President’s Message

Hello CPCA Members,

I would like to thank you for allowing me to serve as president again for our 2014–2015 membership year. As you know, we are committed to providing education, benefits and resources to you throughout the year in a concerted effort to help your company succeed. I hope that everyone is having a profitable, and more importantly, enjoyable summer so far. This year we have a number of meetings and important initiatives that we are actively engaged in. These include our Fall Management Summit, our Spring Conference and our support for the Colorado Department of Agriculture as they go through sunset review. In addition, through our joint partnership with NPMA, we are excited to offer a variety of new benefits that you have access to take advantage of as a member of CPCA.

This year our Fall Conference will be held at the Reserve Hotel and Casino in Central City, Colorado on October 3 – 4, 2014. We hope that you’ll have the ability to join us for a full day of sessions featuring PCOs from across the state and around the country. We will have a representative in attendance to brief us on the latest from CDA. Next year we are set to return to the Ramada Inn and Conference Center for our 2015 Spring Conference on March 12–13. We are in the planning process and working to invite speakers but should you have any topics or particular individuals you’d like to see on the program please send me your suggestions.

Over the past several months we have been working overtime with CDA to ensure a successful sunset review. As you have probably heard, there are a number of activist groups in the state that want to impose burdensome regulations on the way we do business. To combat these efforts, CPCA has joined the Coloradans for Responsible Pesticide Application Coalition. This group is made up of numerous industries and likeminded stakeholders who have submitted comments in support of continuing CDA efforts. In addition, Bob Henry and I have spent a great deal of time reviewing position papers and meeting with officials in Denver to discuss pertinent issues. In the next several months we anticipate calling on you to actively engage lawmakers during this process and will continue to report and update you on all progress.

Lastly, as a member of CPCA and NPMA there are a number of new benefits available to you. Through the new NPMA members-only website, my.npmapestworld.org, you now have the ability to find all resources under one roof. Just click on the link for resources and you can download pest pictures for your website and marketing collateral, check out technical reports, view industry surveys and more. In addition to these benefits, this site also serves as an interactive discussion forum that allows you to tap into the collective knowledge of our industry and connect with pest management professionals across the world. Just use your email address and the temporary password “npmamember” to log in today. If you have any questions call NPMA at 800.678.6722.

Again, I sincerely appreciate your membership, your support and your engagement in making CPCA such a strong association. If there is anything that I can ever to do assist you or if there are specific actions you’d like CPCA to take please give me a call. I hope everyone has a great finish to their summer and look forward to seeing you in October.
INTRODUCING NEW MAXFORCE® IMPACT.
IT’S ROACH CONTROL THAT GIVES YOU MORE.

NEW Maxforce Impact is perfect for today’s bait rotation strategies. Why? It has an innovative white matrix and a novel active ingredient that is specially designed to combat aversion. What’s more? Maxforce Impact has been granted the EPA’s reduced-risk designation for cockroach control. And because it’s Maxforce, you know it’s backed by all the science, innovation, and flat-out effectiveness you expect from Bayer.

Learn more at maxforceimpact.com
Chikungunya in Florida: The Virus Has Landed

The first locally acquired case of the mosquito-borne virus chikungunya in the United States has been confirmed. Public health officials in two counties in southern Florida, Palm Beach County and Miami Dade County, have confirmed the presence of chikungunya in at least two residents. People infected with chikungunya have turned up in several states over the past few months, but all of those previous infections were determined to have occurred while the person was traveling in Puerto Rico, the Virgin Islands, or abroad.

Chikungunya is usually transmitted by two Aedes (A. albopictus and A. aegypti) mosquitoes, both of which are primarily daytime biters. After being bitten by an infected mosquito, most people will experience some form of symptoms starting 3 to 7 days later. Symptoms range can include headache, joint pain, muscle pain, rashes, and fever. Although there is no specific treatment for chikungunya, symptoms typically subside within a week, though lingering joint pain can last for months. Children, the elderly, and those with compromised immune systems are at a risk for more severe symptoms related to chikungunya exposure.

QualityPro Fleet Management Toolbox

QualityPro is proud to announce the launch of the Fleet Management Toolbox. The Pest Management Fleet provides a unique and important opportunity for companies to generate value far beyond the basic purpose of carrying equipment, supplies and pest management technicians to customer sites. From vehicle inspection logs to projected operating cost analysis for today’s most popular fleet vehicles, QualityPro’s Fleet Management Toolbox gives you the resources you need to maximize the effectiveness of this multifaceted asset!

The QualityPro Fleet Management Toolbox is available online for QualityPro member companies. For more information on QualityPro, go to www.npmaqualitypro.org or contact QualityPro Promotion & Program Development Manager Matt Coffindaffer at (571) 224-0391.

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.
Inadequate Insurance Coverage Could Put Your Business in Distress

NRDC Petitions EPA to Commence Special Review for Neonicotinoid Pesticides

The Natural Resources Defense Council (NRDC) recently petitioned the U.S. Environmental Protection Agency to request that the Agency commence a Special Review for six specific neonicotinoid pesticides—dinotefuran, acetamiprid, clothianidin, thiacloprid, imidacloprid, and thiamethoxam—based on the risk that NRDC believes this class of pesticides poses to honey bees and native bees.

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.

PWIPM Accepting Nominations for the Professional Empowerment Grant

Deadline for submissions: Aug. 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/index.cfm.
New Educational Materials on Prairie Dog Control Pesticides Available for Certified Applicators

The Environmental Protection Agency has developed educational materials for certified pesticide applicators who use the anticoagulant rodenticides Rozol and Kaput-D Prairie Dog Bait to control black-tailed prairie dogs. The educational materials include a stewardship training program and instructions for conducting line transect searches.

These materials and additional information, including two videos, are available on EPA’s website at http://www.epa.gov/espp/anti-prairie-dog-bait-prod.html.

The stewardship training program and information provided on the website are designed to comply with the U.S. Fish and Wildlife Service's Biological Opinions for Rozol and Kaput-D Prairie Dog Bait for the control of black-tailed prairie dogs and is intended to minimize adverse effects of these anticoagulant rodenticides on listed species of concern. The training program covers information on:

- Required label changes and geographically-specific use limitations,
- Proper use of Rozol and Kaput-D Prairie Dog Bait and
- Methods to reduce non-target exposure.

State Lead Agencies will offer the stewardship training in their upcoming applicator training programs for initial certification and recertification related to vertebrate pest control.

PAA Undergoing Sunset Review

The Colorado Pest Control Association (CPCA) met with John Scott and Matthew Lopez of the Colorado Department of Agriculture to discuss the ongoing Sunset Review of the Colorado Pesticide Applicators' Act (PAA) and associated challenges. Under Colorado law, all government programs and functions must undergo periodic review. The evaluation, which is better known as Sunset Review, is conducted by the Department of Regulatory Agencies (DORA). The PAA, which last went through Sunset Review in 2005–06, is set to expire on July 1, 2015. Thus, DORA and the General Assembly will be closely reviewing all aspects of the PAA over the next several months. Activist groups have put forward many unfavorable ideas for consideration during Sunset Review including:

- Additional notification requirements
- Pesticide use restrictions; mandatory school integrated pest management
- Granting local governments the authority to regulate pesticide use
- Transferring the regulation of pesticides in Colorado from the Department of Agriculture to the Department of Public Health and the Environment
- Changing the composition of the Pesticide Advisory Committee
- And mandating that applicators immediately report online all pesticide applications, so that such records can be posted on the Internet.

DORA will issue its recommended changes to the PAA on October 15. The issue will subsequently become a legislative issue. The Senate Agriculture, Natural Resources and Energy Committee will hold a hearing on DORA's recommendations next January. Soon thereafter, a bill extending the life of and amending the PAA will be introduced. As you can see, the Sunset Review of the PAA has the potential to dramatically impact the business operations of every Colorado PMP. We will continue keep you posted on this very important issue and will not hesitate to call on you to contact your state lawmakers regarding this matter.
Join the Conversation on my.NPMAPestWorld.org

NPMA recently launched a new members-only community and tool kit, My.NPMAPestWorld.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.

Register Today For The 2014 CPCA Fall Conference!

CPCA is working on putting together a fantastic program for the 2014 CPCA Fall Conference! The 2014 CPCA Fall Conference will be held at the Reserve Casino Hotel in Central City, Colorado on October 3 and 4. You can register today online at www.cpcapestworld.org. If you have any questions please contact Lindsey McCormick at lmccormick@pestworld.org or call 800.678.6722.
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.

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.
Think all acquisitions are the same?

NOT EVEN CLOSE!
Veterans of over 100 acquisitions, Arrow believes in going Beyond the Call to respect the culture, team and hard-earned customers of each company.

Family owned and operated since 1964, Arrow is the 6th largest pest control company in the U.S. and has maintained our founding philosophy of treating employees like family and providing the necessary resources for career development and continuous training at all levels.

"Arrow was a perfect match to the way I ran my company. I always believed in promoting a family culture in the business."
— Randy Nader, Nader’s Pest Raiders

“We were looking for a company that provides exemplary customer service and was passionate about how customers and employees are treated. We found that in Arrow Exterminators and are proud to be part of the family."
— Mike Riggins, Owner, Terminator Pest Control

Call today for your confidential conversation.
Kevin Burns  |  800.281.8978
kburns@arrowexterminators.com
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*.

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.

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.

iSchool Pest Manager

The iSchool Pest Manager project kicked-off this week. 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!
BED BUGS SUCK!

✓ Blood
✓ Profits
✓ Reputation

Finally... a bed bug product that improves your existing program and prevents future infestations!

ActiveGuard®
Mattress Liners for Use Against Bed Bugs & Dust Mites

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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, tradeshows, 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.

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.

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.
**APPLICATION FOR MEMBERSHIP**

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**Total Annual Joint Dues**

- □ My dues check is enclosed. Check #__________
- □ Mastercard
- □ Visa
- □ Amex
- □ ___________________________ Exp. Date __________

**Authorized Signature**

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Complete and return application with payment to:

**Colorado Pest Control Association**

Lindsey McCormick  
10460 North Street, Fairfax, VA 22030  
Phone: (800) 678-6722 • Fax: (866) 957-7378 (PEST)  
www.cpcapestworld.org

If you have any questions about your membership, please contact Lindsey McCormick at NPMA at (703) 352-6762 or e-mail lmccormick@pestworld.org.

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*Dues to CPCPA are not deductible as a charitable contribution but may be deductible as an ordinary and necessary business expense.*