15, 2014.

Applicants will be evaluated by an independent panel of industry experts on:

- Notable contributions made to his or her company in a management level capacity
- Contributions to the pest management industry
- Personal leadership and community involvement

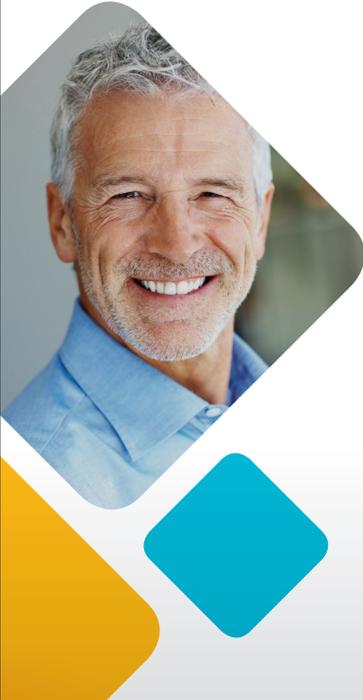
The panel of judges will select one award recipient who will be announced during **PestWorld 2014** Oct. 21–24 in Orlando.

EPA Extends Clean Water Act Proposed Rule Comment Period

The U.S. Environmental Protection Agency last month extended until Oct. 20 the comment period for a pending rulemaking expanding the definition of “waters of the U.S.” under the Clean Water Act. The revised definition is especially disconcerting, considering the recently implemented CWA permitting requirement for certain large-scale pesticide application operations such as mosquito control and aquatic weed treatments.



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Fossilized Larval Tick Leads to New Understanding of Lyme Disease

Dr. George Poinar, Jr., professor emeritus at the Department of Integrative Biology at Oregon State University, recently made a surprising discovery while analyzing 15-20 million year-old amber deposits from the Dominican Republic. Inside one of the deposits was a larval tick, in the same genus as the lone star tick (*Amblyomma*), containing microorganisms very similar in appearance to the spirochetes (*Borrelia spp.*) that are carried by *Ixodes scapularis* (black-legged/deer tick) and cause Lyme disease in humans today. This is the first example of this type of disease-causing microorganism being found in the gut contents of a fossilized tick and suggests that Lyme disease, or something very similar to it, has been around far longer than modern humans. The author speculated that many mysterious illnesses throughout human history may have been caused by unknown tick-borne diseases.

These findings were published in a paper, "*Spirochete-like cells in a Dominican amber Amblyomma tick (Arachnida: Ixodidae)*", in the most recent volume of **Historical Biology: An International Journal of Paleobiology**.

Vermont Governor Signs Neonicotinoid Pesticide Study Bill into Law

Vermont Governor Peter Shumlin recently signed legislation into law requiring the Secretary of Agriculture, Food, and Markets to evaluate whether the use or application of the pesticides imidacloprid, clothianidin, thiamethoxam, donotafuran, or any other member of the nitro group of neonicotinoid pesticides is safe and not harmful to human health or the health of bees and other pollinators in the State. The Legislature earlier rejected a bill banning the use of neonicotinoid pesticides.

CT Bug Bill & School Pesticide Bills Die Upon Adjournment of General Assembly

Bed bug and school pesticide bills that failed to pass the Connecticut General Assembly before it adjourned last month have died and will need to be reintroduced next year for further consideration.

The bed bug measure, which was approved by the House of Representatives in late April, established the rights and responsibilities of landlords and tenants in managing bed bug infestations in multifamily housing. Under House Bill 5438, landlords would have been required to have a qualified inspector inspect the unit suspected of being infested and any contiguous unit within five days of being alerted by a tenant of a possible infestation. The measure defined a "qualified inspector" as "a certified applicator, local health department official or bed bug detection team retained by a landlord to conduct an inspection for an infestation of bed bugs." The legislation also required bed bug detection teams to hold a current, independent, third-party certification in accordance with the NPMA's Minimum Standards for Canine Bed Bug Detection Team Certification.

The school pesticide bills would have extended the existing state restriction on the use of pesticides at schools for grades kindergarten through eighth grade to high schools and municipal parks.



PWIPM Accepting Nominations for the Professional Empowerment Grant

Deadline for submission: August 15

PWIPM is currently accepting nominations for their annual professional empowerment grant. This grant will be awarded to one female who is interested in advancing or securing a career in pest management. To view submission guidelines, please visit <http://npmapestworld.org/about/pwipm/>.

Make Plans to Attend PestWorld 2014



For over 80 years, NPMA has gathered world-renowned suppliers and distributors to share their products, services and technologies with pest management professionals in a first-class global environment. Come join us at PestWorld 2014, October 21-24 in Orlando, Florida as we look back and move forward with a tremendous appreciation for all the pest management professionals who have traveled this road with us. For more details and registration please visit www.npmapestworld.org/pestworld2014.

Introducing a New Member Benefit: The NPMA Shipping Program



NPMA is pleased and excited to announce a new member benefit — the NPMA Shipping Program. Through NPMA's agreement with PartnerShip®, the company that developed and manages the program, NPMA members who enroll save substantial dollars on every shipment — inbound, outbound, small, and large.

Through the NPMA Shipping Program members have access to exclusive discounts on select FedEx® small package services, freight, tradeshow, and specialized shipping services through this free member benefit.

Visit PartnerShip.com/NPMA for more information and to enroll in the NPMA Shipping Program. If you have any questions, please call PartnerShip directly at 800-599-2902, or email sales@PartnerShip.com.

NPMA Hosts K9 Leadership Meeting

Last month NPMA hosted a meeting for the leadership of the various K9 groups and discussed ways in which certification and testing can be streamlined. Although preliminary, we will continue to keep you updated as these efforts progress.

NPMA Spearheads Group Letters on Pending USDA Rulemaking

NPMA last month helped spearhead the organization and submission of letters signed by 32 groups to the U.S. Department of Agriculture's Animal and Plant Health Inspection Service urging the extensions of comment periods for a recently proposed rulemaking increasing existing and establishing new fees including a \$375 fee for APHIS overseeing pest treatments of imported commodities. The letters also requested

further justification for the proposals. Groups signing onto the letters included the U.S. Chamber of Commerce, National Association of Manufacturers, National Grain and Feed Association, American Association of Port Authorities, American Trucking Associations, Cruise Lines International Association and World Shipping Council.

Key House Panel Approves Two NPMA Legislative Provisions

The House Appropriations Committee in May voted to include two National Pest Management Association spearheaded amendments as part of legislation funding the U.S. Department of Agriculture (USDA) for Fiscal Year 2015 that also cleared the panel.

The provisions, which are contained in the non-binding report accompanying the legislation, direct USDA's Animal and Plant Health Inspection Service (APHIS) to more carefully assess a proposed rulemaking establishing a fee impacting fumigators performing import treatments and to help states develop plans to more aggressively fight a newly introduced invasive termite species. The former provision is in response to a late April proposal establishing a \$375

fee for APHIS' oversight of pest treatments. Under the rulemaking, fumigators would be mandated to collect the fee from importers and remit the payment to APHIS.

The invasive termite species provision builds on a public-private partnership the Florida Department of Agriculture and Consumer Services (FDACS) and Florida Pest Management Association have forged in an effort to more effectively manage the conehead termite. The language lays the groundwork for and bolsters the argument for USDA to provide funding to FDACS to contract with private pest management companies to treat for the termite in lower income areas.

DC Proposes Major Pesticide Operations Regulation

The District of Columbia's Department of the Environment (DDOE) last month proposed the most extensive changes to the District's pesticide operations regulations since they were first issued in 1978. The wide-ranging rulemaking, which will impact every pest management professional doing

business in the District, includes provisions related to increased standards for technicians and requirements for annual reporting of pesticide use, notification of pesticide applications, heat treatments and canine detection teams.

Pest Management Foundation Awards Grant for Mouse IPM Research at Purdue University

The Pest Management Foundation recently awarded a research grant to Dr. Grzegorz Buczkowski, with Purdue University's Center for Urban and Industrial Pest Management to research more efficient ways to attract house mice to bait stations and multiple catch traps. The research will include field testing in mouse infested buildings, including a scientific look at whether "jump-starting" mouse traps and bait stations by adding mouse fecal pellets to stations

and traps will facilitate greater and quicker entries, determining the effect of surface texture on mouse entry into the stations, and examining whether bait stations and traps contaminated with predator odors are repellent to mice.

For more information about the Pest Management Foundation contact Jim Fredericks at jfredericks@pestworld.org.

Association Staff Granted Meeting with APHIS Administrator

Following a 30 day extension to the comment period, the NPMA led coalition of affected stakeholders met last week with the USDA APHIS Administrator to voice concern in regards to the proposed \$375 fee and significant increase in overtime costs for port fumigations. Staff were joined by representatives

from numerous industries including the US Chamber of Commerce, International Cruise Line Association, American Trucking Association and National Grain & Feed Association. NPMA will continue to pursue strategy, including visits to Capitol Hill in an effort to oppose this proposed rulemaking.

Committee Wraps Up Strategy Meeting

In June the Public Policy Committee adjourned their first meeting of the 2014 – 2015 membership year. In conjunction with the NPMA leadership conference being held recently in Fairfax, VA, the policy group gathered to set strategy and discuss tactics that will serve as a foundation for how NPMA and industry stakeholders approach issues now and in the future.

Focal points of the discussion included membership engagement, communication strategies, how issues are identified, enhanced coordination with state associations, and what NPMA's overall role should be in policy matters. We look forward to building on the great ideas proposed by the group as we continue to positively represent the pest management industry.

NPMA Fundraiser for Bob Dold Exceeds Expectations

NPMA welcomed Bob Dold to the association headquarters office for a reception and fundraising event. We are excited to announce that thanks to the generous contributions by members across our industry we not only exceeded our goal of raising \$20,000 but surpassed \$25,000. The reception featured an

overview by Bob on current congressional issues as well as an interactive dialogue on how we can be more effective in Washington, D.C. We'd like to extend a big thanks to Bob and applaud all those that have supported efforts to get him elected back to congress.

PPMA Science Advisory Panel Teleconference

Recently, NPMA's "Bee Team" participated in a conference call meeting with the PPMA Science Advisory Panel to discuss NPMA's approach to pollinator health issues. The big takeaway items from the SAP included:

1) Association consideration of funding research on pollinators or encouraging others, such as state groups, to fund research.

2) Organizations that have existing technical training materials are encouraged to send them to NPMA for potential inclusion in the association's new pollinator health training module.

3) Continue the existing association messaging strategy as it relates to pollinator health and professional products.

iSchool Pest Manager

The iSchool Pest Manager project kicked-off recently. This cooperative agreement between Texas A&M university and EPA is scheduled to be the clearing house of all things related to school and childcare IPM. The end result is slated to be a mobile app and webpage which will include:

- Recordkeeping pages
- Pest ID

- Exclusion techniques
- Ask the Expert function
- Label and MSDS search
- For groups of pests a guide and action plan for controlling pests

Stay tuned for more information!

The Mobile Revolution – Are You Ready?

Are you prepared for the mobile revolution? Most companies have finally invested in a modern website but their customers have moved away from them. Google estimates that 2014 will be the year that more searches are conducted on mobile devices than on desktop devices. Many websites don't have mobile capabilities, which will cost you customers and money. In this webinar we will cover:

- Why you need a mobile website
- Do you need an app?

- What should be on your mobile website
- Web designer lingo for PCOs - what does "responsive design mean"
- And more!

**Wednesday, Sept. 10, 1-2 p.m. ET,
Presented by Lee Gientke**

To register, visit www.npmapestworld.org.

Online Pollinator Protection Coming Soon

NPMA Policy and Technical staff are in the process of developing an online training program designed for pest professionals that will be housed on the NPMA Online Learning Center. Training objectives include, enhanced awareness about pollinator health, neonicotinoid label changes and common sense techniques on how to avoid exposing beneficial

pollinators to insecticides while performing exterior treatments. In addition, the training contains a section on how to identify beneficial pollinators while acknowledging the fact that PMPs are sometimes called on to control pollinators when they become a threat to public health. The training will be available online by Aug. 1.



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	F	\$5,000,001-10,000,000	\$3,025
	G	\$10,000,001-15,000,000	\$4,675
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	I	\$25,000,001-50,000,000	\$11,550
	J	\$50,000,001-\$100,000,000	\$23,100
	K	Over \$100,000,000	\$35,000

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: \$ _____

Check # _____ or Visa MasterCard

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I hereby apply for membership in the CPCA/NPMA and if accepted, agree to comply with the Constitution Code of Ethics and other policies of the association. I understand that membership does not become effective until notified. I also understand that the use of the CPCA and NPMA logos prior to the approval would disqualify my application.

Signature: _____ Date: _____

Please enclose the application with proper remittance to: Connecticut Pest Control Association, 10460 North Street, Fairfax, VA 22030 or fax to (703) 352-3031. For questions or concerns about your joint membership, please contact Heather Millette at CPCA at 860-274-9503/ mpcpest@aol.com or Lindsey McCormick at NPMA at 703-352-6762 /lmccormick@pestworld.org