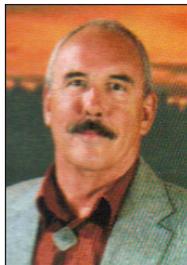


THE BULLZZZ

President's Message



Lee Kreidler
President, CPCA

Hello CPCA Members,

Unfortunately I have some sad news to share with everyone. Bob Hand, one of the pioneers in pest management in Colorado, passed away at the age of 80 on October 19, 2013. Bob was not only a leader of CPCA but a truly passionate individual who cared greatly about our industry and was dedicated to serving the many folks practicing pest management across our state. CPCA recognized Bob in 2009 by creating the Bob Hand Scholarship Fund. This fund has

grown consistently each year through voluntary contributions to further education for sons and daughters of members of CPCA. Bob leaves behind his wife Nancy, son and daughter, and six grandchildren. For those who knew Bob personally or knew of his contributions to CPCA and our industry, he will sorely be missed and we keep him and his family in our thoughts and prayers.

I would like to thank all who attended our 2013 CPCA Fall Seminar at the Reserve Hotel and Casino in Central City. I personally feel this was a great opportunity for CPCA members to get together in a fun and relaxed environment to share stories, catch up with old friends and discuss the future of the pest management industry in Colorado. Our board met Thursday night to plan the Spring 2014 Conference, and, similar to last year, I am confident we will have a great lineup of speakers and topics. Please mark your calendars for March 13–14 and stay tuned for more details to be announced in the very near future.

I am proud to point out that John Scott with the Colorado Department of Agriculture has recently taken over the presidency role for The Association of Structural Pest Control Regulatory Officials (ASPCRO). This group is made of regulators from each state and plays a great importance in the future of our industry. I would like to congratulate John on this prestigious role and on behalf of CPCA we wish him the best and have full confidence that he will do a great job in leading this organization.

Thanks,
Lee Kreidler
Lee Kreidler

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Colorado Pest Control Association 2013–2014 Board of Directors:

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GLOBAL BEDBUG SUMMIT

Join NPMA and Bed Bug Central for the new Global Bed Bug Summit, December 5 and 6, at the Sheraton Denver Downtown Hotel. Featuring an educational program that offers both advanced technical training and business management programs, this event is designed to provide you with the information you need from a legal, technical, business, and customer-oriented perspective. With advanced technical training and focused business management classes, this is a program that you cannot miss. **And, as many as 21 recertification credits will be available to Colorado applicators.** For hotel reservations, please call 888-627-8405. **Questions?** Contact NPMA at npma@pestworld.org.

DECEMBER 5-6, 2013

SHERATON DENVER
DOWNTOWN

DENVER,
COLORADO

EDUCATIONAL PROGRAM

THURSDAY, DECEMBER 5

Bed Bugs 101: An Introduction and Review
Rick Cooper, Rutgers University

The State of the Global Bed Bug Industry
Michael Potter, Ph.D, University of Kentucky

Integrating Bed Bug Ecology into Control Methods: Lessons from Field and Laboratory Studies
Michael Siva-Jothy, Ph.D, University of Sheffield

Are Bed Bugs Worth The Trouble?
Profitability Metrics for Bed Bugs Work
Phil Cooper, Cooper Pest Control; Russ Ives, Rose Pest Solutions; John Zimmerman, Buffalo Exterminating

What You Need to Know About Fumigation and Bed Bugs: A Real World Approach
Panel of Industry Experts

Update on the United States Department of Agriculture's Bed Bug Research
Mark Feldlaufer, Ph.D, United States Department of Agriculture (INVITED)

Bed Bugs in Asia: Perspectives from the Middle East and Southeast Asia
Lee Chow Yang, Ph.D, University of Malaysia; Frank Meek, Rollins

The Pros and Cons of Bed Bug Heat Systems: What's The Difference?
Tom Jarzynka, Massey Services; Kevin LeMasters, EnviroPest; Kevin Pass, Action Pest Control

Understanding Residual Efficacy of Insecticides on Bed Bugs: What Does Formulation and Substrate Have to Do With It?
Alvaro Romero, Ph.D, New Mexico State University

Prepared for the Worst: What to Expect If Your Customer is Sued
Larry Pinto, Pinto and Associates

Fire Safety Concerns for Bed Bug Heat Treatments

Bed Bug Business Models – Making Bed Bugs Work For You
Adam Jones, Massey Services; Tim Pollard, Arrow Exterminators; Jim Skinner, A&C Pest

Maximizing the PR Benefits of Effective Bed Bug Outreach Programs
Dave Burns, Burns Pest Elimination; Nicole Kirwin Keefe, Clark Pest Control

For Entomologists Only: Bed Bug Reproductive Output, Feeding Behavior, Cellular Immunity and Metabolism
Michael Siva-Jothy, Ph.D, University of Sheffield

FRIDAY, DECEMBER 6

Overcoming Challenges in the Field- Case Studies From The Front Lines
Chris Arne, Ph.D, Rentokil- North America; Judy Black, Steritech; Billy Tesh, Pest Management Services

continued >>



GLOBAL
BEDBUG
SUMMIT

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EDUCATIONAL PROGRAM (CONTINUED)

FRIDAY, DECEMBER 6 (CONTINUED)

Turning Bed Bug Work Into A Source of Ongoing Recurring Revenue: Challenges and Solutions *Bobby Jenkins, ABC Home and Commercial Services; Andrew Klein, Assured Environments*

What's That Smell? Canine Attraction to Bed Bug and Related Scents *Mark Feldlaufer, Ph.D., United States Department of Agriculture (INVITED)*

The Next Generation: Research Into Potential Biopesticides for Bed Bugs *Nina Jenkins, Ph.D., Pennsylvania State University; Kevin Ulrich, University of Maryland*

Tips for Developing an Effective Bed Bug Marketing Plan *Cindy Mannes, Arrow Exterminators*

Canine Scent Detection: The Challenges of Testing Canine Teams in the Field *Rick Cooper, Rutgers University*

Evaluation of Detection Devices and Insecticide Vapor Effects on Bed Bug Eggs *Dini Miller, Ph.D., Virginia Polytechnic Institute and State University*

Developing Effective Bed Bug Related Social Media Campaigns *Mike Canizales, Sniff Canine; Sara McKinney, Action Pest Control; Carrie Thibodeaux, Sprague Pest Solutions*

How Bed Bug Age and Feeding State Influences Active Movement of the Tropical Bed Bug *Lee Chow Yang, Ph.D., University of Malaysia*

Bed Bug Monitoring Traps and Carbon Dioxide Activation: Practical Considerations *Phil Koehler, Ph.D., University of Florida*

Getting the Bugs Out: Overcoming Operational Challenges In Bed Bug Services *Greg Baumann, Rollins*

Bed Bug Regulatory Activity: Federal and State Efforts *Lois Rossi, United States Environmental Protection Agency (INVITED); John Scott, Colorado Department of Agriculture (INVITED)*

Everything You Always Wanted to Know About Bed Bug Lawsuits, But Were Afraid to Ask *Panel of Industry Experts*



GLOBAL BEDBUG SUMMIT REGISTRATION DEC. 5-6, 2013 | SHERATON DENVER DOWNTOWN | DENVER, COLORADO

Company Name _____
 Your Name _____ Title _____
 Address _____
 City _____ State _____ Zip/Postal Code _____
 Country _____ E-mail _____
 Phone _____ Fax _____

		TOTAL
Member Registration (1st registrant)	\$395	\$
Member Registration (add'l. registrants)	\$345	\$
Non-member Registration (1st registrant)	\$425	\$
Non-member Registration (add'l. registrants)	\$375	\$
Optional Post-show Ski Trip (Dec. 6-8) (Does not include hotel)	\$195 per person	\$
Total		\$

Our check (payable to NPMA) is enclosed Please charge our: Visa MasterCard

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Cardholder Name _____ Sec. Code _____

Cardholder Signature _____



HOTEL RESERVATIONS: SHERATON DENVER DOWNTOWN

For hotel reservations at the Sheraton Denver Downtown, please call 888-627-8405.

CANCELLATION: The official NPMA cancellation policy states that refunds will be made in full until 30 days before December 5. If you cancel within 30 days of December 5, your fees will be forfeited in full.



MAIL: NPMA, 10460 North Street, Fairfax, VA 22030
FAX: 703-352-3031 or
E-MAIL: Alexis Wirtz at awirtz@pestworld.org

Register online at www.npmapestworld.org



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As OSHA Releases 2013 Top 10 Most Cited Standards, NPMA Makes it Easy to Stay in Compliance with the New Requirements of the HAZCOM Standard

Last month, OSHA released the 2013 top ten most cited standards. Two standards applying to the majority of the professional pest management industry made the top four violations with hazard communication the second most cited violation.

“To get a sense of how many more citations OSHA is issuing now, the 10th most frequently cited standard this year was cited more times than the fourth most cited standard in FY 2012. This pattern demonstrates that OSHA enforcement efforts have continued to rise during the current administration at a significant rate, even from year to year,” states the OSHA Law Update.

Dr. Marcia Duke, NPMA Director of Regulatory Affairs said, “It is possible HazCom violations may increase, even over this fiscal

year’s high levels for 2013-2014.” She stated this is due to the 2012 revised OSHA Hazard Communication Standard. Under the new rules, each person dealing with chemicals in your company must have updated training by December 1, 2013. Plus, all new hires must be trained on the new requirements. Dr. Duke emphasized, “If you have not met the training requirements by December 1st, your company is out of compliance. Fines could be the result.”

It’s easy to train your technicians before the December 1, 2013 deadline using NPMA’s online learning portal at pestworld.learningzen.com.

You can find more information about the NPMA OSHA Hazard Communication Standard at nmapestworld.org/publicpolicy/hazcomm.cfm.

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.nmapestworld.org/>.

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Key House Panel Approved Pesticide Legislation

A key panel in the U.S. House of Representatives overwhelming 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.

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
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- 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.*

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!

2013 Industry Award Recipients Announced at PestWorld

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.

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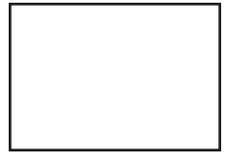
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JOINT MEMBERSHIP DUES SCHEDULE *Please circle appropriate category*

Annual Sales Volume	State Dues	NPMA Dues FREE!*	Total Dues
\$0-200,000	\$80	\$110	\$80
\$200,001-500,000	\$120	\$180	\$120
\$500,001-1,000,000	\$160	\$470	\$160
\$1,000,001-2,500,000	\$200	\$715	\$200
\$2,500,001-5,000,000	\$200	\$1,210	\$200
\$5,000,001-10,000,000	\$200	\$3,025	\$200
\$10,000,001-15,000,000	\$200	\$4,675	\$200
\$15,000,001-25,000,000	\$200	\$6,325	\$200
\$25,000,001-50,000,000	\$200	\$11,550	\$200
\$50,000,001-\$100,000,000	\$200	\$23,100	\$200
Over \$100,000,000	\$200	\$35,000	\$200

Complete and return application with payment to:
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 Andy Architect
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If you have any questions about your membership, please contact Andy Architect at NPMA at (703) 352-6762 or e-mail aarchitect@pestworld.org.

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



*NPMA is excited to announce that BASF will sponsor your membership in the association for 2013-2014. *Does not include renewals and is not available to companies that were NPMA members within the past 12 months.