

Crack & Crevice

OREGON PEST CONTROL ASSOCIATION

Summer 2011

**OPCA invites you to attend the annual
High Desert Summer Educational Seminar
&
Brandy Ham Memorial Golf Tournament
June 24-25, 2011
Riverhouse Convention Center Bend, Oregon
3075 N Business 97
Bend, OR 97701
541-389-3111**

Schedule of Events for the Weekend:

Brandy Ham Memorial Golf Tournament—Friday June 24, 2011

The annual Brandy Ham Memorial Golf Tournament will be held at Awbrey Glen Golf Club in Bend. Tee times begin at 11:30 am. The cost will be \$95, which includes cart, range balls, green fees and a box lunch. Check in no later than 11:00, shoot a few practice shots, eat your lunch and be ready to go! Call Dave Ottovich at 541-729-8629 EARLY to reserve your place to play on this championship course. See enclosed flyer for more information.

Friday Hospitality – 6:00 pm

Join us in the Gilchrist Suite, Room 153 from 6:00 to 8:00 pm to visit with friends and enjoy some refreshments. This meet and greet is open to anyone participating in the seminar and is sponsored by Target Specialty Products and OPCA.

Saturday High Desert Educational Seminar June 25, 2011
















Registration opens at 7:00 am. Opening announcements and Vendor Introductions will begin at 7:45am.

AGENDA

7:00 – 7:45 am	Registration
7:45 – 8:15	Welcome & Introduce Exhibitors
8:15 – 9:05	Christian Hardigree: Bed Bug Litigation Issues
9:05 – 9:15	Break
9:15 – 10:05	Christian Hardigree – more Bed Bug Litigation Issues
10:05 – 10:15	Break
10:15 – 11:05	Jerry Murphy – Perimeter Pest Control
11:05 – 12:00	OPCA Business Meeting & Election of Officers
12:00 – 1:00	Lunch & Golf Prize Awards
1:00 – 1:50	Bob York – Subterranean Termites
1:50 – 2:00	Break
2:00 – 2:50	Bob York – more Subterranean Termites
2:50 – 3:00	Break
3:00 – 3:50	Janet Fults, ODA – Rodenticide Regulatory Changes
3:50 – 4:00	Break
4:00 – 4:50	Terry Brant – Bird Management Shooting Program

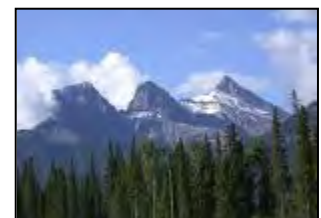
OPCA & WSDA have approved 7 credits. In addition, there are 4 CCB credits for home inspectors and 4 CCB credits for Contractors toward your required elective hours.

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WELLS FARGO INSURANCE



MEET OUR SPEAKERS



Christian Hardigree—Bed Bug Litigation Issues

Christian is a faculty member and the Department Chair for the Hotel Management Department in the William F. Harrah College of Hotel Administration at the University of Nevada, Las Vegas (UNLV). She teaches graduate and undergraduate courses. Christian conducts research and presents papers at industry conferences nationally as related to her various areas of expertise. Christian has spoken to numerous groups on bed bug litigation, educating the hospitality industry on the legal pitfalls inherent in today's litigious society. The proliferation of bed bugs has created an obstacle course for virtually every business owner which necessitates a "working-man's" understanding of the technicalities of the American legal system.



Jerry Murphy – Perimeter Pest Control – Thoughts and Musings

Jerry is the West Coast representative for Rockwell Labs and is a member and good friend to all of us. Jerry lives in Placerville, CA.



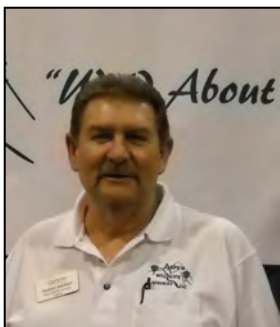
Bob York: Subterranean Termites

Bob is owner of York's Exterminating in Yakima, WA and has been in the pest control business for 37 years.



Janet Fults—Rodenticide Regulatory Changes

Janet is with the Oregon Department of Agriculture, Pesticide Registration Certification/ Fertilizer Program. Janet has been a well-known friend to OPCA for many years.



Terry Brant: Bird Management Shooting Program

Terry is owner of Aspen Wildlife Services in Eugene, OR and is a member of OPCA and NPMA. Terry has made many presentations on wildlife control for NPMA, as well as other organizations throughout the United States.



OREGON PEST CONTROL ASSOCIATION
PO Box 42042
Eugene, OR 97404
541-935-1115 / 800-656-6722 Fax: 541-935-5314

SEMINAR REGISTRATION FORM – June 24-25, 2011

Company Name _____
 City, State, Zip Code _____
 Phone _____ Fax _____ E-Mail _____
 Attendees Names _____

<u>Conference Registration Tally Sheet:</u>	Number of People	Total \$
Member (1 st attendee) \$130.00 each	_____	_____
Member (each additional attendee) \$120.00 each	_____	_____
Non-Member \$150.00 each	_____	_____
Guest Lunch on Saturday \$ 20.00 each	_____	_____
Golf Tournament \$ 95.00 each	_____	_____
TOTAL	_____	_____

Payment Options:

- * Check enclosed: make payable to OPCA and mail to **PO Box 42042, Eugene, OR 97404**
- * E-mail to opca@opca.org or Fax this form to OPCA 541-935-5314
- * **OR...** pay by Visa or M/C: If you choose this option, please provide:

Card Number _____ Exp. Date _____
 Address, including Zip Code, where you receive your credit card monthly statement:

Name on the card: _____

Non-members who join OPCA at this seminar may pay \$130 and save \$20 on their registration fee

Registrations must be received by June 20th
No cancellation refunds after June 21st

*** Walk-in Registration Fee will be an additional \$20.00 per person**



BRANDY HAM MEMORIAL GOLF TOURNAMENT FRIDAY, JUNE 24, 2011

AWBREY GLEN GOLF CLUB
2500 NW AWBREY GLEN DR
BEND, OR 97701
541-388-8526
11:30 AM - \$95.00

This 18-hole championship golf course stretches out over 7000 yards. This is a private course for members and their friends and we are fortunate to have our tournament here this year. The first team will tee off at **11:30 am** and the cost of \$95.00 includes greens fees for 18 holes, cart, range balls and a box lunch.

Awbrey Glen is proud to be hosting the Pacific Northwest PGA 2011 Oregon Open June 13-16. Top amateur and professional players from throughout the Northwest will be competing for the Championship. We will be having our tournament just one week later, so we know the course will be in top-notch condition!!!!

REGISTRATION FORM

COMPANY NAME: _____

Golfers: _____

Please indicate your choice of meat for your box lunch:

Ham Turkey Roast Beef

Awbrey Glen has a dress code, which is strictly enforced:

Men: Acceptable: Shirts with collars and sleeves, slacks & golf shorts mid-thigh or longer are considered appropriate attire. Cargo shorts/patch pocket are allowed, provided they are not excessively baggy. Mock T neck shirts are acceptable, providing the collar is at least 1”.

Not Acceptable: Tank tops, tee shirts, fishnet tops, cut-offs, sweat pants, denim jeans or shirts, excessively baggy pants or shorts, tennis shorts; hats worn backwards or golf shirts not tucked in.

Women: Acceptable: Dresses, slacks, blouses & golf shorts & skirts mid-thigh or longer, tank tops with a minimum 1” strap are considered appropriate. Cargo shorts/patch pocket are allowed, provided they are not excessively baggy.

Not Acceptable: Halter tops, tee shirts, cut-offs, sweat pants, all denim jeans or shirts, tennis dresses or athletic shorts, excessively baggy cargo pants or shorts.

Shoes: Appropriate spike-less golf shoes or approved shoes are required on the golf course & practice areas.

Message from your OPCA President . . .

Hello and welcome to the Crack and Crevice newsletter. I would like to start my thoughts with a thank you to all members for their continued support and practicing ethical pest control. Having been president for the past year has helped me realize the importance of observing how pest control is practiced here in Oregon. I use the word practice because like a doctor or any professional that has an industry that changes and evolves has to change with that industry. We are all practicing pest control because it is also in a continuous state of change. I use this analogy with customers to help them understand our limitations and what to expect from our services. If you have been doing the same methods and using the same products for years, then you are not practicing pest control. If your pricing is too low or you are adjusting pricing just to steal away or get business, odds are you are not up to date with current industry standards. It is recommended for all of us to be closer together as an industry and practicing sound pest control to improve perception, continuity, and create ethical competitive sales. Most of us are doing this and some of us are not. If you know of a company or person that needs a push in the right direction, then recommend they attend one of our seminars or join the OPCA. We need to reach out to our fellow competitors and get them closer to being on the same page as us. Competition breeds excellence and we will become stronger as a company and an industry when we practice good pest control.



My thoughts for all of this comes from my experience with companies applying for membership and are found to be negligent in their business practices, ethics, or both. Unfortunately, there are companies who are not team players, and will bend the rules and laws in their favor. Based on state laws and our association by-laws, the board members' decisions to allow a new company membership have come with some difficulty. These companies know what they are doing and are getting away with consumer fraud on a daily basis. I guess I am a little naïve or may not have an aggressive business philosophy to understand why some people conduct themselves this way. Our board would rather focus more time on positive ideas and creating improved perception of our industry, then having to police these companies. We are volunteers in our efforts to create a better association and our time is limited as we also have a business to operate. I say this as a reminder to my fellow members that we are doing our best in a difficult time and need our association to grow stronger. If you have concerns or ideas about how pest control is practiced in Oregon, please contact us at opca@opca.org or call 800-656-6722.

Looking forward into the future, we have a couple of upcoming educational seminars to attend. The OPCA High Desert Summer Educational Seminar and Brandy Ham Memorial Golf Tournament-at Awbrey Glen Golf Club taking place in Bend, OR on June 24th and 25th, and the OPCA Fall Beach Seminar and golf tournament on September 16th and 17th. This year the fall seminar is located in Florence, OR at the Driftwood Shores hotel, on the beach. The golf tournament is at Sandpines Golf Club, which is a beautiful course and should prove to be a challenging round. The winds slow down in September giving us perfect coastal golf weather. The salmon fishing on the Siuslaw River will be in full swing and there are the dunes and casino for additional recreation ideas. Please try to attend one or both of these events as we have another great crop of speakers lined up. Refer to our website for more details, registration etc. please join us to gain knowledge and have fun with your fellow PCO's!

Thanks again for your time and support of our association!

Matthew Faulconer
President OPCA
opca@opca.org
800-656-6722

Looking at the Ocean from Driftwood Shores Resort in Florence, Oregon. You'll want to join us September 17th!!!





Commercial Pesticide Operators are increasingly turning to non-conventional pesticides to branch out into different markets or to try to lower costs. Before a company jumps into using these types of products or marketing themselves differently, they should consider whether it is legal to do so. Some startup businesses are even under the impression that pesticide laws do not apply to them if they use certain pesticides. For example, ODA occasionally receives phone calls that go something like this:

Caller: "Hello, I am thinking about starting a business to apply natural products for bedbugs. Someone told me I needed a license, but I don't really think I need one."

ODA: "OK, so you are going to be applying pesticides for hire in residential and commercial properties?"

Caller: "Oh, these are not pesticides, these are completely natural, organic and safe products. I am quite sure I would not need a license to use them."

ODA: "Well actually...."

With that, the discussion continues and ODA informs the caller about the definition of the term pesticide:

"Any substance or mixture of substances intended to be used for defoliating plants or for preventing, destroying, repelling or mitigating all insects, plant fungi, weeds, rodents, predatory animals or any other form of plant or animal life which is or which the department may declare to be a pest, which may infest or be detrimental to vegetation, humans, animals, or be present in any environment thereof."

In short, that means a pesticide is any substance that kills any pest. The definition makes no distinction between "conventional" pesticides and "organic" pesticides. Nor does the definition exclude homemade pesticides or other substances that are not marketed as a pesticide, but are being used by a person to kill a pest.

Here are some examples of "less toxic" substances we get calls about. Even though these ingredients are exempt from EPA registration, commercial applications of these products can only be made by licensed operators/applicators.

- Cedar oil
- Corn gluten meal
- Citronella

Here are some examples of substances that are marketed for other purposes, but are sometimes used as pesticides. Commercial Pesticide Operators/Commercial Pesticide Applicators are not allowed to use these substances as a substitute for registered products. (Note: EPA-registered versions of iron sulfate and diatomaceous earth are available)

- Iron sulfate (fertilizer used as moss control)
- Diatomaceous earth (pool filter additive used as insecticide)
- Beer (delicious beverage used as slug killer)

Next, ODA advises the caller that they must obtain a license to be in the business of making pesticide applications for others. For the business, they must obtain the Commercial Pesticide Operator license. For the person, they must obtain the Commercial Pesticide Applicator license. Both licenses must have the category or categories that correspond with the application site and type of pesticide being applied.

If you are reading this article, you may already be licensed.

Trapper Mini-Rex Has Its Own Big Bite

NEW

Mini-Rex
Mouse Snap Trap

T-Rex
Rat Snap Trap

Taking full advantage of Trapper T-Rex's aggressive design, user-friendly features and proven results, NEW Trapper Mini-Rex Snap Trap is the top predator in the battle against mice. Its ideal balance of trigger sensitivity and powerful trap velocity ensure Mini-Rex delivers the same devastating results for mice that the T-Rex has continued to deliver on rats.

Upgrade your company and image with the professional quality and results only the new Trapper Mini-Rex can provide. Available from your Bell distributor.

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www.belllabs.com

(Continued from page 6)

With respect to these types of products, make sure you have both the correct type of license and the correct categories. Remember that the principles of licensing and categories apply even if you are using products that could be classified as “organic,” “natural,” “safe,” “green,” or otherwise branded differently than “conventional” pesticides. Also note that as an operator, you have a responsibility to use EPA registered pesticides (or pesticides explicitly exempt from registration under FIFRA). Conducting pest control with homebrewed pesticides or other substances that are not labeled specifically for pest control is against the law.

ODA Home Page

<http://www.oregon.gov/ODA/PEST/>

What Category for Fruit Trees in Landscape Settings

Occasionally, a client of a Commercial Pesticide Operator may ask for the additional service of applying pesticides to a fruit tree when an applicator is out applying pesticides to an ornamental area. It may make sense for the applicator to perform the application while they are on the site, but it is critical to make sure that the applicator has the correct license category and is using a product that is labeled correctly for the crop being treated.

The following indicates the appropriate category of licensing for a Commercial Pesticide Operator/Applicator/Trainee when making insecticide and/or fungicide applications to trees or gardens that produce edible fruits, nuts, or vegetables.

Either the Ornamental and Turf: Insecticide/ Fungicide or the Agriculture: Insecticide/ Fungicide category is acceptable when a landscaped area associated with a residence includes trees or gardens that produce edible fruits, nuts or vegetables for the intended personal use of the owner/renter of the residence.

Only the Agriculture: Insecticide/Fungicide category is acceptable when trees or gardens that produce edible fruits, nuts, or vegetables are grown as a commercial crop. A commercial crop includes edible fruits, nuts and vegetables distributed to the public through on-farm sales, including “you-pick” operations, farmer’s markets, donations to food banks and other charitable organizations, and community/neighborhood gardens when the crop is distributed to persons other than the person(s) who grew the crop.

All pesticide applications must be made with pesticide products that have the specific crop on the label. This ensures that adequate food residue tolerances are established for the protection of human health. Lawn care and ornamental products may not have appropriate label language that would allow use on fruit trees or vegetable gardens. Make sure to double check the label before applying any pesticide to these plants.

ODA Home Page

<http://www.oregon.gov/ODA/PEST/>



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Pesticide Testing Gets a Computerized Makeover

Pesticide users in Oregon need a license for certain pesticide applications, but getting that license requires the candidate to first take and pass an exam. To make the testing process more convenient and quicker, the Oregon Department of Agriculture has added computer-based pesticide testing to its existing testing centers. Computer testing provides convenient registration, a user-friendly testing interface and instant feedback to test results. It also allows the test-taker to see how they did on various sections of the test. Candidates should consider computer-based testing, especially if they are in a hurry to get a license, since they can apply for the license at least one to two weeks earlier than paper-based testing.


Signing-up for computer-based testing is simple. Just call 1-877-533-2900. Registration involves providing your contact information and choosing a testing site. The most complicated part of registering for a test is knowing what test to take. A comprehensive guide to pesticide licensing is available on the Oregon Department of Agriculture web site (<http://oregon.gov/ODA/PEST>) to assist candidates in making this decision. When finished registering, candidates simply go to the testing center at their scheduled time to take the test.

When it comes time to test, candidates will discover that using the computer interface to answer the questions does not require special technical skills. The candidate should be familiar with using a computer mouse to navigate through the questions. Those who have never used a computer are welcome too, but they might need assistance from the testing center prior to the test. The computer developer tested the interface with older-generation farmers to make sure it was easy enough to use, even for novice computer users.

Test takers will enjoy getting instant feedback on their test results. Immediately following completion of the test, the candidate will know not only if they passed, but also how they did in each section of the test. They can then focus their studies if they need to retake a failed exam. With paper-based testing, exam answer sheets must travel by mail to Salem for grading. The postal service then must carry results letters back to the candidate. This slow process is eliminated with computer testing, resulting in a much quicker turn-around time for licensing.

Overall, computer-based testing is a more efficient new way to take pesticide exams. Test takers may groan at the thought of taking a test, but testing is the most reliable way for Oregon Department of Agriculture to ensure licensed applicators will be competent working with pesticides. When testing, prospective pesticide applicators now have two choices for testing format. Considering the list of advantages, Oregon Department of Agriculture is confident that computer-based testing will be a popular choice.

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CARTHAGE, OHIO HOME DESTROYED BY BED BUG TREATMENT (From Cincinnati TV article)



Bed bugs lead to a much bigger problem for two families in Carthage, Ohio. Firefighters were called to a duplex around 2:00 pm Sunday afternoon. The owners had hired an exterminator to kill off the bed bugs which had infested the home. The exterminator set up 6 propane powered convection heaters. The goal was to heat the home to 135 degrees, hot enough to kill the bed bugs.

With an hour and a half left in the process, the fire began. Firefighters say one of the heaters caught the living room carpet on fire. No one was inside the unit when the fire started, so no one was hurt.

The exterminator fears his business is ruined forever. He says he's licensed and insured.

The fire chief says he's never heard of a fire started by bed bug treatment.

The unit where the fire started is a complete loss. The other unit in the building suffered minor smoke and water damage.

The Red Cross is helping out the people displaced by the fire.

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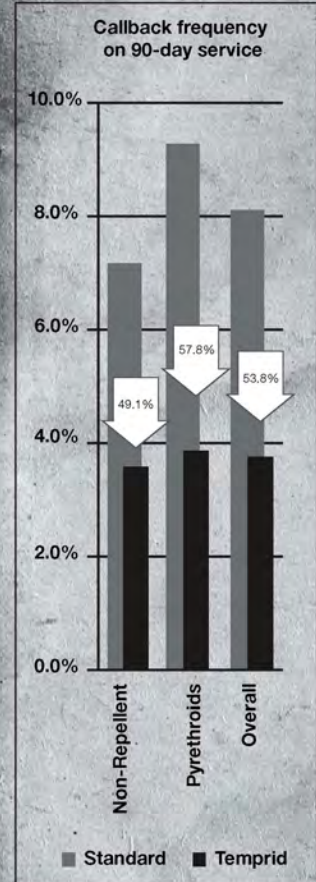
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C&C FEB 2011

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- Greg Weatherly,
Director of Technical Service
and Training at Truly Nolen of
America, Inc.

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Bayer Environmental Science

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TEMPRID[®]

Risk Mitigation and Trapping



With Risk Mitigation protocol descending upon us, changing our baiting application to less than 50 feet away from the structure will be the “new” baiting procedure. Having an action plan in place to begin the conversion, and being aware of the various trapping stations, can save you money and may fit into your current program to maintain and service your accounts.

Devices to consider for Rats:

Hard Plastic Bait Stations

- J.T. Eaton 903TP Rat Fortress: Holds 2 mouse glue boards or two Jawz rat size snap traps,
- RBS EZ- Clean: Holds 1 Jawz Rat Trap,
- Bell Labs- Holds One T-Rex or Jawz Rat Trap

Trapping Stations

J.T. Eaton 401STS (Snap Trap Station): Made of metal; can hold two wood snap traps or two Jawz or T-Rex Snap traps

Disposable Stations

J.T. Eaton 901 Safe-Tee Plastic Bait Station: This is a thin plastic station that is made to hold a specific rat size glue board (J.T. Eaton item 177 glue board) and fits a single Jawz Rat Trap.

Increasing the frequency of visits when trapping more than 50ft away from a structure will increase your cost, so start considering pricing adjustments, and plan on notifying your customers of this change soon.

James Rodriguez
Territory Manager
J.T. Eaton Co., Inc
(818) 640-4587

Does your cat help you with your work? Mine does!



PLAN TO JOIN US IN SEPTEMBER AT DRIFTWOOD SHORES RESORT IN FLORENCE, OREGON



This year the Fall Beach Seminar will be at Driftwood Shores Resort in Florence, Oregon. The venue will be a change of pace and the scenery is spectacular. Florence is the home of the famous Oregon Dunes, which offer a variety of activities. Golf on Friday, September 16th will be at Sandpines Golf Club. On Saturday September 17th, the agenda will feature Jeff Tucker from BASF, with a spider presentation; Paul Bello with his active bed bug presentation; Earth Care Products presents odor control; Sean Rollo from Orkin on beetles, NPMA will brush us up on public relations and a panel of Terry Brant, Steve Adams and Dave Mays will present various wildlife control traps. Mark you calendar

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Visit our Vendor Table at the annual High Desert Summer Seminar

Zoëcon Introduces Zenprox™ EC Broad-Spectrum Contact Kill to Control Over 25 Different Insects

Cash rebate offered on all purchases through September

Schaumburg, IL, May 23, 2011—The Zoëcon Professional Products division of Central Life Sciences introduces Zenprox™ EC, a broad-spectrum contact kill product approved for indoor use. Fast-acting Zenprox™ EC controls over 25 different insects including fleas, bed bugs, ants and cockroaches with an extended residual. It is also effective in suppressing egg hatch of bed bugs and kills newly hatched bed bugs. With the launch of the product, Zoëcon is offering a cash rebate on all purchases of Zenprox™ EC made by September 30, 2011.

“Our primary goal was to create a broad-spectrum contact kill product that works immediately and offers an extended residual, and we’ve done that with Zenprox™ EC,” said John Neberz, business manager, Zoëcon Professional Products.

“Zenprox™ EC also provides pest management professionals with an ideal tank mix partner for use with Gentrol® IGR or Precor® IGR. The combination of a contact kill product and an IGR helps provide complete control for a variety of insects and helps prevent reinfestations.”

The active ingredient in Zenprox™ EC, Etofenprox, is non-repellent. Approved for indoor use, Zenprox™ EC can be used as a broadcast, spot, or crack-and-crevice treatment to control pests in homes, hotels, schools and commercial properties.

Zenprox™ EC is available in a 16 oz. squeeze and measure bottle and comes with six bottles per case. It mixes easily with water and may be applied with most application equipment.

Zoëcon is offering a cash rebate of \$15 for every case or \$2.50 for each 16-oz. bottle of Zenprox™ EC purchased. All purchases made between June 1 and September 30 are eligible for the rebate with proof of purchase submitted by November 1, 2011. For more information on Zenprox™ EC and complete details of the cash rebate, visit www.zoecon.com/zenprox.

This could be you walking on the beach in front of the Driftwood Shores Resort. Come to Florence for the OPCA Fall Beach Seminar September 16-17, 2011!!! See you there!!!



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VISIT WWW.ZOECON.COM TO SEE OUR FULL LINE OF FLY CONTROL PRODUCTS



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GOPHER CONTROL . . .

The 100 ft. restriction of the application of aluminum phosphide is coming soon, and new label restrictions are going to hamper the efforts of many PMPs' gopher control programs. PMPs will be left with baiting, trapping or burrow explosion devices; all of which come with their own limitations. Understanding these techniques can help you overcome failures and minimize re treatments.



1. Gopher bait blocks vs. seed or pellet baits can offer longer residuals because they don't become moldy as quickly, and require minimal re-treatments
2. First generation anticoagulants like Diphacinone offer Vitamin K1 as an antidote, whereas Strychnine doesn't. Explosion devices aren't recommended in residential settings. Fire and police departments should be notified. Always be aware that they can cause a fire if not used properly

Failure in baiting occurs when a gopher's mound is disturbed. I like to give the example of someone "kicking in your front door"; a gopher may abandon that area or backfill it, because it appears that a predator has entered their tunnel system. Always bait away from the mound, in the main runway.

When trapping or using residual products like gopher bait blocks, you should always be 8-12 inches away from a mound in a main run; any holes you make should be covered to keep out light. Gophers are solitary animals and they are continually doing burrow maintenance—thus they will come across your blocks and traps, so your success will be inevitable!

James Rodriguez
Territory Manager
J.T. Eaton
(818) 640-4587



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NPMA Announces Dates for PestWorld 2011

78th Annual Convention & Exhibition being held in New Orleans, Louisiana

For 78 years, the National Pest Management Association (NPMA) has been bringing pest management professionals, distributors, and suppliers from across the globe to its annual convention and exposition—PestWorld.

NPMA is pleased to announce that PestWorld 2011 will be held October 19 - 22 at Hilton New Orleans Riverside in New Orleans, Louisiana. With targeted information on the latest products, services, technologies, and business applications, PestWorld is *the* destination for networking, education, products, and research in the pest management industry.

For hotel reservations, call The Hilton New Orleans Riverside at 504-561-0500 to receive the NPMA group rate of \$239 per night. For more information about PestWorld 2011, visit

www.npmapestworld.org/pestworld2011/index.cfm



IMPORTANT RODENTICIDE UPDATE

As we have reported in a number of member communications, rodenticide products shipped by manufacturers after June 4 must be sold in certain container sizes and bear significant label changes, though distributors and PMPs may continue to sell and use existing product in accordance with the product's labeling until supplies are exhausted. **(NPMA staff urges PMPs to carefully read rodenticide product labels and to carefully manage the use of old labeled products.)** Two of the more significant label revisions prohibit the use of rodenticides more than 50 feet from a building and, on some labels, limit the target species to only commensal rodents (Norway and roof rats, house mouse).

NPMA staff has been actively engaged with EPA over the last few months to discuss the problem with these restrictions and the negative impact the new label language will have on rodent control. During this dialogue we have raised certain examples such as the use of rodenticides around dumpsters or for the control of pack rats or deer mice that would be undermined or prohibited altogether. Through our latest discussion with EPA officials we have learned that the Agency is likely to issue guidance addressing these issues soon. When the guidance is issued NPMA will forward this important information to the industry.

NPMA Introduces New Health Insurance Program

The brand new Chartis Limited Medical Benefit Plan, created by Weisburger Insurance Brokerage for NPMA members is designed to provide you a cost-effective way to deliver broad, affordable coverage for our members who may not have access to traditional benefits, as well as our member companies looking to provide their employees with valuable coverage to basic health care.

Highlights of the plan include:





- Limited Benefit Health Insurance coverage pays cash benefits in addition to other insurance
- No one is denied coverage based on pre-existing conditions or current medical status
- Offers "access" to healthcare and helps to reduced rates from a nationwide network of physicians and hospitals
- Offers coverage for spouses and dependent children

Provides prescription drugs benefits, vision care, lab & imaging coverage and accident expense benefits

Questions? Contact NPMA at npma@pestworld.org.

WHO CAN BENEFIT FROM LIMITED BENEFIT MEDICAL PLANS?

Limited Benefit Medical plans offer Pest Control companies of any size, the ability to provide coverage to their employees, contractors, sole proprietors and those:

-  Who may not have access to comprehensive medical insurance
-  Who may not be able to afford comprehensive medical insurance
-  Who elect comprehensive medical plans with high plan deductibles, thus requiring significant out of pocket payments that may be supplemented by these plans
-  Who cannot afford to add dependents to a company sponsored plan

Comparing Limited Medical Plans is like comparing "apples to oranges". The commonality amongst all plans is that they provide for services at the physician level and then put low dollar caps on services like hospitalization and surgery. Where the plans differ is in how the benefits plans are designed. The overwhelming majority of the plans in this marketplace try to mimic the basic look of a commercial major medical plan that is being offered to full time employees. The Limited Medical Plan that is offered through NPMA offers co-pays, deductibles and PPO Networks, which are what Human Resources and other insurance purchasers are accustomed to buying.

To enroll in NPMA's new Limited Benefit Medical Plan, visit www.getenrolledonline.com/npma or call

1-866-971-2368.

Metaldehyde Slug & Snail Bait Hazards to Humans and Domestic Animals (Dogs)

Many common slug and snail baits contain the active ingredient metaldehyde. There are several metaldehyde product labels that allow for above-ground or broadcast use on various crops and home gardens in Oregon. These pesticide labels require applicators to take necessary precautions to prevent the poisoning of dogs and other pets. Dogs in particular are attracted to bait, and will eat bait applied to the soil surface (especially if piles are allowed to form), or even rip open stored bags of bait.

Metaldehyde may be fatal to dogs or other animals if eaten. For incidents involving animals, seek veterinary care as soon as possible after exposure. Have the product container or label with you when you seek veterinary care.

Slug and snail baits are pesticides, and are thus subject to state and federal pesticide laws. Use of a pesticide product inconsistent with the product label, or in a faulty, careless or negligent manner, is a violation of Oregon pesticide laws and regulations. The basic points to remember when using slug and snail baits:

Confine pets during treatment.

- Do not allow piles to form when applying bait. These are attractive to pets, foraging birds and other wildlife.
- Keep pets out of treatment areas until the product is degraded or consumed by slugs and snails.
- Sweep up or collect and remove any product that lands on the driveway, sidewalk, or other hard surface on which it is spilled.
- Pick up any spills immediately and dispose of the material in an appropriate manner.

Store product in its original packaging, in a cool, secure location, and out of reach of children and pets.

A quick check of any slug and snail bait product label will tell whether the product contains the active ingredient metaldehyde. Other slug & snail bait products, such as iron phosphate, may require more frequent applications but may be less toxic to pets.

For questions about pesticide sales, distribution, or registration please call the Pesticides Division, Oregon Department of Agriculture, at 503-986-4635.

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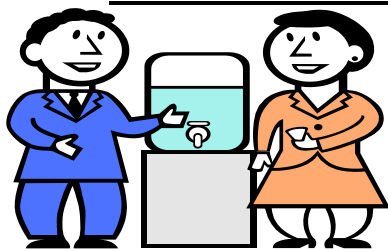
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AROUND THE WATER COOLER AND BEYOND



Dustin & Molly Heidtke added daughter Kate to the family. Kate was born on April 17th.



This 180-pound cougar was shot off upper Camp Creek after attacking goats!



NEW SALES REPS ANNOUNCED:

David Braness is new Northwest Area Sales Manager. You may contact David most recently worked for Massey Services in Orlando, FL as general manager. David is moving to Fresno, CA and his phone number is 408-205-8917

Atlantic Paste & Glue has a new West Coast Sales Manager—his name is Steve Olenak and he has settled in Carlsbad, CA. You may reach Steve at 347-585-1033. We hope to meet both David and Steve in Florence September 17th!!!



Who said Richard Kesecker doesn't know how to have fun on his birthday, complete with a candle hat!!!



If you've taken a class at the WSU Structural Pest IPM Facility in the last few years, (or at the joint WSPMA/OPCA joint seminar in Vancouver), you probably have met Duane Roundy. Duane has been involved in the WSU training facility from the very beginning – the design phase, building the structure and, as an instructor. A few weeks after he taught one of our classes last September, Duane learned he has brain cancer. Unfortunately, the prognosis is not good. So, to celebrate the enormous contribution he has made in helping educate both home and structural pest inspectors, the Washington State Pest Management Association is hosted a very successful golf event in Duane's honor. It was held at the Washington National Golf Club in Auburn, Washington on May 23rd. Duane and Sue Froyd own AAA Pest Control in Kent, Washington.

Below left are Steve Wolfe and his daughter Shelbie with some mighty nice fish caught off Sitka, Alaska. Below right is Deana Wolfe's truck in the Oakridge Parade earlier this Spring. Steve recently changed the name of his company from Bio-Tech Pest Solutions to Bio-Tech Pest, Inspections, Construction Solutions Inc.





ARE YOU A MEMBER OF OPCA?

If not, we would like to welcome you to review a few of the membership benefits by visiting our website:

Www.opca.org, or call the OPCA Office at 541-935-1115 or 1-800-656-6722. Remember, there is strength in numbers and we invite you to join.

IF YOU ARE A MEMBER OF OPCA:

We have a great organization but it will only get stronger when more folks take on responsibilities. The benefits are not only to the organization, but you will also find that participation is gratifying and the best way to build relationships within the association. We each get out of our membership only what we put into it.

OPCA has some challenging projects ahead of us this year and we could use your help. Please volunteer to serve on one of the committees listed to the right. The more folks that get involved, the less work for each of us.

One area not listed is the newsletter, the Crack & Crevice. I would welcome any articles you wish to submit. It can be industry-related or not. Pictures are always welcome. Vacations are coming up this summer. Send me some pictures of your memories. Sue Fisher

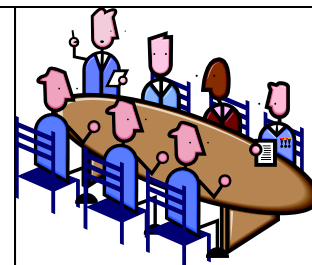
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Pest Tech, Inc, Florence
541-997-3781
pestdetective@oregonfast.net

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Diane Grant, South Coast Xterminating
541-756-8000; southcoastxterm@mycomspan.com

Terry Brant, Aspen Wildlife Services
541-968-8727; terry.aspen.ws@q.com

Mike Adamson, Pioneer Pest Management
360-693-2644; mikea@pioneerpestmanagement.com

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541-997-3781; pesttech@oregonfast.com

Steve Fisher, Fisher Pest Management
541-935-7979; steve@fisherpm.net

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Changes to Directly Supervised Trainee Testing

First time applicants for a new pesticide license must choose the path of either the directly supervised trainee or the fully certified applicator. In the past, ODA offered unique tests for each license. Now, these individuals will be able to take one "Laws and Safety" test that will count towards both the trainee license and the commercial/public pesticide applicator license.

- The new "Laws and Safety" test is available in testing centers now.
- This test replaces the old "Directly Supervised Trainee" test and the old "Laws and Safety" test.
- The "Directly Supervised Trainee" test is no longer available.

The new Laws and Safety test is now available in Spanish.

This change was made to streamline the process of licensing for trainees and to encourage trainees to follow a path leading to their full certification as a Commercial or Public Pesticide Applicator. The new combined test is based on the same study manual (the Oregon Pesticide Safety Education Manual by OSU Cooperative Extension) as the old tests. Preparation for the new test should be similar to either the old "Directly Supervise Trainee" or "Laws and Safety" tests.

The procedure for taking the new test is comparable to the old tests, with a few key differences. As a person going to take the new test or as a company sending someone to take the test, it will be important to ask the testing center for the correct test. From this point forward, do not ask for the trainee test, instead ask for the "Laws and Safety" test. In addition, there will be some changes regarding the results letter the test-taker receives. ODA will send additional instructions to applicants who pass the "Laws and Safety" test on how to apply for the Directly Supervised Pesticide Trainee license. This will involve visiting the ODA website to download the Directly Supervised Trainee application form.

If, after passing the exam, the test-taker wishes to pursue the Commercial or Public Pesticide Applicator certification, they simply need to take the appropriate category tests for the type of work they will be doing. It is important to note that the Laws and Safety test score will be valid for a maximum of two years to count towards the full certification. After that time, the person will need to re-take the Laws and Safety test.

The new Laws and Safety test is now available in Spanish. This translation maintains the availability of a Spanish-language test for the Directly Supervised Trainee license. However, at this time ODA does not plan to translate category exams to Spanish or any other language.

OREGON PEST CONTROL ASSOCIATION

GENERAL INFORMATION

Office Hours:

9 a.m. to 5 p.m. Mon. - Fri

Address:

P.O. Box 42042, Eugene, OR 97404

Telephone:

(541) 935-1115

1-800-656-OPCA (6722)

FAX (541) 935-5314

CRACK&CREVICE STAFF

Editor Sue Fisher
Photography . . . Steve & Sue Fisher

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U P C O M I N G E V E N T S

- June 24 Brandy Ham Memorial Golf Tournament—
Awbrey Glen
- June 25 High Desert Seminar—Riverhouse Convention
Center—Bend, OR
- July 13 Target Specialty Products Annual Golf
Tournament to benefit the American Cancer
Society
- July 21-13 NPMA Academy—Scottsdale, AZ
- September 16 OPCA Fall Beach Golf Tournament—Sandpines
- September 17 OPCA Fall Beach Seminar @ Driftwood Shores
in Florence
- September 22 OFS “Evening of Champions” in Salem
- October 19-22 NPMA PestWorld - New Orleans
- November 3 OPCA Southern Oregon Education Day

UPCOMING CLASSES AT CHEMEKETA CC ...



Pesticide Laws and Safety and Directly Supervised Trainee Review XAGR9801M (CRN 30278) Approved by the Oregon Landscape Contractors Board for eight CEH. Reviews federal and state pesticide laws and the government agencies related to pesticide regulation and safe pesticide use. Helps prepare the student to successfully take Oregon’s pesticide certification exams in Laws and Safety and Directly Supervised Trainees categories. Eight hours pesticide recertification credit available. Laurie Gordon, instructor. 8 a.m. - 5 p.m., **Friday, September 9.** Salem campus, Building 61, Room 102. \$173. Call 503.399.5139 by August 23 to register and receive advance study material. No refunds after August 23. Bring a pencil/pen, paper, calculator, and materials we send to you to class. Exam offered 5:30-8:30 pm

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