

BUG BIZ



PRESIDENT'S MESSAGE



Hello CPCA Members,

I hope everyone is having a great Fall as we look forward to the holiday season and the start of 2014! As a quick update, your CPCA elected board members have been working hard to ensure that as a member you are receiving the latest in education, news and information on issues that will impact your business. As most of you have probably heard by now, The Occupational Health and Safety Administration (OSHA) decided in 2012 that the US Hazard Communication Standard (HCS) were to be revised as to align with the Globally Harmonized System of Classification and Labeling of Chemicals (GHS). Specific changes to the HCS to align US chemical hazard communication with the world standards include:

- New Label requirements for (non-pesticide) chemical labels
- A change from Material Safety Data Sheet (MSDS) to Safety Data Sheet (SDS)
- A new, 16-section standard format for Safety Data Sheets (SDS)

As a pest management professional this impacts you because OSHA has set a training deadline for being familiar with these new components by December 1, 2013. To ensure completing this requirement is easy for you and your staff, CPCA provided a training program that was available for free to all members in late November. If you were not able to attend this meeting, members can access training that will fulfill this requirement for \$4.95 through the NPMA website. Just visit www.npmapestworld.org and click on the online learning link and you'll be prompted to setup an account.

I hope everyone had a great Thanksgiving and wish you a nice holiday season!

Thanks,
Mike McManus

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BUG BIZ is a bi-monthly publication of the Connecticut Pest Control Association (CPCA). For advertising information, call CPCA at (800) 678-6722 or e-mail cpcap@pestworld.org.

CPCA Board Meeting Minutes

September 10, 2013

In attendance were Mike McManus, Sheila Haddad, Mike Lipsett, Emilio Polce, Christie Mastrobertie, Joe Giaimo, Art Cogswell, Heather Millette, Jeff Millette, Charlie Mastrobertie and Frank Dempsey. A call to order was made at 5:35 p.m.

Heather Millette read minutes from the previous meeting and minutes were accepted as corrected by Emilio and seconded by Jeff.

Treasurers Report: Held to October Board meeting so we can focus on the fall seminar.

Education: The Fall Seminar details were reviewed and all members were assigned duties for the day. All will show up at 7:00 am.

Membership: Held to October Board meeting so we can focus on the fall seminar.

Legislative: No report

Website: Sheila reports all is good and NPMA fixed the link glitch to the Colorado Association on our website. The OSHA link is now on the website as well.

Old Business: Mike McManus reported he responded to member Dave Curtiss.

New Business: Andy from NPMA let Mike McManus know there will be a rate increase for 2014 to help us run the daily needs of the CPCA. He stated we will discuss this further at the October meeting.

Respectfully submitted by: Heather Millette

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:

CPCA *Bug Biz*
10460 North Street
Fairfax, VA 22030
P: (800) 678-6722
cpc@pestworld.org

Mark Your Calendars For These Upcoming Events

For more information and registration, visit www.npmapestworld.org.



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NEW! REDESIGNED FOR 2014!

2014 EASTERN CONFERENCE
JANUARY 21-23 DOUBLETREE BY HILTON TARRYTOWN TARRYTOWN, NY

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National Pest Management Association

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The Chemical Company

We invite you to join us for the new and improved Eastern Conference at the DoubleTree by Hilton Tarrytown in Tarrytown, NY. This is an exciting venue matched only by the fresh program offered this year – a mix of in-depth management sessions, interactive hands-on training, and technical courses featuring the latest research in the pest management industry.

HIGHLIGHTS INCLUDE:

- New day pattern (Wednesday through Thursday)
- New location
- Improved social functions including a sit down luncheon and hot breakfast
- Improved educational program including both technical and business related sessions that you won't find anywhere else
- More time with exhibitors
- Wednesday night Networking Party open to both exhibitors and attendees (included in your registration fee)

Join the National Pest Management Association (NPMA) and the Professional Landcare Network (PLANET) for the fifth annual Lawn Care Summit, an educational program offering both technical and business management sessions for lawn care professionals including owners, managers and technicians.

Whether you are currently in the lawn care industry or interested in expanding into this field, two days at the Lawn Care Summit will offer you essential insight for technical and business planning with educational sessions, regulatory updates, interaction with industry suppliers and networking with industry peers.



LAWN CARE SUMMIT 2014

JANUARY 27-29

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CO-HOSTED BY **NPMA** National Pest Management Association and **PLANET** Professional Landcare Network

National Media Campaign Urges Ban of Neonicotinoids

Prepared for NPMA by the Professional Pest Management Alliance

December 3, 2013

Background

Save-Bees.org, a coalition of four non-profit organizations (Beyond Pesticides, Center for Food Safety, Pesticide Action Network, and Ceres Trust), has embarked upon a national media campaign to address the decline in pollinators due to what they identify as “bee-harming pesticides.” Their efforts began recently with full-page ads that ran in seven newspapers including the *Washington Post*, the *New York Times*, the *Los Angeles Times*, *Minneapolis Star Tribune*, the *Des Moines Register*, the *Boston Globe*, and *Politico*, a publication geared toward Members of Congress and other policymakers. The ads call for the Environmental Protection Agency (EPA) to impose an immediate moratorium on the use of neonicotinoids and direct readers to a website where they can encourage EPA to take such action. More than 60 businesses and non-profits are listed as advocacy supporters.

The ads were timed to run in conjunction with the European Union’s two-year suspension of three neonicotinoid insecticides - clothianidin, imidacloprid, and thiamethoxam - which began December 1st. The restrictions prohibit seed treatments, soil applications, and foliar treatments on bee-attractive plants and cereals. The EU’s decision is based on a risk assessment model that relied on worst-case exposure assumptions and an overly conservative interpretation of the precautionary principle. Campaign sponsors suggest that by not taking immediate action to join the EU’s product moratorium, EPA is “stalling” in its protection of bees.

Of course, this is not the case. Over the past several months, EPA has taken numerous bold and proactive steps on issues related to bee health. The Agency noted this summer that they would require immediate label changes to agricultural and non-agricultural neonicotinoid products to prohibit applications to flowering plants. The new label language, which will be accentuated by a bee icon, is expected to begin appearing on product labels early next year. The Agency has also been working with the U.S. Department of Agriculture (USDA) to better understand issues surrounding the declining honeybee population. An in-depth conference conducted by both organizations found the varroa mite as “the single most detrimental pest of honeybees.”

Governmental scientists continue to work with a host of stakeholders to understand the best science available on honeybees and other pollinators.

The health of bees has received unprecedented attention in recent months, even garnering a cover story in the August 19th issue of *Time* magazine. An incident this summer, in which 25,000-50,000 bumblebees and other insects were killed in Oregon after exposure to dinotefuran, a commonly used neonicotinoid, led to a temporary ban on the use of many dinotefuran-based insecticides and just last week, the state announced a permanent ban on two such products being used on three types of trees. This new restriction comes before the formal investigation of the summer incident is complete.

NPMA Statement on Pollinator Health

Pollinators play an essential role in the nation’s food supply chain. We are dependent on bees, flies, moths and other insects to help pollinate crops. However, some of these insects - bees in particular - are also known to pose health and safety risks to the public. In fact, stinging insects send an estimated 500,000 people to the hospital every year. They are one of the leading causes of anaphylaxis-related deaths in the United States. In light of this, bees can be - and some government entities have deemed them - a public safety hazard.

So how do we, the American public, protect our families and our children, from these insects that are both vital and potentially harmful? The answer is carefully. The federal government, farmers, the professional pest management industry, and home and business owners must cooperate together to ensure effective tools are available to keep the public safe from stinging insects, yet do so in a manner that will enable pollinators to thrive in appropriate settings.

The National Pest Management Association is working with the Environment Protection Agency (EPA), state regulators, and other stakeholders equally committed to ensuring an appropriate balance exists between the safety of the American public and the essential role bees play in agriculture.

Talking Points

- EPA and the USDA issued a report in 2012 that suggested factors influencing bee health may include “disease, arthropod pests [parasitic mites], pesticides, poor nutrition and beekeeping practices.” They identified the varroa mite as “the single most detrimental pest of honey bees and can magnify the role of viruses.” Most scientists agree that declining bee health is a result of multiple factors.
- Neonicotinoids are a very critical tool used by professional pest management applicators and an effective class of pesticides in controlling a host of pests including termites, ants, and bed bugs.
- Public health officials attribute the quality of life we have today to three things: better pharmaceuticals and vaccines, better sanitation and better pest control.
- The professional pest management industry is committed to proper product stewardship. Recognizing the recent concern about pollinators, industry professionals have been extra diligent to ensure proper training related to pollinators is provided.
- Professionals understand that bees should not be unnecessarily exposed to pesticides, unless they are the intended target for structural or public health reasons.

For additional resources, visit www.npmapestworld.org.

New Surveillance Strategies for the Brown Marmorated Stink Bug

National Pest Management Association

The brown marmorated stink bug (BMSB) is an invasive insect from Asia that was accidentally imported to the United States in the late 1990s. At first, BMSB was considered a major nuisance pest, especially as an unwanted overwinterer, but in the last 5 years there have been reports of significant agricultural damage to peaches, apples, tomatoes, sweet corn, and peppers in the mid-Atlantic. The lack of natural predators and presence of abundant food has concerned PMPs, farmers, and homeowners alike.

The wide range of suitable habitat and dispersal ability of BMSB has led to the preliminary use of canines to detect overwintering BMSB in their preferred locations: large, dry, and dead trees, typically locust and oak trees. USDA researchers have trained two dogs to help survey forest and woodland areas of West Virginia to locate and destroy overwintering BMSB. Initial field runs have been successful and the dogs have a 95% accuracy rate in the lab. This is not the first use of canines to detect insect pests as others have been trained to detect termites and bed bugs in urban settings.

Introducing the NPMA Career Center

NPMA has launched an interactive job board, the NPMA Career Center. With its focus on pest control industry companies and professionals, the NPMA Career Center offers members, and the industry at large, a highly targeted resource for online recruitment.

Both members and non-members can use the NPMA Career Center to reach qualified candidates. Employers can post jobs online, search for qualified candidates based on specific job criteria, and create an online resume agent to email qualified candidates daily. They also benefit from online reporting providing job activity statistics to track each job posting's ROI.

For job seekers, the NPMA Career Center is a free service providing access to employers and jobs in the pest control industry. In addition to posting their resumes, job seekers can browse or view jobs based on the criteria they find matches their goals best. Job seekers can also post confidentially with confidence or search anonymously by creating a Job Agent. Job Agents notify job seekers via email when jobs matching their criteria are posted eliminating the need to visit their online accounts daily to track new postings.

Visit the new NPMA Career Center at <http://careers.npmapestworld.org/>.

Key House Panel Approved Pesticide Legislation

A key panel in the U.S. House of Representatives overwhelmingly approved legislation exempting lawful pesticides applications directly to or around bodies of water from recently required Clean Water Act (CWA) permitting requirements. The Reducing Regulatory Burdens Act the House Transportation and Infrastructure Committee recently voted out is virtually identical to a provision contained in the Farm Bill the full House passed in late September. Leaders of the House and Senate recently appointed 41 Senators and Representatives to a Farm Bill Conference Committee, which is charged with reconciling the differences between the House and Senate versions of the bill and developing one final version of the Farm Bill for both chambers to vote on. In addition to the legislation exempting lawful pesticide applications directly to or near bodies of water from CWA permits, the House-passed Farm Bill also contains provisions related to the fumigant sulfuryl fluoride and Endangered Species Act required consultations regarding the registration and reregistration of pesticides.

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POST-PESTWORLD SPECIAL

Record Breaking Exhibit Hall at PestWorld 2013

Over 3,000 pest management professionals navigated NPMA's largest trade show yet—with 173 exhibitors and over 100,000 square feet of exhibit space—during PestWorld 2013, held October 22–25 in Phoenix.

Proving itself once again as the premier platform to conduct domestic and international business in the pest management industry, exhibitors and attendees alike reported PestWorld 2013 to be “the most cost-effective and efficient way to do business, shop for new products and services, and stay on the cutting edge of industry technology.”

With expert-led educational sessions, attendees discovered the latest business trends and earned valuable recertification credits. Additionally, PestWorld featured General Session speakers Jordan Belfort and Stephen Dubner.

“The packed educational sessions and keynote addresses and the well-attended special events demonstrate the industry's desire for an event with an emphasis on learning and networking,” said NPMA Executive Vice President Bob Rosenberg.

Make plans now to be in Orlando, October 21–24, 2014 for next year's PestWorld. If you have any questions or comments, please do not hesitate to contact npma@pestworld.org.

PestWorld 2013 Best of Show Contest Results

Over the years, NPMA has seen many amazing booth concepts from our exhibitors. This year, NPMA held it's first ever Best of Show Contest in the PestWorld 2013 exhibit hall. We are proud to announce the winners of the three categories:



Single Exhibit
Division: AB
Bait Co.



Multiple Exhibit
Division: Univar
Environmental
Sciences



Island Exhibit
Division: BASF

Congratulations to the winners and thank you to everyone who exhibited at PestWorld 2013!

POST-PESTWORLD SPECIAL

2013 Award Recipients Announced

During its annual awards ceremony at PestWorld, several key awards were presented, including the Pinnacle Award, the Women of Excellence Award, the Young Entrepreneur Award, the Committee of the Year Award, and the Chairperson of the Year Award.

Victor Hammel was presented with NPMA's highest honor—the 2013 Pinnacle Award. The award, NPMA's most coveted and prestigious accolade, honors an individual who has contributed not only to the success of the association but to the industry as a whole over a lifetime or career.

“Victor has embraced the core principal of leaving things better than he found them throughout

his life—and every single one of us has been affected by what he has accomplished,” stated NPMA President Kevin Pass in his remarks.

Marie Horner of The Terminix Company in Greensboro, North Carolina, was the recipient of the 2013 Women of Excellence Award, presented by Orkin. This award recognizes female pest management professionals who demonstrate outstanding leadership and have made notable contributions to the development and growth of other women in the industry.

Ryan Bradbury of Viking Termite and Pest Control in Bound Brook, New Jersey, received the 2013 Young Entrepreneur Award, presented by

Rentokil North America. The Young Entrepreneur Award recognizes young entrepreneurs (40 years of age or less) working in the professional pest management industry who have helped create or develop an industry business and/or those who have stewarded a meaningful industry concept to fruition.

NPMA's Wood Destroying Organisms Committee was awarded Committee of the Year and Cindy Mannes of the NPMA Marketing Committee was awarded Chairperson of the Year.

Please join us in congratulating these recipients! Information about the 2014 Awards Program will be available this Spring.

NPMA Member Benefit: PayAnywhere

In the pest control business, there's no telling where your business will take you. That's why in order to maximize your profitability, you need to maximize the payment options you offer your customers, no matter where they are. As an NPMA member, you can put the power of PayAnywhere's new enhanced mobile payment solution to work for you.

Accept credit cards anywhere, anytime with PayAnywhere:

- Free app and free credit card reader
- Works with most Apple and Android devices
- Just 2.69% for all card brands
- No setup, monthly, or hidden fees

- Next day funding
- **NEW!** Free access to PayAnywhere Inside - add users to your account, order additional free card readers, view reporting, and more!
- **NEW!** Updated app for Android and Apple with streamlined login, cleaner interface, and more features.

To get started, visit payanywhere.com/npma - it only takes a couple of minutes to apply online. **As an added benefit to NPMA members, get your first \$1000 in transactions free after you sign up*!**

**First \$1000 in transactions processed at no charge for 30 days after account approval. New accounts only and not to be combined with any other offers. Program subject to change without notice.*



NPMA

National Pest Management Association

Our Mission is Your Protection

THE NATIONAL PEST MANAGEMENT ASSOCIATION PRESENTS

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CONNECTICUT MEMBERSHIP APPLICATION

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

Firm: _____
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 Number of Years in Business _____

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

Check One	Dues Class	Annual Sales Volume	Annual Dues
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	B	\$200,001-500,000	\$180
	C	\$500,001-1,000,000	\$470
	D	\$1,000,001-2,500,000	\$715
	E	\$2,500,001-5,000,000	\$1,210
	F	\$5,000,001-10,000,000	\$3,025
	G	\$10,000,001-15,000,000	\$4,675
	H	\$15,000,001-25,000,000	\$6,325
	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: \$ _____

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 2013-2014 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

Check # _____ or Visa MasterCard

Credit Card # _____ Security Code _____ Exp. Date _____

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 Andy Architect at NPMA at 703-352-6762 /aarchitect@pestworld.org

¹ All non-NPMA member companies are eligible for this promotion. Does not include renewals and is not available to companies that were members of NPMA within the past 12 months.
² New applicants are still required to pay the state association dues for the 2013 - 2014 year.