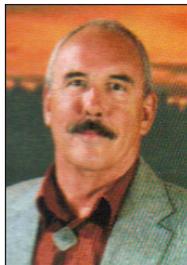


THE BULLZZZ

President's Message



Lee Kreidler
President, CPCA

Hello CPCA Members,

Spring is right around the corner and with it comes our CPCA Spring Conference. The 2014 conference offers all pest management profession-

als 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

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.

WWW.CCPESTWORLD.ORG

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Colorado Pest Control Association 2013–2014 Board of Directors:

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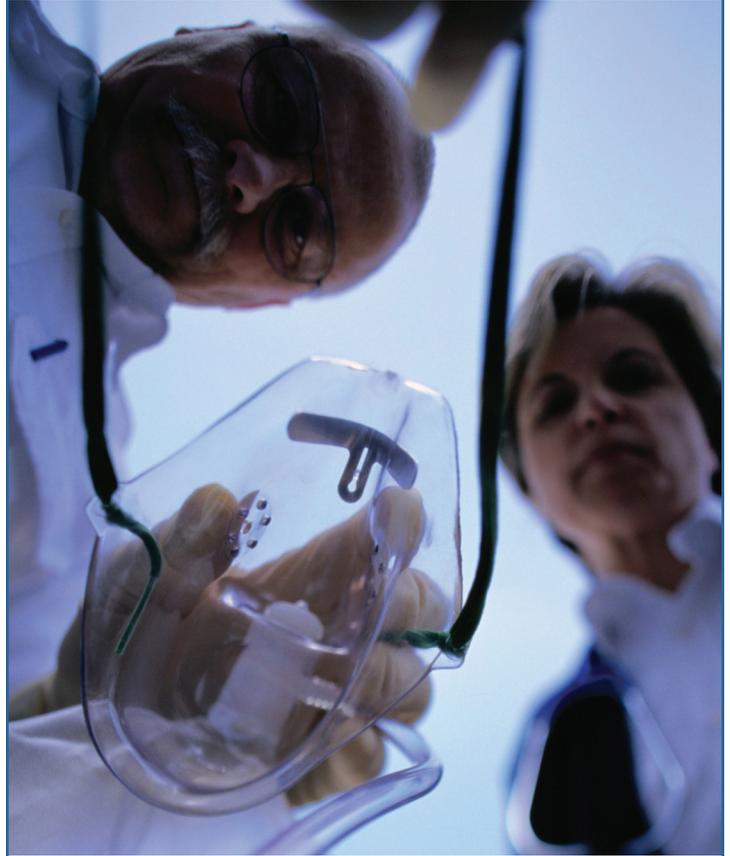
Maxforce® FC Fire Ant Bait
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Greg Clark Joins Pest Management Supply

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 Giannopoulos, 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."

Inadequate Insurance Coverage Could Put Your Business in Distress



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Colorado spring conference



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



TARGETED
LEARNING



THOUGHT-
PROVOKING
SPEAKERS



INNOVATIVE
IDEAS



NETWORKING
CONNECTIONS

THURSDAY, MARCH 13

7 a.m. - 8 a.m.

Registration

Pick-up name tag & CEU form

7 a.m. - 7:45 a.m.

Breakfast with Exhibitors

7:45 a.m. - 8 a.m.

Welcome & Announcements

Lee Kreidler, CPCA President

8 a.m. - 9 a.m.

Secondary Pests — Dermestids, Moths, and Other Troublemakers

Jeff Weier, Sprague Pest
Solutions

1 credit – 304

9 a.m. - 10 a.m.

Rodents and Outdoor Vertebrate

Jeremy Davis, Bell Labs

1 credit – 302

10 a.m. - 10:45 a.m.

Refreshment Break & Exhibits

10:45 a.m. - 11:45 a.m.

Treating Bedbugs with Pesticides

Judy Black, Steritech

1 Credit – 304

10:45 a.m. - 11:45 a.m.

(Breakout Session) Stored Commodities Treatments

Scott Armbrust, Rid-A-Pest
Exterminators, Inc.

1 credit – 305

11:45 a.m. - 1 p.m.

Lunch & Exhibits

1 p.m. - 1:30 p.m.

Use of Pesticides

Kevin Lemasters, Enviropest

1 credit – UP

1:30 p.m. - 2:30 p.m.

Laws & Regulations

CDA Representative

2 credits – Laws & Regs

2:30 p.m. - 3:30 p.m.

Stored Commodity Pests

Jeff Weier, Sprague Pest
Solutions

1 credit – 304

2:30 p.m. - 3 p.m.
(Breakout Session)

Understanding

Labels CDA

Representative 1

credit – PF

3:30 p.m. - 3:45 p.m.

Refreshment Break

3:45 p.m. - 4:45 p.m.

Wood Destroying Organisms

Jeff Weier, Sprague Pest Solutions

1 Credit – 301

4:45 p.m. - 5 p.m.

“RAFFLE”

Roger Bradley, Games

Manager

5 p.m. - 5:30 p.m.

CPCA General Membership Meeting & Election of New Board Members

Lee Kreidler, CPCA President

6 p.m. - 8 p.m.

Cash Bar Open & Optional Dinner Event

FRIDAY, MARCH 14

7 a.m. - 8 a.m.

Registration

Pick-up name tag & CEU form

7 a.m. - 8 a.m.

Breakfast with Exhibitors

8 a.m. - 8:30 a.m.

Environmental Protection

Kevin Lemasters, Enviropest

1 credit – EP

8:30 a.m. - 9 a.m.

Applicator Safety

Patt Copps, Orkin

1 credit – AS

9 a.m. - 9:30 a.m.

Public Safety

Patt Copps, Orkin

1 credit – PS

9:30 a.m. - 9:45 a.m.

Refreshment Break

9:45 a.m. - 10:45 a.m.

Insect Oddities of Colorado

Dr. Whitney Cranshaw,
Colorado State Univ.

1 credit – 304

10:45 a.m. - 11:15 a.m.

Pesticides & their Families

Patt Copps, Orkin

1 Credit – PF

11:15 a.m. - 12:15 p.m.

Household Spiders and Other Arachnids Found in Colorado Homes

Dr. Whitney Cranshaw,
Colorado State Univ.

1 Credit – 304

12:15 p.m.

Wrap-Up & Checkout

Get CEU forms signed

(Make sure that individuals have
signed their forms and put their
license number on the form)

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.



Hotel Info.

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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

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 _____

# 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 =		\$



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!

NAME	OPTIONAL DINNER EVENT	TOTAL
	<input type="checkbox"/> YES <input type="checkbox"/> NO	\$
	<input type="checkbox"/> YES <input type="checkbox"/> NO	\$
	<input type="checkbox"/> YES <input type="checkbox"/> NO	\$
GRAND TOTAL (add all numbers in the TOTAL columns above)		\$

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Unwanted Houseguests

In many parts of the country, squirrels are the most common pest of homeowners. In fact, many people who have had squirrels in their homes look at them as pests and a major headache. Squirrels can do a lot of damage to your home, including chewing on wires, insulation, and structural wood. To make your home squirrel-free, you need to look for a place to spend the winter. Below are three types:

- Squirrels only need a hole the size of a baseball to squeeze into a cavity. Perform a visual inspection of your home regularly. Repair water damage, rot, or broken wood that may allow squirrels to enter.
- Squirrels will do anything to avoid winter damage to their food. When damaged wood is easy for squirrels to get through, they will chew through it to get to the food.
- Squirrels are also attracted to high levels of sugar in their diet. In your neighborhood, you might find a high level of sugar in bird feeders or birdhouses. Squirrels will also be attracted to birdhouses from feeding squirrels that enter the house. Protect birdhouses with squirrel proof devices.

Brown Dog Tick

Ticks are a public health concern across much of the North America. You might feel that by taking the correct precautions while venturing into tick-infested landscapes, like grasslands and forests, and performing thorough inspections once you have returned, that you do not have to give much thought to ticks. Unfortunately, there is a type of tick that actually prefers living indoors! The brown dog tick, scientific name *Rhipicephalus sanguineus*, has a worldwide distribution and can be found throughout the United States, though it is more common in warmer places as it cannot survive harsh winters. Brown dog ticks have a very different appearance depending on whether they have recently fed. Unfed adults are small, less than 1/8 inch long, while fully engorged ticks can reach 1/2 inch! Unfed adults are reddish-brown and lack any distinct markings or ornamentation. Low levels of brown dog ticks can be very hard to detect and ticks found on pets or humans may be wrongly identified as another type of tick.

Ticks have a life cycle that requires them to feed (consume the blood of) different animal hosts at different stages. Ticks begin their life as an egg, which hatches into larvae which needs to feed before it can continue to develop. Each life stage of a tick will feed on a host until it is engorged and then drop off of the host to molt. Larvae develop into nymphs and then into adult ticks. Ticks are often referred to as *Continued on page 2*

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Your Logo Here if desired

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!

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NPMA
National Pest Management Association

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.

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

President Obama Signs NPMA Spearheaded Legislation into Law

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.

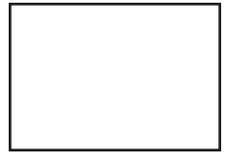
Fort Collins’ city forestry department is one of the most proactive in the state when it comes to bracing for the ash borer, according to Cranshaw. The city has mapped out its ash trees and has developed a plan for which trees it will try to save and which trees it will let die.

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.

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\$5,000,001-10,000,000	\$200	\$3,025	\$200
\$10,000,001-15,000,000	\$200	\$4,675	\$200
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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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*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.