

Crack & Crevice

OREGON PEST CONTROL ASSOCIATION

June, 2017 Edition

President's Message

Nancy Boerema, 2016-2017 OPCA President

As you know, my term as President has ended and I hope that during my term I have been able to make a positive impact on both the current and future of OPCA. Thank you for the opportunity to lead and for your patience as I grew in my position. This is definitely one experience I will never forget!



My journey in leading the association wasn't done alone. I was accompanied by a team of dynamic individuals who shared in our successes and will continue to strengthen our association.

So I would like to take this opportunity to thank them for their hard work and dedication, and without whom running the Association wouldn't have been possible.

Continued on page 4

Fall Beach Seminar Set for September 15-16

Beach Trip! Our fall seminar at the beach is coming up, September 15-16 in Lincoln City. Once again we are returning to Chinook Winds Casino. We will be in the big room under the restaurant at the hotel, not in the casino itself. This is a nice room, right on the beach, the same place we were last year.

Our main speaker is **Lyle Townsend**. He will give an extensive, in depth seminar on rodents. We are building out the rest of our speaker lineup, so stay tuned to the website and emails for updates. Our host hotel this year is the **Liberty Inn** which is just outside the casino on top of the hill. We have a block of rooms there. We also have a handful of rooms blocked at the hotel if you want to be closer to the meeting room.



Friday we will hold our golf tournament at Salishan Golf Club. This course is more challenging for those "big hitters" (you know who you are!). Most likely, tee times will start a little earlier, at 8:30 am. Friday morning we will also have a fishing trip, most likely out of Depoe Bay. Join us this year. Maybe you will get the "BFD" award (Biggest Fish of the Day)! Registration is OPEN at www.opca.org.

Win the "BFD" award this September!

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Quick Calendar

Fall Beach Seminar
September 15-16, 2017
Chinook Winds, Lincoln City, OR

Southern Oregon Seminar
November 17, 2017
Evergreen Savings Bear Hotel
Grants Pass, OR

High Desert Seminar
June 1-2, 2018
Eagle Crest Resort
Redmond, OR



OPCA Board Elections Held

The OPCA members elected their 2017-2018 officers and members at large at the High Desert Seminar. Here are your officers and directors for 2017-2018:



Greg Ego, 207-18 OPCA President

Officers:

Greg Ego, President,
Rasmussen Spray
Service

Mike Kesecker, 1st V.P., Good Earth Pest Control
Wiley Sanders, 2nd V.P.,

Nancy Boerema, Past President, Firefly
Rob McMaster, Secretary-Treasurer, Halt Pest Control

Members at Large (6):

Tim Banwell, Beaverton Pest Control

Linda Bogart, Firefly

Bill Granstrom, Ultimate Pest Control

Scott Lipscomb, Rasmussen Spray Service

Steve Nagel, A2Z Home Inspections

Larry Treleven, Sprague Pest Control

President's Message

Continued from page 1

I would be remiss if I did not mention our committee chairs and their volunteer members. There are not enough words to express the thanks and appreciation of these great individuals. I appreciated their passion and undying commitment to the board by devoting their time and energy .

But most importantly, my thanks go out to you, the members, for all your support during this year of change. For without you, the Association would not exist. It has been my pleasure to serve you.

In closing, I do have one final request. I ask that each of you pledge your continued support to OPCA and help our 2017-2018 Association leaders continue our journey to deliver the success our Association deserves.

As you know, we can do this. But only Together.

Nancy Boerema

OPCA President 2016-2017

My thanks go out to you, the members, for all your support during this year of change.

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OPCA's 2017 Scholarship Awarded to Sierra Mays

OPCA recently awarded the 2017 scholarship to **Sierra Mays**. With a smile and clearly grateful, Mays gave an eloquent speech about her plans for in the field of dentistry. Mays plans to join the program called *Mercy Ships International*, which provides critical medical treatment for people in disadvantaged countries around the world.

Sierra is the daughter of Dave Mays of Bugs Northwest in Grants Pass. The OPCA board congratulates Sierra and wishes her well!



The OPCA scholarship program is open to all OPCA companies. The next scholarship will be awarded in June, 2018. The application deadline is April 30, 2018. Find information on the website at www.opca.org.

ODA Sign Out Policy

If you have come to any OPCA events, you are probably familiar with out sign out procedures. But, if it's been awhile, you need to be aware of this important change.

Due to staffing limitations, the **ODA now requires you to sign out** on continuing education sign in/out sheets. OPCA will go the extra mile at all events to remind the attendees of this policy and to sign out.

We will go to some degree to hunt you down, but **once the meeting is over** and we have packed up our sign-in sheets and headed home, you may be out of luck if you forgot to sign out!



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Pest Control Firms Warned about “Phishing” Scam

It has come to my attention that there is a possible “phishing” scam going on targeting pest control operators.

Here’s how it works. Someone will email you about getting pest control services in order to close the sale on a house they just bought. They will contact again and say they have been diagnosed with a disease (maybe cancer) and try to get you to go along with a promise of a tip and down payment. I think what they are going for is to get personal information from you eventually.

The give away for me was, when asked for specifics on services, they just threw it all in there... "spiders, bedbugs, cockroaches..." like they were reading a list of typical ser-

vices. Also, they don't seem actually interested in you going to the property to give an estimate. That's another red flag. That and the person won't sound like English is their first language.

Basically they are trying to get you to go along with this long enough to get personal information from you, get you to send them money, or possible credit card information. **Don't fall for it.** If you get a call like this, contact the Attorney General's office.

Harvey Gail
OPCA Executive Director



OPCA Government Affairs Update: *Aerial Spray Ban Narrowly Passes in Lincoln County*

On May 30, Lincoln County finalized the votes on controversial Measure 21-177 which was on the May 16 Special Election ballot. The measure prohibits aerial pesticide spraying and creates rights of local citizens. The ballot measure narrowly passed with 6994 yes votes to 6933 no votes.

There has been a lot of discussion on legality of the measure since.

Even before the measure was voted on, Oregon’s preemption laws were called into play which may delay the implementation, or prevent it all together.

Other issues have also been noted. This week a Lincoln County Circuit judge issued a preliminary injunction that prevents enforcement. According to a county commissioner, the preliminary injunction prevents citizens from exercising the “direct action”

portion of the measure. The Lincoln County Sheriff will put enforcement of the or on hold until the court proceedings are resolved.

Continued on page 7

An advertisement for Brigand Rodenticides. The background features a green hexagonal pattern. At the top, the word "BRIGAND" is written in large, bold, red letters, with "RODENTICIDES" in smaller red letters below it. Below this, the slogan "Palatable, Practical & Simply Deadly..." is written in blue. There are two product images: a soft bait packet and a wax block. The soft bait is described as "Highly attractive soft bait, ideal for clean-outs and to tempt rodents away from other food sources." The wax block is described as "Moisture tolerant wax block bait with a unique chocolate aroma, ideal in all situations. Especially in areas of high moisture or heat." At the bottom, the PelGar USA logo is shown, along with the phone number "610.849.1723" and the website "www.PelGar-USA.com".

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& Simply Deadly...*

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Moisture tolerant wax block bait with a unique chocolate aroma, ideal in all situations. Especially in areas of high moisture or heat.

PelGar USA 610.849.1723
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Membership Adds Up at OPCA!

The Oregon Pest Control Association is a non-profit organization comprised of pest control operators, home inspectors, and affiliated industries.

OPCA Benefits:

-  Three general membership business meetings per year.
-  Members receive a reduced cost in registration for educational recertification seminars. Reduced rates for OPCA members MORE than make up for your dues every year..
-  Legislative representation through Oregonians for Food and Shelter, a lobbying organization for ag industries in Oregon.
-  Four *Crack & Crevice* newsletters are sent each year.
-  Insect identification is available through OSU Extension offices throughout Oregon.
-  Your company is listed on a map of Oregon on the OPCA website for public contact access.

Registration Discounts

+

Information

+

Legislative Representation

+

Advocacy

=

Value of OPCA Membership

OPCA Membership Categories and Rates:

-  **ACTIVE MEMBERSHIP:** Pest control companies who also join the National Pest Management Association. The dues structure to NPMA is available on the application form on the OPCA website. Active dues: \$175 per year plus the cost of NPMA dues which are on a sliding scale depending on sales volume.
-  **ASSOCIATE MEMBERSHIP:** Person, firm, corporation or other organization interested in the welfare of the pest control or for home inspectors. Associate dues: \$175 per year.
-  **ALLIED MEMBERSHIP:** Includes suppliers (vendors) to the pest control and home inspector industries. Allied dues: \$150 per year.



Save the Date:

OPCA Southern Oregon Seminar

Nov. 17, 2017

**The Bear Hotel
Grants Pass**

OPCA Membership Report

OPCA membership as of June 2017.

- New members: 2
- Active members: 60
- Allied Members: 4
- Associate: 7
- Limited members: 1
- Honorary: 3

Membership Application:

Know of any companies that should be members? Direct them to our website: www.opca.org/join.

Lapsed Membership Policy:

OPCA members should know that it is OPCA's policy that if a member company lapses for one full year they must **reapply** for membership in OPCA. So don't let your membership lapse! If you are unsure of the status, contact our office.

Dues paid by corporate offices:

If your corporate office is in another state and it pays the dues for your Oregon offices please let us know!

Members are posted on our website at www.opca.org on a Google Map. Check it out!



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Aerial Spray Ban, Cont from page 5

While the voters narrowly approved the measure, the Lincoln County Board of Commissioners took a position against it during the election.

OPCA members, while small in number, did all they could to talk to people, put up signs and present at community meetings

OPCA members, while small in number, did all they could to talk to people, put up signs and present at community meetings on the ramifications of the measure.

The rules are very broadly written and will create a lot of confusion in exactly what "aerial spraying" involves.

If you think the issue is dead, just wait for more. There is a similar ballot measure being drafted in Lane County.

Courtesy of KLCC FM and The News Guard

More Government Affairs on page 8

Advertise in Crack & Crevice!

Crack and Crevice, OPCA's quarterly newsletter reaches OPCA members and their employees. *Crack and Crevice* has a long shelf life. Issues are frequently handed out at member events and sent in member kits to new members. Exposure lasts longer than typical newsletters.



Rates

Business Card—\$50
Quarter Page—\$100
Half Page—\$200
Full Page—\$350

Publication Calendar

Month: Theme/Recent Event

March NWPM Conference
June High Desert Seminar
Sept. Fall Beach Seminar
Dec. So. Oregon Seminar

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Government Affairs Report Continued from page 5

State Issues: Oregon Universal Healthcare Bill

SB 1046, Oregon's universal health care bill was heard in the Senate Health Care Committee on April 20th. The bill has broad impacts on small businesses and employers. As written, SB 1046 is a broad bill that is intended to be amended and debated by the legislature where they would ultimately select a health care plan for the state that aims to cover all residents of Oregon. The Committee considered three different types of health care options in addition to the status quo: a single-payer system, Health Care Ingenuity Plan (HCIP), and a public option.

The first is a single-payer system where public financing would provide privately delivered health care for all Oregon residents, including people currently enrolled in Medicare and Medicaid and undocumented immigrants. The system would be financed by substantial of tax increases. The single-payer plan would be financed with existing state and federal outlays for current public programs including Medicare, Medicaid, and the Marketplace and by increasing state income tax revenues by 83 percent and adding a new 6.5% state payroll tax paid by employers with 20 or more workers. The existing state income brackets range from roughly 7 to 10 percent, where the single-payer plan would increase these brackets from 13 percent as the lowest to 18 percent as the highest bracket. Pest management businesses would not have to offer health insurance but would have to pay the 6.5% state payroll tax. Personal income taxes would rise substantially.

The second option is a Health Care Ingenuity Plan (HCIP). This plan would create a public financing pool for coverage in commercial health plans for all Oregon residents (including undocumented immigrants) except Medicare beneficiaries, who would retain their Medicare coverage (including supplemental Medicaid coverage for "dual eligible"). Essentially, the HCIP would enroll all Oregon residents in a private plan of their choice, and the cost of insurance would be based on their income. The HCIP would be financed by pooling state and federal outlays for current Medicaid program and the Marketplace and by adding a new state sales tax (8.4 percent on all goods and services, excluding shelter, groceries, and utilities). *Note: Oregon currently does not have a sales tax and this 8.4% proposal would make it the highest sales tax rate in the United States.*

The HCIP would de-link employment and insurance coverage because the state would offer the insurance instead of the employer. The rationale for de-linking employment and insurance coverage is to reduce labor costs and attract employers to Oregon. Employers would still be permitted to offer supplemental coverage to their employees, and these supplemental plans would still receive the same tax advantages as traditional employer-sponsored insurance.

The third consideration is for the state to offer a public option state-run public plan that would compete with private marketplace plans; available to citizens and immigrants eligible to purchase on the marketplace. Pest management businesses under 50 employees would be eligible to purchase the public option for their employees. This plan would be financed by enrollee contributions and tax credits; the state would fund the startup costs.

(Source: RAND Corporation)

News from Syngenta

Some things don't last for 90 days, but Demand® CS insecticide and a new Syngenta giveaway do

- Demand CS helps control more than 30 pests for up to 90 days
- iCAP™ technology formulation helps product adhere to pests for reliable control
- Syngenta is giving away one \$90 gift card each week for 90 days

GREENSBORO, N.C., USA, May 22, 2017 – To celebrate that Demand® CS insecticide and its pest control last for up to 90 days, Syngenta is kicking off its 90-day control contest. Starting May 22, 2017, Pest Management Professionals (PMPs) will have the opportunity to win a \$90 gift card to use on things they wish lasted for 90 days.

To enter the giveaway, PMPs should visit www.SyngentaPMP.com/DemandCS and watch the video at the top of the page about the power of iCAP™ technology. After watching the full video, they can enter for a chance to win a \$90 PrePaid-USA Visa® Incentive Card. Syngenta will give away one gift card every week for 12 weeks, or 90 days, from May 22-Aug. 19, 2017.

"We wish some things lasted for 90 days, like a tank of gas or a cell phone charge," said Pat Willenbrock, head of marketing for PPM at Syngenta, North America. "By giving away \$90 gift cards to some lucky winners, we hope to give PMPs some added convenience to their lives – similar to the way Demand CS offers the convenience of up to 90 days of control for their accounts." Demand CS helps control more than 30 different pests, including mosquitoes, fleas, ticks, ants and cockroaches, for up to 90 days. Featuring the power of iCAP technology, a unique microencapsulated formula from Syngenta, Demand CS not only sticks to tough surfaces, but also easily attaches to pests' waxy cuticles as they travel along a treated surface. The microcaps in iCAP technology are designed to be picked up by insects as they crawl over treated surfaces, so they can be easily transferred to other insects. This helps control them on contact while ensuring lasting control.

"Demand CS has been a standard in this industry for more than 20 years because PMPs trust its effective, long-lasting control," said Steve Dorer, market manager for Professional Pest Management (PPM) at Syngenta in North America. "By providing control of so many pests for up to 90 days, it's a convenient, go-to product for PMPs that will help provide the control their customers expect."

To learn more about Demand CS and the 90-day giveaway, visit www.SyngentaPMP.com/DemandCS.

About Syngenta

Syngenta is a leading agriculture company helping to improve global food security by enabling millions of farmers to make better use of available resources. Through world class science and innovative crop solutions, our 28,000 people in over 90 countries are working to transform how crops are grown. We are committed to rescuing land from degradation, enhancing biodiversity and revitalizing rural communities. To learn more visit Syngenta.com and GoodGrowthPlan.com. Follow us on Twitter® at [Twitter.com/Syngenta](https://twitter.com/Syngenta) and [Twitter.com/SyngentaUS](https://twitter.com/SyngentaUS).

Pics from the High Desert Seminar, 2017



Pics from the Barbecue and Golf Tournament



First place team: Treleven, Gail, Schlegel, Guzman.



Second place team: Fischer, Flores, LeFave.



Third place team: Ottovich, Ottovich, Ottovich, and Stone.



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