

# THE BUZZ

## President's Message



*Roger Bradley  
President, CPCA*

Hello CPCA members!

I hope all of you are having a very busy and productive summer. I would like to begin by congratulating the 2012 recipient of

the CPCA Bob Hand Scholarship, Mr. Matthew Gillenwater. We are excited to announce that Matthew will be attending Metropolitan State University of Denver this fall. The scholarship program is a great benefit to our member company's employees and their children who plan to continue education in college or a vocational school program. We hope everyone will take advantage of this program as it is a great tangible benefit of membership in CPCA.

It is with great pleasure that we would like to welcome Henry Estrada to the CPCA board of directors. Henry was elected by the membership to serve on the board and fill the open one year spot. Henry has been active in pest control in Colorado for over 8 years and is also a member of the newly formed Leadership Development Group.

I would like to invite all of you to our Fall Conference on September 21<sup>st</sup> that will be held at the Beaver Run Resort in Breckenridge. As you plan for next year, the conference will be more of an Owner/Manager type meeting and will feature such speakers as Michael Shields from Ensystex speaking on business practices including marketing and developing a successful business. Gene Harrington from the NPMA will be speaking on the new Pyrethroid, rodenticide, endangered species, and clean water permit regulations. John Scott from the Colorado State Agriculture Department will be speaking on local regulations. Megan Meagher from the U.S. Department of Labor will be speaking on OSHA topics. Jordana Coppola from Enviropest will be speaking on HR. Bring the family because there also will be time for fun activities during and after the conference!

Have a great summer and hope to see you at the fall conference

*Roger Bradley*

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# PestWorld 2012: Making Connections. Finding Answers. Increasing Profits.

Make plans today for PestWorld 2012, October 17–20 in Boston, Massachusetts. Join pest management owners and technicians from all over the world to find solutions for your business in the largest pest management industry trade show in the world, showcasing the newest products, services, and technologies in pest management.

During PestWorld 2012, you will:

- » Network with more than 3,000 other pest management professionals, researchers and vendors from around the world.
- » Discover the latest business trends and learn how to apply these innovative ideas into your business – no matter where you are on the globe.
- » Participate in our new Pest Academy, showcasing in-depth, three hour sessions will cover more than just the “basics” and will focus on the details of biology, behavior and the intricacies involved in successful managing these pests in the field.
- » Receive focused education in hard-hitting topics such as Sales and Marketing, Social Media, Employee Management, and Customer Service in our extended Thought Leaders sessions.

» Have access to business management education from a Harvard business professor through our NPMA Management Institute.

This year, NPMA is pleased to announce several brand new features at PestWorld, all designed to enhance your experience.

Our new NPMA Management Institute is designed to offer smart solutions for your business. Sponsored by BASF Pest Control Solutions, this program will help you learn how to identify the best targets of opportunity, avoid brutal head-to-head price competition, price effectively to improve profitability without sacrificing unit volume; improve the focus, effectiveness, and efficiency of your total go-to-market activities including e-commerce and traditional approaches; and ultimately sell better and faster.

The NPMA Pest Academy is composed of three in-depth, three hour sessions that will cover more than just the “basics” and will focus on the details of biology, behavior and the intricacies involved in successful managing rodents, ants, and termites in the field.

Once again, we are pleased to offer the NPMA Bed Bug Symposium, where attendees will receive the most current

research, legal issues, and technologies and strategies adopted by the industry across the globe. Sessions include:

- » Legal Review of Existing Case Law and What It Means For The Pest Management Industry
- » Experts Reveal What PMPs Need to Know About Legal Cases Involving Bed Bugs
- » Global Perspectives on Bed Bug Best Management Practices

And, on top of all of this, you will have the tried-and-true experience of the PestWorld Exhibit Hall, the heart of the convention and this year's single largest, industry-related trade show floor. With more than 150 leading vendors showcasing the latest products and services, exhibitors will show you their new products, explain current techniques, and demonstrate solutions to benefit small, mid-sized, and large pest management companies, as well as government employees and university researchers.

Make your plans today to attend PestWorld 2012. Visit [www.npma.pestworld.org/pestworld2012](http://www.npma.pestworld.org/pestworld2012) for the most up-to-date information.

## Warm year brings more invasive wasps to Fort Collins

Written by Robert Allen, *Coloradoan.com*

The extra-hot weather that brought several wildfires to Larimer County this year has spurred wasp colonies to multiply more quickly than normal.

“They’re literally everywhere,” said David James, owner of James Pest Control in Fort Collins. “They really like hot places ... You know the old T-bar laundry lines that are hollow? You don’t find one of those in

Fort Collins that does not have nests in it. They love those.”

Whitney Cranshaw, a Colorado State University entomology professor said in an e-mail that European paper wasps have been a dominant insect in local backyards since they arrived in Colorado. The invasive, flying insects were first recorded in the state in August 2001, in Larimer County.

They tend to be black with yellow markings with a slender, distinct body constriction between the thorax and abdomen. They have a potent sting but are only likely to attack if their nest is disturbed, Cranshaw said.

These wasps nest under porch decks, in old cars, between walls, in trampoline

See WASPS Page 11

## CPCA Announces Bob Hand Scholarship Recipient



Matthew Gillenwater is the recipient of the annual CPCA Scholarship. Matthew will be attending Metropolitan State University of Denver in the fall, where he will be studying business management.



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# Call to ban herbicides, pesticides garners support in Superior

By John Aguilar *Camera*

Superior likes its turf lush and green, but residents are beginning to question the environmental cost of keeping nearly 200 acres looking that way.

A dozen or so residents chimed in approvingly this week when Tom Henderson, who has lived in town for four years, posted a message on a local email list asking for support in his quest to eliminate the use of "dangerous" synthetic pesticides and herbicides from town greenways and common areas.

"I will sign a petition on this," responded one resident.

Another thanked Henderson for addressing the issue.

"Good idea! Thank you for bringing this up!" the person wrote.

Henderson's appeal even caught the attention of Superior Trustee Lisa Skumatz, who said she would try to put the issue on the agenda of the Superior Recycling and Conservation Advisory Committee's next meeting. After that, it could come up before the town Board of Trustees as an agenda item.

"I think everybody should be interested in this," Skumatz said.

She said she understands that people in town love Superior's 170 acres of lush, grassy carpet, but it may be time to give more consideration to a wider variety of vegetation, and not just the Kentucky bluegrass and fescue that blanket the landscape. Skumatz advocates incorporating drought-

tolerant, native plants—or xeriscaping—in and around the manicured turf.

"Maybe there's a compromise," she said. "Xeriscaping does not mean not green."

Henderson said he worries about the effects on the environment and people of chemicals like 2,4-Dichlorophenoxyacetic acid and Roundup, both of which are used by Superior to control weeds.

"I'm concerned about the long-term consequences and the short-term consequences—they're poisoning our waters, they're killing the life in our soils," he said.

The discussion in Superior this week follows a decision last year by Boulder to discontinue the use of Roundup in public places where people are likely to come into contact with it and instead rely on more environmentally friendly products. Also last year, the University of Colorado phased out the use of herbicides on campus fields, instead turning to a more natural "compost tea" that can be used as both a fertilizer and to prevent plant disease.

Martin Toth, Superior's parks director, said the town typically applies synthetic chemicals to its greenways twice a year—once in the spring and once in the summer. He said the town has tried in the past to use a corn gluten solution and a citrus-based product to treat for weeds, but they didn't yield good results.

"We want something that's effective and that's balanced," he said. "We want to be environmental, but we don't want to be overrun by weeds."

Toth said Superior consults its integrated pest management plan and identifies the best practices used by other communities. It tries to get ahead of the weeds before they seed—by mowing—so that not as much herbicide needs to be applied, he said. And the herbicide the town does use, Toth said, is the same-strength chemical that can be found at Lowe's and Home Depot and is used by consumers nationwide.

Toth pointed out that of the 600 acres Superior maintains, the vast majority—or 430 acres—consists primarily of natural vegetation. But the manicured bluegrass turf is important to the town's residents, he said, and they see it as an "asset" and a "community value."

Brent Bickel, who serves on the town's parks, recreation, open space and trails advisory committee, said the call to outright ban herbicides and pesticides is simplistic.

"It's easy to say chemicals are bad, but when you get into it and try to find what is available, what is the cost, what are the tradeoffs, it's not so simple," he said. "If there were a better way, it would be the best practices and it would be what we use."

But Henderson said he'll keep up his effort as long as he gets support and help from others living in Superior. He's meeting with Skumatz next week to see what can be done at the upper echelons of town government and, so far, about 20 people have contacted him to help collect signatures and get something going at the grass-roots level.

Contact Camera Staff Writer John Aguilar at 303-473-1389 or [aguilarj@dailycamera.com](mailto:aguilarj@dailycamera.com).

## NPMA and ASCPRO Release Survey Results of State Regulation

NPMA and the Association of Structural Pest Control Regulatory Officials surveyed state pesticide regulatory agencies about how they regulate PMPs. Forty-eight states (all but New Jersey and South Dakota), the District of Columbia and two territories (U.S. Virgin Islands and Northern Marianas) responded. The results are available to NPMA and ASCPRO members by visiting [www.npmapestworld.org/publicpolicy/state\\_advocacy.cfm](http://www.npmapestworld.org/publicpolicy/state_advocacy.cfm). The results are available as either aggregate charts and tables or in an unformatted spreadsheet containing raw data, designed to allow users flexibility in evaluating the data.

The survey was conducted over a thirty-day period in the Spring of 2012 and was developed and executed by a committee comprised of Bob Rosenberg and Gene Harrington of NPMA and Derrick Lastinger (GA), John Campbell (MS), Cary Giguere (VT), Jay Kelley (IN) and Mike Kelly (TX) of ASCPRO.

Among the surveys key findings:

- » Every state regulates pesticide applications, but 53% regulate inspections, 41% regulate devices and 37% regulate non-chemical pest management,
- » Forty-two percent of states require licensing of "not-for-hire" technicians

working at government facilities and 37% require licensing for "not-for-hire" technicians making applications at private facilities,

- » Only 6 states require criminal background checks for licensees, and
- » More than half of the states allow consumer information to be transmitted electronically

For more results or information about the survey, contact Bob Rosenberg at [rosenberg@pestworld.org](mailto:rosenberg@pestworld.org) or Derrick Lastinger at [Derrick.Lastinger@agr.georgia.gov](mailto:Derrick.Lastinger@agr.georgia.gov).

## Organic care for Durango's properties?

### City officials skeptical about calls to limit synthetic pesticide use

By Jim Haug, *Durango Herald*

Cody Reinheimer, father of a 7-year-old daughter, Kiva, raised his fist high at City Council Chambers on Tuesday night after listing the many health and environmental dangers associated with the use of synthetic pesticides and other lawn chemicals, not the least of which is the spread of cancer in the population.

"Go organic!" he said enthusiastically in support of a proposed ordinance that would limit synthetic pesticide in city parks and property.

But his passion was balanced by the ire and head-scratching of city staff members, professional mosquito controllers, soccer moms and Hillcrest Golf Course board members who are worried about the costs, legal liabilities and environmental implications of limiting the use of chemical lawn treatments.

City officials, for example, worried the city would no longer be able to spray alleyways for mosquitoes.

Mayor Doug Lyon doubted the science of the organic proponents.

See **ORGANIC** Page 11

## Nominate Your Star Performers for the Young Entrepreneur Award

NPMA is pleased to announce the new Young Entrepreneur Award, presented by Rentokil Pest Control. This award recognizes young entrepreneurs 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.

Applicants will be evaluated on:

- » Notable contributions made to his or her company in an management level capacity
- » Contributions to the pest management industry
- » Personal leadership and community involvement

An independent judges' panel will select one award recipient who will be recognized at NPMA's PestWorld 2012 Convention, October 17–20 in Boston. Visit [www.npmapestworld.org](http://www.npmapestworld.org) for more information.

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# CPCA Fall 2012 Conference Registration Form

**What:** Join us this year for the exclusive CPCA Fall 2012 Conference

**When:** Friday, September 21, 2012

**Where:** Beaver Run Resort, Breckenridge, Colorado, Call 1-800-525-2253 and mention CPCA to get the discounted rate of \$119 for a standard room.

**Who:** Featured speakers including John Scott from the Colorado Department of Agriculture

**Why:** Advance your business understanding and learn about pending regulations that will impact your company in 2013 and beyond.

**How:** Complete this registration form and send to CPCA or register online at [www.ccapestworld.org](http://www.ccapestworld.org). Registration includes Thursday Night Dinner, and Breakfast/Lunch on Friday!

First Name: _____	Last Name: _____
Company: _____	
Company Address: _____	
City: _____	State: _____ Zip: _____
Phone: _____	Fax: _____
Email: _____	Thursday Night Meal Selection (Chicken Salmon or Pork): _____

Registration Fees	CPCA Members	Non-Members
1 <sup>st</sup> Attendee	<input type="radio"/> \$185	<input type="radio"/> \$210
2 <sup>nd</sup> Attendee	<input type="radio"/> \$160	<input type="radio"/> \$185

Additional Attendees (if needed)	First Name	Last Name	Thursday Night Meal Selection (Chicken, Salmon, Pork)
Attendee #2			
Attendee #3			

Total Registration cost: \$ \_\_\_\_\_

<b>Payment Information</b>
Check (payable to CPCA) enclosed.
Charge my: <input type="radio"/> Visa <input type="radio"/> MasterCard <input type="radio"/> Amex
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Colorado Pest Control Association  
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Fairfax, VA 22030  
800.678.6722  
[www.ccapestworld.org](http://www.ccapestworld.org)





## CPCA Fall Conference 2012 Program

Beaver Run Resort, Breckenridge, Colorado

### Thursday, September 20, 2012

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**5pm – 6:30pm**

**Board of Directors Meeting**

**6:30pm – 8:30pm**

**CPCA Networking Dinner**

### Friday, September 21, 2012

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**7am – 7:45am**

**Breakfast**

**7:45am – 8am**

**Welcome & Announcements**

Roger Bradley, CPCA President

**8am – 9am**

**HR: It's Hardly Rocket Science**

Jordana Coppola, SPHR, Enviropest, Lobster Marketing and Regular People Doing

**9am – 10am**

**What's happening in Washington, *Regulations that will Impact Your Business***

Gene Harrington, NPMA Director of Govt. Relations

**10am – 10:15am**

**Refreshment Break**

**10:15am – 11:15am**

**A Inside View from CDA, *State Issues You Need to Know***

John Scott, Colorado Department of Agriculture, Pesticides Program Manager

**11:15am – 12:15pm**

**Successful Business Practices**

Mike Shields, Ensystex

**12:15pm – 1:15pm**

**Networking Lunch**

**1:15pm – 2:15pm**

**Understanding OSHA: An Overview on Employer/Employee Rights, Responsibilities, and Worksite Policy**

Megan Meagher Compliance Specialist, Denver Area OSHA Office

**2:15 – 2:30pm**

**Wrap up and Adjourn**

The image displays a variety of pest control products from Bell Laboratories. At the top center is a large cardboard box labeled 'Trapper Pro Pack GLUE BOARDS for RATS', which contains 12 glue boards. To its right is a red and white box of 'TRAPPER GLUE TRAYS' for rats and mice. In the foreground, there are several white plastic tunnels and glue boards. On the left, there are smaller boxes for 'Trapper MAX GLUE TRAP' for mice and 'Trapper TRAPPER MONITOR & INSECT TRAP'. A white box labeled 'Trapper Tunnel' is also visible. The products are arranged on a white surface with a red curved border at the bottom.

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**WASPS** from page 3

rings, in grills and even in newspaper boxes. About 50 to 60 wasps will live in one nest.

James said it's not unusual to find 30 or 40 nests under one roof made of wood shingles or Spanish tiles.

"I tell people all the time: If I'm in your neighborhood, every house there will have a European paper wasp nest — and most homes will have multiple nests," he said, adding that nests in roofs often don't have to be removed unless people intend to work up there.

Exterminators disagree on the best time to wipe out a residence's wasp colony. James said he prefers to operate at night, when the wasps are more dormant and in their nest. But John Barrett, owner of John's Pest Control of Fort Collins, sprays his insecticide during the heat of the day, when he can follow wasps to their hidden abodes.

The Coloradoan observed Barrett spraying

and removing European paper wasp nests at a Fort Collins mini-storage unit. He said the hot, metal units are attractive homes for the wasps, and it wasn't unusual for him to visit a few times per week.

A wide variety of insecticides are effective wasp killers, and nests should be removed after they're sprayed to prevent developing larvae from emerging later. After removal, one should spray the area with a jet of water to eliminate colony odors so colony members that were away don't return and try to rebuild, Cranshaw said.

"There are no traps or lures that can be used to control this species," according to a fact sheet by Cranshaw at [ext.colostate.edu](http://ext.colostate.edu).

The traps are usually just effective for yellowjackets, a native insect that nests underground and is known to interrupt outdoor picnics.

Cranshaw's fact sheet indicates Euro-

pean paper wasps are useful for insect population control in yards and gardens. If the nests aren't in a place likely to be disturbed, it's best to leave them intact, according to Cranshaw.

James said that with the warmer weather patterns, it was clear months ago that this would be a heavy season for wasps.

"We started noticing it in early spring," he said. "You could tell that wasp development, the size of the nests (and) about everything else this year was a month ahead of schedule."

Last year's cold, wet spring led to diminished wasp populations. But warmer weather makes breeding earlier easier, and both exterminators said they've been getting numerous calls about spiders and other pests this year.

"From what I hear from across the nation, it's kind of that way everywhere," James said.

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**ORGANIC** from page 6

"I don't think there's a validity to the great many assertions (in the ordinance)," Lyon said.

"The proposal addresses a problem that barely exists," said Scott Sallee, a professional lawn-care provider. "It would be the most restrictive policy of its kind in Colorado and possibly the nation."

He called it an "irresponsible proposal" that does not understand lawn care.

Unless the grass-roots group, Organically Managed Parks Team Durango, withdraws its proposed ordinance, the debate about pesticides in city parks and other city-owned property is likely to continue until the Nov. 6 general election, when it would be put to the voters.

Because of the big turnout expected for

the presidential election, the extra ballot item on organic care for city parks could cost the city \$19,000, said city officials.

City officials said their hands are tied, however, because the group collected the 500 signatures necessary for a special election under the City Charter. The City Council, however, could make a special election unnecessary by adopting the proposed ordinance.

But city staff members, at least, seem opposed to the proposal, especially an accountability provision that would open the city to civil litigation if it did not enforce the organic rules. The ordinance would require the city to pay the legal fees of the litigant if it lost a lawsuit.

The city also would have to create a new staff position to carry out the organic standards for treating city lawns and property.

City Manager Ron LeBlanc interpreted the proposed ordinance to mean that the employee "would have a target on their back" because of the litigation provision.

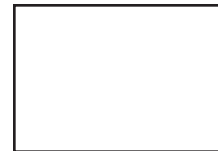
Katrina Blair, founder of the Turtle Lake Refuge and member of Team Organic, clarified that the proposal does not actually ban synthetic pesticides but would encourage the city to use organic or less-toxic pesticides whenever possible. Many proponents said that the city could still use pesticides to control the worst noxious weeds and bugs.

Organic proponents said they were simply against the overuse of chemicals.

Proponents, for example, argued that chemicals should not be used to eradicate dandelions and clover leaf for aesthetic reasons.

The ordinance will be debated again during a public hearing scheduled for Aug. 21.

**Colorado Pest Control Association**  
10460 North Street  
Fairfax, VA 22030  
(800) 678-6722



**Colorado Pest Control Association**  
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\$500,001-1,000,000	\$200	<del>\$470</del>	\$200
\$1,000,001-2,500,000	\$250	<del>\$715</del>	\$250
\$2,500,001-5,000,000	\$250	<del>\$1,210</del>	\$250
\$5,000,001-10,000,000	\$250	<del>\$3,025</del>	\$250
\$10,000,001-15,000,000	\$250	<del>\$4,675</del>	\$250
\$15,000,001-25,000,000	\$250	<del>\$6,325</del>	\$250
\$25,000,001-50,000,000	\$250	<del>\$11,550</del>	\$250
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If you have any questions about your membership,  
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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 2012–2013. \*Does not include renewals and is not available to companies that were NPMA members within the past 12 months.