The 2009 Nevada Pest Control Association Expo was a complete success! The positive feedback that I received regarding our event was overwhelming. I am so proud to be associated with an organization that actually does what they say they are going to do. I would like to say ‘Thank You’ to all of our participating vendors, volunteers, and speakers. Each and every one of you had a part in making this Expo the finest and most well attended show in NPCA history. The Orleans Hotel and Casino did a fantastic job and the food was delicious. I sincerely want to express my gratitude to everyone that had a part in putting the show together, with special thanks to the vendors who believed in the NPCA’s potential.

Not only did we put on a great show, we increased our membership to over 300 members and 90 companies. We are adding new companies every week as our membership continues to grow. If you are reading this and you are not a current member of the NPCA, I strongly encourage you to join. We are constantly looking for ways to improve our association. As our membership increases, it provides numerous opportunities for us to expand our knowledge and improve our association. We always welcome any suggestions or ideas that you may want to contribute.

I would like to welcome our newest sponsors, JT Eaton and Bird Be Gone. Both of these companies bring to us a wealth of experience and knowledge. Thank you for your support. I look forward to working with both companies for many years to come. All of our sponsors are willing to do whatever it takes to improve the quality of your company. All you have to do is give them a call. Smaller companies may not realize that they can contact our sponsors for information. The size of your company does not matter. Just give your sponsor a call and they will work with you. They can help you over the phone, and if necessary, will come to you and provide your company with an in-house class at your office.

I am very excited for the remainder of this year. We all know that last year was difficult but 2009 does not have to be. I am currently meeting with several companies, working together and exchanging ideas on how to improve sales, quality of service and our bottom line. Now more than ever, it’s important to pull together and combine our knowledge. If you would like to meet with me or another company in the association, just give me a call. An old friend of mine once said, “If you want to know what is at the end of the road, ask someone who is coming back.”
SAY GOODBYE TO YOUR TOUGHEST PESTS

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PRINCIPLES OF ANT MANAGEMENT

**By Austin Frishman, Ph.D., B.C.E.**
President AMF Pest Management Services, Inc.

Ants, as a group, are the most successful insects on the earth. The number of species and diversity of behavior make it imperative that you know what species you are working with. This first step is no easy hurdle.

Most ants are small and difficult to see the structure needed to key them out. That being said, these are basic principles to understand that will help you manage them successfully. As social insects, there is no such thing as a stray ant. They can not survive alone. For every ant you see walking around, there are at least 8 living in a colony elsewhere. Therefore aiming your ant control at the visible ones may give immediate satisfaction but no long-term success.

The "belly" of the colony is immature ants called larvae that sit in the nest. They have no legs. Adult ants bring solid food to the colony that is digested by the larvae and then vomited back up to feed the adult ants. Therefore, if you are going to use a bait, use a slow acting one that will allow the adult ants to bring the bait back to the nest. In Nevada, where it is hot and dry, liquid and gel units evaporate very quickly in exposed air. This results in too high a concentration of toxicant. Place baits in containers that reduce evaporation.

Moisture is the limiting factor for ants in hot dry areas. Look at all moisture zones on the exterior of a structure to help pinpoint ant nests and trails. A leaky faucet, pet water dish, faulty sprinkler system, water abandoned in mulch chips are all prime suspects. Once you find the ant trails, control becomes much easier.

Children are much better at finding ant trails indoors than adults. "Deputize" the children and have them keep an eye out for you. Some PMP's would issue Deputy badges to the little scouts.

Once you eliminate an ant colony, you leave a void. The void still contains the same food and shelter sources. Therefore, expect the void to be quickly be filled by new ants. In most cases this will be the same species invading from adjacent areas. This means two things: (1) Your customers need to continue service and (2) you need to continue inspecting and treating as necessary. Ants leave pheromone trails which can persist for months and even years. Use these trails to your advantage. Bait near or place residuals on these trails and record where the trails are. This way if a reinfestation occurs in six months, you will remember where to inspect.

Caulking, removal of debris on the exterior, keeping vegetation from touching a structure, minimizing thickness of mulch, removing dog feces, avoiding access to garbage in trash cans, and avoiding excess moisture all help reduce ant invasions.
The Ways Rodents Get Into Our Commercial Facilities

By Bobby Corrigan, Ph.D
RMC Pest Management Consulting

When you service commercial facilities (e.g., stores, hotels, supermarkets, restaurants, etc.), it is often only a matter of time before you capture a mouse (or even a rat) in one of your maintenance traps (multiple catch trap, glue trap). Occasionally our customers ask us, “Where did that rat come from?” Or, did you think it entered through the spaces of incompletely sealed pipe (and other utility) penetrations or propped open by employees on smoke breaks or during employee exits and entrances. These spaces should be closed via the use of “weather-stripping” (multiple catch trap, glue trap). Occasionally our customers ask us, “Where did that rat come from?” Or, did you think it entered through the spaces of incompletely sealed pipe (and other utility) penetrations or propped open by employees on smoke breaks or during employee exits and entrances.

1. Directly beneath doors with gaps sufficient to allow the rodents in (only ¼ inch is needed for mice and ½ inch for rats). But doors when there may be any type of food preparation areas or indoor areas that generate warm air currents in the winter and cool air currents during the hot Nevada summers are most vulnerable. Most rodent entries occur in the dark and quiet hours of the night.

2. Directly through the “back doors” during the dozens of times doors are left open or propped open by employees on smoke breaks or during employee exits and entrances.

3. Through the spaces of incompletely sealed pipe (and other utility) penetrates through walls, floors and roofs. These spaces should be closed via the use of the appropriate esoteric trim plates, but often they are not.

4. Through delivery doors during times of supply unloading. Interestingly, many commercial clients believe this to be the most common rodent entry points and time. But it is not for a few reasons. First, the presence and noise of humans, as well as the noise and vibrations associated with all the unloading while the door is open can scare rodents away from the area during the actual delivery time. Second, there is also the low statistical chance of a rodent actually being nearby the door during the window of delivery time. Certainly, if a delivery lasts for several hours and during the night, the chance of rodents entering during such times increases.

5. As “Trojan horses” within the boxes of deliveries. This is more likely to happen within non-food items arriving from warehouses where the non-food item may have sat for protracted periods (e.g., unlabeled boxes, paper towels, toilet tissue, cups, etc.). In these cases, mice are in fact hand-delivered and “signed off for” by your client. Once inside the rodents move out of the boxes when the boxes are stored on racks in storage rooms and closets.

6. Off of delivery trucks. If delivery and trailer trucks are not kept clean and in good repair, rodents (and insects) will live within the walls of the trailers and travel all around the country. Sooner or later when the trailer doors are opened, the pets may jump off the truck and enter a building, or they may hitch a ride as a stowaway on the base of one of the pallets.

The Take Home Message

Reducing the chances of rodents entering commercial facilities requires clients to be informed of the structural state of their doors, employee practices and door policies, and finally, their delivery policies. It also requires that your clients are educated to the materials and methods involved in properly “pest proofing” doors, walls and utilities. For example, many commercial maintenance personnel mistakenly believe that “weather-stripping” is just another way to “pest proof.” Which, of course, is too bad for all parties—or at least, all human parties.
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Come and visit us at: www.target-specialty.com
The point is that we often KNOW that we have to change or do things differently, but it is more comfortable to stay as we are or not to change. We don't know what to do.

What happens by doing nothing is that your personnel start to see a sinking ship. The better employees will make a few suggestions. However, when none are taken and nothing else is happening to change the status quo, they leave. I hear that all the time.

When I go to an office and interview employees, they tell me the problems they see. They say they talked to management about the problems, but nothing is done. They are frustrated, irritated and confused. It can be sort of like seeing a ship taking on water, but not worrying as long as the ship is still moving forward. True slumber and slumber but...

As we grow, we have to change. What got you to where you are may not be what will get you to where you want to go. I say that over and over again. We don’t service the same as we did 30 years ago. We don’t bill the same way. We don’t use the same materials. Everything changes. So we have to change with the times. There have been many changes in communication, in leadership, in management, in sales. We have to get with it.

It often takes a lot to change. Start with the desire. If you have the desire, go out and learn what it is you have to do to change. There are courses, classes, videos, books and seminars. (Mine are the best, though.) Whichever you choose, learn to make the changes before it’s too late and you have to turn off YOUR lights.

To your customers, a roach is a roach. Only Advion® sees things the same way.

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DuPont® Advion® is an excellent environmental profile, it can be used in many sensitive situations that are of concern to your customers.

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Please complete the following application. This information will be used for the membership directory.

City ___________________________ State ______ Zip __________

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Return this application with your check payable to: Nevada Pest Control Association

Please charge my credit card:  ☐ MC  ☐ Visa  Name on card __________________________

Credit Card # __________ CCV Code __________ Exp. Date __________ Amount: $ ______

/ I / We acknowledge the purpose of the sponsorship program of the NPCA and hereby agree(s) to the membership and standards.

Signature __________________________ Date __________

Please mail or fax form to: NPCA, 7764 W. Sahara Ave., Las Vegas, NV 89117 Phone: (702) 385-1269 Fax: (702) 385-1908

Nevada Pest Control Association Membership Benefits

The Nevada Pest Control Association (NPCA) is a willing coalition of pest control professionals, allied for the promotion of quality and awareness in the Nevada pest control industry. Each and every member submits themselves to conform to the standards set by the association, meaning that our customers will receive the best service available.

Industry Support and Awareness • Training • Business Operation Support and Professionalism
By Lee Lawrence
Nevada Department of Agriculture - Reno Office

T
dose of you who were fortunate enough to attend the 2009 PESTEXPO in Las Vegas and watched the panel discussion, may remember that I was asked a question about how the Nevada Department of Agriculture deals with the internet sale of Restricted Use Pesticides to uncertified citizens. This question came as a surprise, one for which I had to perform a mental scramble to remember the Department’s position on this issue. The answer is relatively simple, but the ramifications of these sales are rather complex.

It is probably safe to say that every state is dealing with this issue on one level or another. The EPA is concerned about the sale of these products and has had some success in controlling them. In reality very few illegal pesticides are shipped into the U.S. from foreign countries. This is due in large part to cooperative efforts between the U.S., Canada and Mexico to curtail these shipments. Products from overseas are not as big a problem as many perceive, probably due to the costs associated with shipping bulky, heavy, liquid containers.

The biggest problem comes from the domestic sale of Restricted Use Pesticides on internet bid sites. For instance, if a Restricted Use Pesticide is sold by an online dealer in one state to an uncertified person in another state, a couple of problems can occur. The first being the seller may not have a Restricted Use Pesticide Dealers License in the state where the pesticide is being sold. Secondly the purchaser may not have a Restricted Use Pesticide Certification. Furthermore, the product may not be registered in the state where it is being purchased.

When these violations occur within America’s borders, state and federal authorities have the ability to prosecute the seller, buyer and end user. However, tracking down violators can be difficult. One problem is that authorities normally do not become aware of these illegal sales until there is a significant health or environmental effect. The impact of the pesticide on the target pest may not be evident for some time since it may not be completely effective in controlling the pest. The NDOA, along with all other state and federal authorities have been putting considerable effort and resources into curbing this activity this year.

The internet has solved a lot of our problems, but has certainly created a host of others. Aside from the internet, pesticide phone scams have been on the rise. These phone scams are aimed primarily at agricultural producers and homeowners. Scammers contact farmers and homeowners and entice them with promises of poultry control, vegetation control, and soil condition improvement. Another problem the NDOA has been facing with the internet is that the product “didn’t work”. Many times when a problem occurs, the customer will call the local pest control provider for Gerlach, Nevada! The newest internet problem involves unlicensed people using Craigslist to advertise pest control. With the increase in unemployment, the NDOA is anticipating there will be more and more unlicensed people trying to make a quick buck doing pest control through Craigslist.

Restricted Use Pesticides. There have been instances where buyers (i.e. pesticides) have been on the rise. These phone scams are aimed primarily at agricultural producers and homeowners. Scammers contact farmers and homeowners and entice them with promises of poultry control, vegetation control, and soil condition improvement. Another problem the NDOA has been facing with the internet is that the product “didn’t work”. Many times when a problem occurs, the customer will call the local pest control provider for Gerlach, Nevada! The newest internet problem involves unlicensed people using Craigslist to advertise pest control. With the increase in unemployment, the NDOA is anticipating there will be more and more unlicensed people trying to make a quick buck doing pest control through Craigslist. Last year the NDOA began work to halt this activity and is expecting to put considerable effort and resources into controlling this problem this year.

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By Jeff B. Knight, Entomologist Nevada Department of Agriculture www.agri.state.nv.us

As temperatures get warmer I receive numerous samples of springtails. Springtails are wingless, soft bodied primitive insects that belong to the order Collembola. They get their name from their behavior of hopping or jumping when disturbed. This is accomplished by the use of an appendage at the end of the abdomen, a key character in identifying this group. The size of this organ may vary between species. They are rather small insects between 2 and 5mm in length as adults. The nymphs are almost indistinguishable from the adults.

Springtails are wingless, soft bodied primitive insects that belong to the order Collembola. They get their name from their behavior of hopping or jumping when disturbed. This is accomplished by the use of an appendage at the end of the abdomen, a key character in identifying this group. The size of this organ may vary between species. They are rather small insects between 2 and 5mm in length as adults. The nymphs are almost indistinguishable from the adults.

Springtails are most often found in or around moist decaying plant material where they feed. This is often around heavily mulched areas or turf with excess thatch that is being over watered. They feed on the fungi, algae and bacteria. There can be 100,000’s of springtails per cubic meter of soil and they are often found during the Spring in large numbers around homes. They can sometimes look like snot covering driveways and sidewalks. When found inside homes, they are an indication of excessive moisture (leaking pipes) or in under the house. Over watering houseplants can also cause springtail problems indoors. They do not bite or carry any diseases.

They sometimes are considered a nuisance due to their high numbers. High populations will generally only last a few days to a week. The easiest way to control springtails is to locate the source and eliminate the excess moisture. If house plants are the problem, simply letting them dry out between watering will reduce the numbers of springtails (as well as fungus gnats). If springtails must be treated, almost any general insecticide properly labeled for the site will give adequate control.

BASF Acquires Sorex Pest Control Business

BASF has acquired Sorex Holdings Ltd., a leading manufacturer of branded chemical and non-chemical products for professional pest management. The transaction, which includes U.S.-based Whitmire Micro-Gen and U.K.-based Sorex Ltd., will increase BASF’s presence in the two most important pest control markets worldwide: the United States and Europe. Financial details have not been disclosed.

Combining BASF’s existing pest control business and research capabilities with the Sorex Group portfolio and expertise in application technology will strengthen the company on several fronts. BASF will diversify into the U.S. general insect control segment and solidify its position in Europe. In the United States, BASF now becomes a market leader in general insect control. In the termite sector, where BASF is already the market leader in liquid treatments, its portfolio is now broadened to include the second-largest termite bait offering: Whitmire’s Advance® Termite Bait System. In Europe, BASF now also advances to a strong position in rodent and insect control solutions for professional pest managers.

The Sorex Group has an excellent reputation in the fast-growing general insect control segment and unrivalled expertise in the area of rodenticides. The company has approximately 200 employees and recorded net sales of EUR 72 million in 2007, primarily in the US and Europe. Sorex’s portfolio and customer focus together with BASF’s worldwide presence will help to grow the pest control business on a global level. Its formulation capabilities together with BASF’s insecticides portfolio will enable BASF to develop tailor-made solutions for professional pest control.

Whitmire products in the US include a broad range of aerosol insecticides for general insect control, baiting systems for control of ants, cockroaches and termites as well as numerous dilutable insecticide formulations. Their strong position in pyrethrum-based insecticides and their Mother Earth® line of insect control products will give BASF a strong foothold in the fast-growing general insect control market. These product lines will be highly complementary to BASF’s Termidor® termite/insecticide and Phantom® termite-insecticide product lines. Sorex’s strong position in the European market is based on the innovative technologies, especially in rodent control, hence broadening BASF’s offerings to professional pest control operators.

For more information about BASF pest control, please visit www.pestcontrol.basf.us.

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John Bolanos, Vice President, Univar USA PP&S

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