President’s Message

Hello CPCA Members,

Spring is right around the corner and with it comes our CPCA Spring Conference. The 2014 conference offers all pest management professionals the opportunity to brush up on old proven ideas, learn about new products and procedures and interact with your peers from around the state and across the country. Continuing education credits will also be available.

This spring, CPCA has several openings on our Board of Directors. The election of new board members will take place during the Spring Conference. Each member company will have one vote. We are seeking PMPs who are interested in serving on our board. If you, or someone you know, is interested please contact Andy Architect (aarchitect@pestworld.org) or myself (lee@kreidlerassociates.com) and we’ll get you on the ballot. It’s a great way to be on the cutting edge of our industry and have real input into our future.

The Colorado Pesticide Applicator Act will “sunset” soon and CPCA/NPMA will have a lot of influence into the revised Act. Make sure your voice is heard.

With the busy season fast approaching, I want to wish all of you a productive and prosperous 2014.

Please let me know how your CPCA can help.

Thanks,

Lee Kreidler

Lee Kreidler
President, CPCA

It’s Not Too Cold for Bed Bugs

Healthy Colorado Schools

Entomologist Joelle Olson and her colleagues described how exposing bed bugs to freezing temperatures affects them (Journal of Economic Entomology). The study found that bed bug-infested clothing and other small items need a minimum of 80 hours at temperatures of 3 degrees F. Thus, at least here in Colorado, it doesn’t stay cold for a long enough period of time to achieve 100% mortality. Bed bugs, like many other insects, use a “freeze-intolerant” strategy against the cold, meaning they attempt to protect themselves from freeze injury by lowering the freezing point of their body fluids. For this study, the researchers evaluated the super-cooling point (SCP) and the lower lethal temperature (LLT) for all life stages of bed bugs, as well as their potential to feed after exposure to sub-lethal temperatures.
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 7th 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.

“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

“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

Call today for your confidential conversation.
Kevin Burns | 800.281.8978
kburns@arrowexterminators.com
Senator Rand Paul to Speak at NPMA Legislative Day

The National Pest Management Association is pleased to announce that U.S. Senator Rand Paul, R-KY, has accepted NPMA’s invitation to speak at NPMA Legislative Day. His talk will take place at 11:45 am on Tuesday, March 11.

Often mentioned as a potential 2016 presidential candidate, Dr. Rand Paul is one of the U.S. Senate’s most outspoken champions for constitutional liberties and fiscal responsibility, and a warrior against government overreach.

Rand has also been a vocal advocate for term limits, a balanced-budget amendment, a Read the Bills Act, and an audit of the Federal Reserve. He has gained prominence for his independent positions on many political issues. Senator Paul serves on the Foreign Relations, Health, Education, Labor and Pensions, Homeland Security and Government Affairs, and Small Business Committees. A graduate of Duke University School of Medicine, Rand was a practicing ophthalmologist in Bowling Green, Ky., for 17 years before his election to the Senate in 2010. Visit www.npmapestworld.org to register for Legislative Day and view the full educational program.

Turkestan Cockroaches Displacing Oriental Cockroaches in SW USA

The Oriental cockroach, Blatta orientalis, has been a fixture across North America, especially in cooler climates, for a long time. However, a much more recently introduced species, the Turkestan cockroach, Blatta lateralis, has been outcompeting Oriental cockroaches in the American Southwest. The Turkestan cockroach was first identified in California in 1978, but there has been some debate as to how it became established. Drs. Tina Kim and Mike Rust at UC Riverside believe this species was introduced with military personnel or equipment returning to the United States from overseas deployments in the Middle East and Central Asia. Additionally, Turkestan cockroaches are widely available online and a common food source for reptiles; a factor that may have accelerated their spread. The Turkestan cockroach develops much faster than the Oriental cockroach and produces more eggs per ootheca. The Turkestan cockroach prefers to live in and around the perimeter of structures and is susceptible to baiting programs. The full article can be found in the most recent issue of the Journal of Economic Entomology.

Principles of Tick Management and Tick-Borne Disease

Join us for a Webinar on March 5, 2014 at 1 p.m. EST.

This webinar, featuring panelists from the EPA, CDC, Connecticut Agricultural Experiment Station, and NPMA, will cover pertinent topics including conventional and non-conventional tick management practices, landscape management, EPA resources for tick management, and PPE and health implications relating to tick management. Register today at www.npmapestworld.org.
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Inadequate Insurance Coverage Could Put Your Business in Distress

When a woman suffered respiratory distress from the chemicals used for a pest control treatment in her residence, she filed a lawsuit claiming that Imperial was liable for her condition. Fortunately, when it came to their insurance, Imperial Exterminating knew better. They were prepared with comprehensive coverage from PCOpro®.

Loss: Bodily Injury
Claim Paid: $250,000

In this case, inadequate insurance could have exterminated this PCO’s business.

Greg Clark Joins Pest Management Supply

Pest Management Supply recently added Greg Clark to their Kansas City location as the Branch Manager. Greg has an extensive career, of more than 25 years, within the pest control industry. Greg’s experience includes working for FMC and Bayer as a manufacturer representative and most recently Greg has been involved in the distribution process.

Chris Giannopulos, President of Pest Management Supply commented, “Greg Clark brings us a wealth of knowledge and experience in the pest control industry. He is a welcome addition to our Kansas City operations. We are excited and proud to have Greg on our team.”
# Colorado Spring Conference

**MARCH 13 – 14, 2014 >> 40th ANNUAL CPCA CONFERENCE >> RAMADA INN AND CONFERENCE CENTER**

**TARGETED LEARNING**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>7 a.m. - 8 a.m.</td>
<td>Registration Pick-up name tag &amp; CEU form</td>
</tr>
<tr>
<td>7 a.m. - 7:45 a.m.</td>
<td>Breakfast with Exhibitors</td>
</tr>
<tr>
<td>7:45 a.m. - 8 a.m.</td>
<td>Welcome &amp; Announcements Lee Kreidler, CPCA President</td>
</tr>
<tr>
<td>8 a.m. - 9 a.m.</td>
<td>Secondary Pests — Dermestids, Moths, and Other Troublemakers Jeff Weier, Sprague Pest Solutions 1 credit – 304</td>
</tr>
<tr>
<td>8 a.m. - 9 a.m.</td>
<td>Rodents and Outdoor Vertebrate Jeremy Davis, Bell Labs 1 credit – 302</td>
</tr>
<tr>
<td>10 a.m. - 10:45 a.m.</td>
<td>Refreshment Break &amp; Exhibits</td>
</tr>
<tr>
<td>10:45 a.m. - 11:45 a.m.</td>
<td>(Breakout Session) Stored Commodities Treatments Scott Armbrust, Rid-A-Pest Exterminators, Inc. 1 credit – 305</td>
</tr>
<tr>
<td>11:45 a.m. - 1 p.m.</td>
<td>Lunch &amp; Exhibits</td>
</tr>
<tr>
<td>1 p.m. - 1:30 p.m.</td>
<td>Use of Pesticides Kevin Lemasters, Enviropest 1 credit – 304</td>
</tr>
<tr>
<td>1:30 p.m. - 2:30 p.m.</td>
<td>Laws &amp; Regulations CDA Representative 2 credits – Laws &amp; Regs</td>
</tr>
<tr>
<td>2:30 p.m. - 3:30 p.m.</td>
<td>Stored Commodity Pests Jeff Weier, Sprague Pest Solutions 1 credit – 304</td>
</tr>
<tr>
<td>3:45 p.m. - 4:45 p.m.</td>
<td>Wood Destroying Organisms Jeff Weier, Sprague Pest Solutions 1 Credit – 301</td>
</tr>
<tr>
<td>4:45 p.m. - 5 p.m.</td>
<td>“RAFFLE” Roger Bradley, Games Manager</td>
</tr>
<tr>
<td>5 p.m. - 5:30 p.m.</td>
<td>CPCA General Membership Meeting &amp; Election of New Board Members Lee Kreidler, CPCA President</td>
</tr>
<tr>
<td>6 p.m. - 8 p.m.</td>
<td>Cash Bar Open &amp; Optional Dinner Event</td>
</tr>
<tr>
<td>9 a.m. - 9:30 a.m.</td>
<td>Public Safety Patt Copps, Orkin 1 credit – PS</td>
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<tr>
<td>9:30 a.m. - 9:45 a.m.</td>
<td>Refreshment Break</td>
</tr>
<tr>
<td>9:45 a.m. - 10:45 a.m.</td>
<td>Insect Oddities of Colorado Dr. Whitney Cranshaw, Colorado State Univ. 1 credit – 304</td>
</tr>
<tr>
<td>10:45 a.m. - 11:15 a.m.</td>
<td>Pesticides &amp; their Families Patt Copps, Orkin 1 Credit – PF</td>
</tr>
<tr>
<td>12:15 p.m.</td>
<td>Wrap-Up &amp; Checkout Get CEU forms signed (Make sure that individuals have signed their forms and put their license number on the form)</td>
</tr>
</tbody>
</table>

**THURSDAY, MARCH 13**

**FRIDAY, MARCH 14**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
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<tbody>
<tr>
<td>7 a.m. - 8 a.m.</td>
<td>Registration Pick-up name tag &amp; CEU form</td>
</tr>
<tr>
<td>7 a.m. - 8 a.m.</td>
<td>Breakfast with Exhibitors</td>
</tr>
<tr>
<td>8 a.m. - 8:30 a.m.</td>
<td>Environmental Protection Kevin Lemasters, Enviropest 1 credit – EP</td>
</tr>
<tr>
<td>8:30 a.m. - 9 a.m.</td>
<td>Applicator Safety Patt Copps, Orkin 1 credit – AS</td>
</tr>
</tbody>
</table>

Agenda subject to change, depending upon unforeseen circumstances. Credits are based on subject and content of the speakers and approved by the Colorado Department of Agriculture. Although we strive to provide coverage of credits, we balance that with the inclusion of interesting and informative topics.
Complete one form per person. Photocopy form for additional registrants or register online at www.cpcapestworld.org

CONTACT INFO
Name (first/last)____________________________________________________________________ Title ____________________________________
Company_______________________________________________________E-mail_____________________________________________________
Address ___________________________________________________________________________________________________________________
City/State/Zip ___________________________________________________________________________Country____________________________
Phone_________________________________________________________Fax ________________________________________________________

PAYMENT METHOD □ Check (payable to CPCA) □ VISA □ Mastercard □ Amex
Name on card _____________________________________________ Card # ________________________________________________________
Exp. Date _________________ Sec. Code __________________ Signature __________________________________________________________

Hotel Info.
RAMADA INN PLAZA & CONVENTION CENTER
10 East 120th Avenue
Northglenn, CO 80233

Reservations are made directly with the hotel by calling 303-371-9494. Reserve your room by February 19, 2014 to receive the exclusive rate of $89.95 per night + fees/tax. Mention CPC1 when making your reservations.

Registration
MARCH 13 – 14, 2014
40th ANNUAL CPCA CONFERENCE
RAMADA INN AND CONFERENCE CENTER

# OF EMPLOYEES FROM SAME COMPANY MEMBER NON-MEMBER TOTAL
1st Registrant $165 $215 $
2nd - 4th Registrant $145 $195 $
5th + Registrant $130 $180 $
Optional Dinner ($40) Total number of tickets x $40 each = $

NAME OPTIONAL DINNER EVENT TOTAL
[ ] YES [ ] NO $
[ ] YES [ ] NO $
[ ] YES [ ] NO $

GRAND TOTAL (add all numbers in the TOTAL columns above) $ 

3 WAYS TO REGISTER
Online: Visit www.cpcapestworld.org and register online
Mail form to: NPMA, 10460 North St. Fairfax, VA 22031
Fax: form back to 703.352.3031

This year CPCA will be holding an optional buffet dinner. This is a great opportunity to network with colleagues and enjoy a great night with conference attendees. Fees for the dinner are $40 this year so make sure to sign up today!
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✓ Reputation

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

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Reach Out to Your Customers This Winter Through Pest Gazette

Winter is a time when many of your customers become frustrated with pests invading their home. The Pest Gazette is a newsletter NPMA created to help our members reach out to their customers. The Winter issue of the Pest Gazette will give your customers and prospects a description of the various types of pests that may take over their home during the season. The Pest Gazette is customizable with your logo and has a location to create your own article or use one written by NPMA. Visit www.npmapestworld.org to view the current issue. To place an order contact Jessica Dominguez at pestgazette@pestworld.org.

Make Sure Your Office is Staffed with the Best in 2014

There are currently 31 jobs posted from 17 employers on the NPMA Career Center. Don’t let your competition find your future employees before you do; post your job opportunities on the NPMA Career Center today! With its focus on pest control industry companies and professionals, the Career Center offers members, and the industry at large, a highly targeted resource for online recruitment. Visit the NPMA Career Center at careers.npmapestworld.org to find your next employee!

Colorado Department of Agriculture Proposes Device Rulemaking

The Colorado Department of Agriculture recently proposed rulemaking clarifying the procedures that must be used when operating a device that produces a pesticide, specifically carbon monoxide. The proposal requires a person using such a device on a for-hire basis to have a commercial pesticide applicator license and largely limits the use of regulated devices to specified burrowing rodents. The rulemaking also establishes additional use restrictions as well as recordkeeping and consumer information requirements. Read the rule making proposal at www.colorado.gov.
Adding 3 Little Letters After Your Name Can Change Your Life…

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✓ Enhanced Prestige & Recognition
✓ Personal Satisfaction
✓ Professional Growth
✓ High Professional Standards

ACE certification can lead to better visibility, more opportunities and jobs!

Visit the roster of other ACEs in your area — www.entocert.org/roster.


The ACE program is managed by the Entomological Society of America and endorsed by the National Pest Management Association.

President Barack Obama recently signed legislation into law retaining the food uses for the fumigant sulfuryl fluoride. The measure is part of the much larger, 950-page plus Farm Bill Conference Report. The enactment of the sulfuryl fluoride provision represents a monumental legislative victory for NPMA - one that would not have been possible without NPMA members lobbying their federal lawmakers about the importance of retaining sulfuryl fluoride's food uses.

The legislation effectively reverses a proposed order revoking or withdrawing sulfuryl fluoride's food tolerances that U.S. EPA put forward in January of 2011 under the threat of activist group litigation. The activists claimed that sulfuryl fluoride's tolerances were not permissible because the "risk cup" for sulfuryl fluoride was already filled with fluoride in drinking water and dental care products.

Congratulations to NPMA members on a big legislative triumph!!!

Colorado Springs Ranks in Top 50 Cities for Bed Bugs

By Travis Ruiz, January 17, 2014

Are bed bugs a problem in Colorado Springs? Well, according to a new list by Orkin Pest Control, they are. Colorado Springs is ranked number 42 on the company's list for bed bugs, it announced recently. The good news? Colorado Springs actually moved down 19 spots on the list from 2012 when it was ranked number 23. Orkin said it is still important for people to be aware about the problem.

"While Colorado Springs slid down the list 19 spots, it's important to remember that bed bugs continue to be a national issue," a news release read. "These nocturnal pests are great hitchhikers, traveling from place to place on luggage, clothing, people or on their own"

The list of bed bug cities for 2013 was done by using the number of bed bug treatments from January to December 2013. Nearby Denver was ranked as number 9, sliding down five spots from 2012. The top city was Chicago for the second straight year.

Bed bugs, according to health officials, can cause serious medical issues.

"While studies show that bed bugs do not spread disease, the physical and mental health consequences are well documented and of serious public concern," said Orkin entomologist and Technical Services Director Ron Harrison, Ph.D. "Once bed bugs are inside your home or business, they can reproduce quickly and can travel from place to place in personal belongings and even on people. They can also move from place to place on their own, independently of objects."
Ash borer's spread stokes fears of next Colorado tree epidemic

Written by Ryan Maye Handy

When most Coloradans hear the words “beetle kill,” they think of lodgepole pine forests, attacked and transformed by the voracious mountain pine beetle.

But in the next few years, “beetle kill” could take on an entirely new meaning for the state as the emerald ash borer, another kind of beetle, threatens to push North American ash trees to extinction. Unlike the mountain pine beetle, the ash borer doesn’t belong in the United States; it is not part of the natural life cycle of the tree, and American ash trees have no defense against it.

According to Colorado State University entomologist Whitney Cranshaw, there is nothing quite as destructive as the ash borer.

“The mountain pine beetle is a native species, it goes through cycles, it’s a natural part of the system,” Cranshaw said. With the emerald ash borer, ash trees are not so lucky. “Ash will be essentially exterminated as a species, permanently.”

Cranshaw compares the danger the ash borer outbreak poses to North American ash trees to the 1980s AIDS epidemic.

“This is a brand new invasive organism,” he said. “It’s a bad deal, perhaps the worst ever.”

A native of eastern Asia, the emerald ash borer, named for its green exoskeleton, first appeared in the U.S. in the 1990s, Cranshaw said. The beetle’s larva kills trees by tunneling under the bark and interfering with the trees’ system for channeling nutrients and water.

By 2002, the emerald ash borer was attacking ash trees in Michigan and was expected to spread throughout the Midwest within a few years.

The bugs can fly, and can only travel about a half a mile a year. But humans are the main culprits when it comes to transporting the ash borer across oceans and states.

Typically, the beetles are transferred from one place to another in an infested wood pile, Cranshaw said.

“How it got to Colorado was clearly somebody who brought it here sometime, four to six years ago,” he added.

And Colorado is a popular place to bring wood, Cranshaw said, since tourists who want to camp or tour national parks in the state typically bring their own stock of wood.

Thus far, the ash borer has shown up in Boulder County, where a quarantine has been in place preventing the transportation of ash wood in and out of the county. But wood quarantines are hard to enforce, and the bug will likely make its own way to Northern Colorado within a decade, Cranshaw thinks.

“This will get to us at some point in the future,” he said.

Ash trees, which are not native but grow well in Colorado, line Fort Collins’ streets, dot the Colorado State University campus and ornament several backyards around town. While a massive outbreak would undoubtedly turn the trees into an eyesore, it could also eradicate the species.

As with the Dutch elm outbreak that decimated the American elm tree population, North American ash trees could be lost forever to the ash borer.

Fort Collins’ city forestry department is one of the most proactive in the state when it comes to bracing for the ash borer, according to Cranshaw. The city has mapped out its ash trees and has developed a plan for which trees it will try to save and which trees it will let die.

But homeowners with ash trees on private property will be left to their own devices. Infected trees can be treated with pesticides or cut down, Cranshaw said.

There have been no ash borers detected in Fort Collins, but Cranshaw said it’s only a matter of time.

“The emerald ash borer is always one truckload away from your backyard,” Cranshaw said.
**JOINT MEMBERSHIP DUES SCHEDULE**  
Please circle appropriate category.

<table>
<thead>
<tr>
<th>Annual Sales Volume</th>
<th>State Dues</th>
<th>NPMA Dues</th>
<th>Total Dues</th>
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<tr>
<td>$0-200,000</td>
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<td>$110</td>
<td>$80</td>
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<td>$200,001-500,000</td>
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**Total Annual Joint Dues**

- ☐ My dues check is enclosed.  
  Check # __________
- ☐ Mastercard  ☐ Visa  ☐ Amex

**Card No._____________ Exp. Date __________**

**Authorized Signature____________________________**

---

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

Complete and return application with payment to:

**Colorado Pest Control Association**  
Andy Architect  
10460 North Street, Fairfax, VA 22030  
Phone: (800) 678-6722 • Fax: (866) 957-7378 (PEST)  
www.ccapestworld.org

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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*NPM* 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.*