SUB TERMITE BIOLOGY
By Austin Frishman Page 4

WHEN RODENTS RULE THE WORLD
By Grady Jones Page 8

STORED PRODUCTS PESTS
By Jeff Weier Page 14
Expo 2012 was another exceptional event that was due to the hard work and dedication of our outgoing President Kurt Trombetti, Vice President Steve Vach, our member companies, volunteers, vendors, speakers and hotel staff.

The attendance for the Expo reached an all-time high of 430 attendees and 24 vendors. Our association now consist of over 100 member companies.

At our 2012 Expo, we initiated our first ever Meet and Greet Event that took place the night prior to the Expo. It gave our Principal Members and Guests an opportunity to mingle with other owners, vendors and our guest speakers. The feedback that I have received about this event has been extremely positive. This was also our first co-sponsored event that our association members voted on last year. I would like to take this opportunity to say a special thank you to Rob Ives and CSI Solutions for making this a memorable event.

Looking ahead for our next Expo, our board is excited to have Dr. Austin Frischman and Jeff Weier, both outstanding speakers, returning to Las Vegas as headliners for our Expo. We have also secured the Orleans Hotel for the next two years.

The current administration has taken over as of January 27th, 2012. Voting, which took place last December at our quarterly meeting, had the following results: George Botta of JS Pest Control as President, John Parins Jr. from Pest Control Inc. as Vice President and Steve Vach from Terminix as Secretary. I looked forward to working with the new administration and all of its members.

The Nevada Pest Control’s Outreach Program will continue with Kurt Trombetti at the helm as Director. The outreach program, which was established in 2011, has put many smiles on the kids and teachers at Marion Earle Elementary School. This program has had outstanding

Ask about our Spring Savings promotions on Cyzmic® CS, Dominion® 2L, and New IGR’s.

For more information please contact Rob Ives
(Phone) 713-203-4058 • (Email) rives@controlsolutionsinc.com
Visit our website www.controlsolutionsinc.com

By George Botta
NPCA President
702-248-7378
george@peast@aol.com

NEW PRODUCTS FROM CONTROL SOLUTIONS, INC.
A Professional Line of Products That Meet All Your Pest Control Needs
The primary function of swarmer termites is to disperse and the survivors to start new colonies. Very few succeed. In any given year they may all fail. Once a colony is established, the best thing that could happen is that the original queen dies. If she is no longer present to control what the developing termites become, most can now develop into supplementary reproductives (secondary reproductives). They never swarm, but instead of having one queen, you may have 200 queens now all producing eggs. The colony is much more successful and huge numbers of swarvers may develop.

If you apply liquid termiticide into the soil or construction, it cuts the queen off from developing termites above ground in a structure. These termites become supplementary reproductives and you end up with a major termite problem.

Ordinarily, in a structure, not enough moisture is provided for the termites to survive and they return back to the soil periodically.

Once a major tube is constructed from the soil into a structure, extra soil is hauled upward so new tubes can be built back down to the soil. One way you can tell if this is happening is by breaking an active tube close to the ground and seeing which way the termites run. If the above ground termites hit the open air and turn around and go back up again, the colony can survive in the walls, because somehow the structure is providing extra moisture for the termites. Moisture meter readings and/or Infrared readings will confirm this. How is it possible for enough moisture to accumulate above ground? Here are a few things to look for:

- Someone is over-watering a large potted plant located on a wooden floor. The overflow seeps into the floor. I saw this happen in Manhattan, N.Y.
- Roof leaks.
- Rain gutter clogs up and water backs up under the roof.
- Homeowner uses water hose to water flowers and keeps hitting the wall behind the flowers.

You only need a moisture content of 28% or more for the termites to survive. If the moisture reading goes below this, the termites may hunker down with tighter mud chambers. But within months to a year, they should die out.

Bottom line. If you treat the soil properly, but do not correct moisture problems above ground, the termites will continue to survive and thrive.
However, you probably won’t get as many calls as you have in the past, in case you have been sleeping for the past few years, the economy just ain’t what it used to be. The good ol’ days are gone. Sorry. You can blame it on the economy, Congress, the President, Wall Street, the Oil Companies, NPMA or even that crazy old teacher that failed you in the fourth grade. In the meantime, we are here! Those phone calls will not be like they were. We can no longer wait for the calls. We now have to go out and get the business. My next article will be on a sales department but first you have to prepare for the sales department.

We need to be sure we are organized and everyone services accounts the same basic way. In other words, you need to have protocols for your services. Why? Because if you want me to help you put together a sales department, it might be a good idea to have a united service plan. If a potential client asks your sales rep, “How would you service it?” he or she could be specific as opposed to saying, “Well, that depends on which service rep you get.” Get the point? Do you have contracts or agreements with John Parins Jr., Steve Vach and all our members. Season. I look forward to being your President and working with Kurt’s dedication and the generosity of our Members and Vendors. We have also added an important writer to our quarterly magazine. That writer is Grady Jones from Western Exterminators who is our representative (Voice) as a Board Member of the Nevada Department of Agriculture. Grady has kept us abreast of changes, drafted at the last legislature session, that would have had an enormous negative effect on our industry. We were able to get that Bill Draft killed. The team efforts of Grady, members of the Association and the Department of Agriculture working together enabled us to defeat the bill. Grady is currently working to protect our industry this year on another issue. The Association has pledged to help Grady on all issues pertaining to our industry.

I wish all members and vendors a very prosperous Bug Season. I look forward to being your President and working with John Parins Jr., Steve Vach and all our members.

President’s Message - Continued from page 3

results with Kurt’s dedication and the generosity of our Members and Vendors.

One product provides effective residual control of ants, cockroaches and other nuisance insects listed on the label
One flexible label that allows a 10-ft. perimeter outdoor application
One product for use indoors and outdoors, including food-handling establishments (crack and crevice only)
One non-repellent formula that meets your pest control needs
One treatment that can be applied every 30 days

DuPont™ Arilon®

DuPont™ Arilon® insecticide is an excellent way to control ants, cockroaches and other nuisance insects.

Studies demonstrate that Arilon® is effective at controlling labeled pests on a variety of both interior and exterior surfaces, such as concrete, tile, vinyl, paint and stainless steel. Arilon® is a water-dispersible granule formulation that is packaged in pre-measured one finished gallon increments or up to 25 finished gallons for power spraying application. Arilon® is a water-dispersible formulation that is packaged in pre-measured one finished gallon increments or up to 25 finished gallons for power spraying application.

Arilon® applied on a variety of both interior and exterior surfaces has proven to be effective against targeted insect pests.

Contact your local sales representative:
Nick Grisafe
909-486-0369
Dominic.J.Grisafe@usa.dupont.com
To learn more, visit us at proproducts.dupont.com.

Arilon® is a water-dispersible granule formulation that is packaged in pre-measured one finished gallon increments or up to 25 finished gallons for power spraying application.

DuPont™ Arilon® insecticide is an excellent way to control ants, cockroaches and other nuisance insects. As an example, studies have shown that Arilon® is effective at controlling labeled pests on a variety of both interior and exterior surfaces, such as concrete, tile, vinyl, paint and stainless steel. Arilon® is one of the few insecticides that is effective against a wide range of pests, including ants, cockroaches and bed bugs. Arilon® differs from other insecticides in several key ways:
- Arilon® is a water-dispersible formulation that is packaged in pre-measured one finished gallon increments or up to 25 finished gallons for power spraying application.
- Arilon® is effective against a variety of pests, including ants, cockroaches and bed bugs.
- Arilon® is non-repellent, meaning that it will continue to work even after it has dried.

Arilon® is a safe and effective insecticide that can be used in many different environments, including homes, restaurants, hospitals, and schools. It is important to follow the label instructions carefully when using Arilon® to ensure maximum effectiveness and safety. Arilon® is manufactured by DuPont, a leading producer of agricultural and industrial products. DuPont is proud to offer Arilon® as a part of its comprehensive line of pest control products.

Contact your local sales representative:
Nick Grisafe
909-486-0369
Dominic.J.Grisafe@usa.dupont.com
To learn more, visit us at proproducts.dupont.com.

Arilon® is a water-dispersible granule formulation that is packaged in pre-measured one finished gallon increments or up to 25 finished gallons for power spraying application.
What would you do if you couldn’t use snap traps or glue boards? With the new restrictions on rodenticides, the loss of snap traps and glue boards, it just might be all rats and mice need to conquer civilization once and for all.

Last year, an animal rights group called TrailSafe tried to place restrictions on trapping, that if implemented would have severely limited anyone, including PCO’s, in the use of any kind of body-gripping, trapping device including Snap-traps and glue boards.

Initially, TrailSafe tried to bypass any cooperation or input from the industries that would be affected and presented their concerns directly to the Nevada Department of Wildlife at their Board meeting in order to achieve the restrictions they were seeking. After NDOW listened to their proposals, they wisely directed the activists to meet with the industries involved, which included trappers, nuisance wildlife professionals and the pest control industry, in an attempt to find some common ground and then bring some proposals before the board that would include input from professionals, and perhaps be a bit more realistic.

Instead, TrailSafe felt they were rebuffed by the Board and so found a Senator that would sponsor their bill at the legislative session, in an attempt to bypass NDOW altogether. The bill became SB226 and, if successful, would have made TrailSafe’s over-reaching and unrealistic regulations part of Nevada law. Members from our industry, including the Nevada Pest Control Association, the National Pest Management Association, various pest control companies, and the Department of Agriculture, began to rally and responded with a unified front that would clearly be difficult to defeat.

To their credit, Trish Swain, the founder of TrailSafe, along with some of her peers, eventually reached out to the Pest Control industry in an attempt to be sure we were exempted from the proposed restrictions outlined in SB226. They met with Mark Hutchinson from Critter Control, Darren Ernis from Terminix, and myself, in order to see what it would take for the pest control industry to not oppose SB226 and perhaps even endorse it. We had a friendly conversation and while we obviously could not endorse SB226, we achieved what looked like a complete exemption for pest control.

The bill was presented at the session with our exemption intact, in an attempt to bypass NDOW requiring their Commission to develop some comprehensive regulations for trapping in Nevada. In other words, we were back to the drawing board. While all of this may seem tedious and unimportant to most of you guys in the field, the reality is that without the exemption, pest control operators would not be allowed to use any kind of body-gripping trap within what will most likely end up being 1000 yards (approx ½ mile) of a residence. If you think the title of this article is far-fetched, consider what rodent populations are like in countries where they don’t have effective pest control. The mouse is already THE most successful animal on the planet. He doesn’t need any more help from activists, nor do his cousins. They will likely be feeding on whatever is left of our planet long after we are gone.

The Trapping Commission did a great job of hearing everyone’s opinion while staying within the scope of SB226 and the considerable restrictions of the NRS that are already in place regarding trapping. (Those things already written in Nevada law cannot be changed by the Commission; they would have to be reintroduced in a new bill in the next session.)

They facilitated two meetings in Las Vegas and two meetings in Reno in order to give everyone a chance to express their views before writing the new regulations. This was important because if any group was not given a fair voice during this process, it would increase the likelihood of a similar bill being sponsored in the next session and we would be battling an unrealistic trapping proposal every two years. In the end, the Trapping Commission will likely exempt pest control in their new guidelines, after much input and effort on the part of our industry. While we have received some confirmation from the Commission on our exemption, the final draft of the new guidelines is supposed to be released in April.

While I have to say TrailSafe did state from the beginning that they never intended to impact trapping for mice and rats, they do have a problem with trapping other nuisance animals such as raccoons, skunks and muskrats, all of which we deal with in our industry here in Nevada. There is also the very real danger of other activist groups such as the Humane Society and PETA, piggy-backing on a bill like SB226 who do have a problem with hurting rats and mice. Several of these activists surfaced during the meetings, voicing concerns about the ‘terrible nature’ of glue boards and snap-traps and the ‘cruel way in which rodents die in them.’

Many of you came together to help defend our industry and that was the difference in the end. I can’t thank Mark Hutchinson enough for all of his efforts in battling SB226. There were many others that cooperated and sacrificed their time for all of us. There was at least one other bill in the 2011 legislative session that would have greatly impacted our ability as an industry to continue to provide pest control for the residents of Nevada. This will continue with greater frequency as we go forward. It is more important now than ever that we continue to stay educated, involved, and most of all, unified in defending our industry.

We protect human health and welfare and keep our country free of pestilence and potential disease-vectoring pests. It is our job to continue to do so. But it is every bit as much our duty to educate law-makers and stave off zealous activists whose short-sighted agendas would endanger the public. Many thanks to those of you who helped out with SB226, as well as the other issues that we faced this past couple of years. By sticking together, we are a much stronger force to be reckoned with. We all benefit greatly, as does the public. If you would like more info on SB226 or would like to be involved in helping us defend our industry in the future, please feel free to contact me anytime.
THANK YOU TO ALL THE BUSINESSES THAT SUPPORTED THE ASSOCIATION AT THE 2011 PEST EXPO

A.B. Bait Company
www.abbaitco.com
60 W. Broad St. suite 99c
Bethlehem, PA 18018
Andrei Branc
610 849-1723 • sales@abbaitco.com

B&G Equipment Company
www.bgequip.com
1977 Freeman Ave.
Signal Hill, CA, 90755
Chris Sanders
714-287-8889 • csanders@angel-cotton.com

BannerView.com
www.bannerview.com
6348 S. Rainbow Blvd. #110
Las Vegas, NV 89118
Pamela Joy Ring
702-312-9444 • pring@bannerview.com

BASF
www.pestcontrol.basf.us
3568 Tree Court Industrial Blvd.
St. Louis, MO, 63122
Margie Koehler
951-277-8554 • margaret.koehler@basf.com

Bayer Environmental Science
www.backedbybayer.com
2 T.W. Alexander Dr.
Research Triangle Park, NC, 27709
Josh Shoemaker
602-820-5684 • josh.shoemaker@bayer.com

Bell Laboratories, Inc.
www.belllabs.com
3699 Kinsman Blvd.
Madison, WI, 53704
Jeremy Davis
574-361-5058 • jdavis@belllabs.com

Bird Barrier America
www.birdbarrier.com
20925 Chico Street,
Carson, CA, 90746
Leonard Mongiello
800-503-5444 • lb@birdbarrier.com

Bird-B-Gone, Inc.
www.birdbgone.com
23918 Skyline
Mission Viejo, CA, 92692
Mike Dougherty
800-392-6915 • mike@birdbgone.com

Call & Associates
www.call-associates.com
8076 W. Sahara, Suite B
Las Vegas, NV, 89117
Marion Call
702-212-3280 • marionc@call-associates.com

CATCHMASTER
www.catchmaster.com
170 53rd St.
Brooklyn, NY 11232
Steve Olensak
347-585-1033 • solensak@catchmasterpro.com

Central Life Science
www.central.com
1360 Trafalgar Blvd., Suite 600
Wheat Creek, CA, 94597
Ed Bredemeyer
925-948-4000 • ebredemeyer@central.com

Control Solutions Inc.
www.controlsolutionscny.com
9202 Bonhomme Rd.
Houston, TX, 77074
Rob Ives
713-203-4058 • rives@ControlSolutionsInc.com

DuPont Professional Products
www.proproducts.dupont.com
33562 Yucaipa Blvd. #4 PMB #111
Yucaipa, CA, 92399
Nick Grisafe
909-486-0368
Dominic.J.Grisafe@usa.dupont.com

FMC Professional Solutions
www.fmcprosolutions.com
40433 Wgasa Place
Temecula, CA, 92591
Dean Johnson
951-995-5829 • dean.k.johnson@fmc.com

GLB Insurance
www.glbins.com
4555 S. Pecos Rd
Las Vegas, NV 89121
Donna Way
702-735-9333 • donna@glbins.com

JT Eaton
www.jteaton.com
1393 East Highland Rd.
Twinsburg, OH, 44087
James Rodriguez
800-321-3421 • james@jteaton.com

Continued on page 12
The product you’ve come to rely on for unsurpassed ant and perimeter pest control is now registered for bed bugs. As always, Temprid’s dual mode of action enhances performance. And because it can be applied to mattresses, box springs, picture frames and more, its flexibility enables you to treat where bed bugs like to hide. So get ready to enter this expanded zone of fewer callbacks and increased profits.

As always, you’re Backed by Bayer.™ And that means our team of professionals is your team of experts. All of our research and support is to ensure you have the most effective products available. Superior products and superior support – only from Bayer. Satisfaction guaranteed. Learn more at BackedbyBayer.com.

Bayer CropScience LP Environmental Science Division, 2700 Alexander Drive, Research Triangle Park, NC 27709. 1-800-331-2867. www.BackedbyBayer.com. Bayer, the Bayer Cross, and Temprid are registered trademarks of Bayer. The use of Bayer is a trademark of Bayer. Not all products are registered in all states. Always read and follow label instructions carefully. ©2012 Bayer CropScience LP.
Processed foods often must be destroyed even after the time it is harvested and when it is consumed. Infested Stored product pests damage a tremendous quantity of food and the Warehouse Beetle. Psocids are another group of important common ones include Indian meal Moth, Almond Moth, Mediterranean Flour Moth, Red Flour Beetle, Confused Flour Beetle, Sawtooth Grain Beetle, Cigarette Beetle, Drugstore Beetle and the Dermestid beetles such as the Warehouse Beetle. Scavengers - This group includes those insects that feed on grains damaged by internal feeding insects, grains that are severely damaged and processed grains. In most cases these are the most significant pests of processed grain based foods. These insects are often found in non-grain based processed foods. Insects in this group include the Sawtooth Grain Beetle, Merchant Grain Beetle, Red Flour Beetle, Confused Flour Beetle, Red Legged Ham Beetle, Sap Beetles and the stored product moths such as the Indian Meal Moth. Secondary Feeders - This group includes those insects that feed on old and moldy grains and processed foods. The presence of these insects usually indicates a more severe problem with moisture and mold. Insects in this group include Mealworms, Psocids, Fungus Beetles, Spider beetles, Flat Grain Beetles, Foreign Grain beetles and the non-insect Grain Mites. As you can see Stored Product Pests present unique challenges to the Pest Management Professional. Their abundance and wide distribution also present opportunities for those who are willing to spend the time to become educated in this fascinating group of pests.
Control Solutions, Inc. is a Houston, Texas-based subsidiary of Makhteshim Agan Industries (MAI), the largest post-patent Agricultural Chemical company in the world, with 96 active ingredient and more than 4,000 products worldwide. Control Solutions (CSI) considers itself a pioneer company of sorts. CSI is traditionally a post-patent company, but its access to a wide portfolio of actives and technical formulation technology, through the parent company MAI empowers CSI to improve upon older, existing technology and develop novel formulations.

In the past year, CSI has launched an astonishing 10 new products for the professional pest management industry, including Taurus® SC; the first post-patent Fipronil on the market, Optimate® CS; a proprietary new active to the pest management industry exclusive to CSI, Permethrin CS; with the cutting edge CapVantage™ Technology, low odor Deltamethrin formulations with D-Fense™ SC and D-Fense™ Dust, and most recently a portfolio of IGR's, Pivot®, Pivot® 10 and Meteor®.

CSI has an ever changing and growing product development pipeline and their outlook for the pest management industry overall is very bright. CSI and MAI have allocated substantial resources to continue to offer innovative products and new technology that will continue to bolster PMP’s effectiveness and efficiency. Check with your distributor, or local CSI representative, Rob Ives, for information on spring cash-back rebate promotions available on Cyzmic® CS, Dominion® 2L, and IGR’s. Visit www.controlutionsinc.com for a complete product listing and more information.

GAME CHANGERS

Post-Patent product can and should deliver innovation – while helping PMP’s increase business and save money.

Control Solutions, Inc. is a Houston, Texas-based subsidiary of Makhteshim Agan Industries (MAI), the largest post-patent Agricultural Chemical company in the world, with 96 active ingredient and more than 4,000 products worldwide. Control Solutions (CSI) considers itself a pioneer company of sorts. CSI is traditionally a post-patent company, but its access to a wide portfolio of actives and technical formulation technology, through the parent company MAI empowers CSI to improve upon older, existing technology and develop novel formulations.

In the past year, CSI has launched an astonishing 10 new products for the professional pest management industry, including Taurus® SC; the first post-patent Fipronil on the market, Optimate® CS; a proprietary new active to the pest management industry exclusive to CSI, Permethrin CS; with the cutting edge CapVantage™ Technology, low odor Deltamethrin formulations with D-Fense™ SC and D-Fense™ Dust, and most recently a portfolio of IGR’s; Pivot®, Pivot® 10 and Meteor®.

CSI has an ever changing and growing product development pipeline and their outlook for the pest management industry overall is very bright. CSI and MAI have allocated substantial resources to continue to offer innovative products and new technology that will continue to bolster PMP’s effectiveness and efficiency. Check with your distributor, or local CSI representative, Rob Ives, for information on spring cash-back rebate promotions available on Cyzmic® CS, Dominion® 2L, and IGR’s. Visit www.controlutionsinc.com for a complete product listing and more information.

SECOND BEST ONLY GETS YOU SO FAR.

Target Specialty Products.
The quality leader for over four decades.
Wholesale distribution of specialty agricultural chemicals • Recognized for integrity
Experienced training and regulatory staff • Licensed customer service
Next day delivery in most areas • ISO compliant

Fumigation • Golf • Landscape • Nursery • Pest Control • Vector • Vegetation Management
Visit us at www.target-specialty.com

APRIL 26, 2012
BEE CLASS
Orleans Hotel 6-8pm
SEPTEMBER 27, 2012
ASSOCIATION MEETING
Orleans Hotel 6-8pm
DECEMBER 6, 2012
ASSOCIATION MEETING
Orleans Hotel 6-8pm
JANUARY 30, 2013
NEVADA PEST CONTROL ASSOCIATION EXPO
THE REGULATORY CORNER
BED BUG DETECTION DOGS

By Lee Lawrence
Nevada Department of Agriculture - Sparks Office

There’s an all out war going on in the science of pest control. The war I’m referring to is the one against an age old adversary, the dreaded bed bug. Unfortunately evolution has given this worthy opponent the biological “tools” to become resistant, or in some cases completely immune, to commonly used insecticides. Not only their resistance to pesticides, but the very nature of how they spread, where they hide, etc, compounds the difficulty of controlling them. These problems, added to the fact they feed at night on people while they sleep, make them a particular nasty pest many people literally fear. I’ve had my own encounter with them on two occasions. The first while on a cruise ship and the other at a well know national hotel chain. In both instances, I alerted the management and demanded another room, a cruise ship and the other at a well know national hotel chain. In both cases, the management did not respond and I had to leave. I admit that I’m not an expert in the field of canine scent detection, but I was recently introduced to it and have been very impressed by what a good dog and handler can accomplish. I first heard of an interest in using these dogs in our state about six months ago. My first concern was determining if the handlers should be required to hold a Nevada pest control license. After giving the issue much consideration and taking into account the commercial aspect of the work and the fact that detection is a major part of pest control that eventually leads to the use of insecticides and other control measures (heat, cold, etc.), it was determined that handlers must hold a pest control license. Also of concern was the fact that no regulatory body exists to determine the competency of handlers, and that bed bugs are the number one emerging urban pest problem, a problem that could directly threaten this state’s hotel industry. In defense of the handlers, it’s my understanding that they’re well trained and certified prior to receiving their expensive dogs, but, depending on the state, they may not be subject to any form of regulation beyond those relating to animal health and cruelty.

Continued on page 19

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

There are four groups of small flies (1/8th to 3/16ths of an inch long) found in households and structures in Nevada. These flies are: dark winged fungus gnats, moth or drain flies, small fruit flies and skipper flies. They can generally be separated by the pattern of veins in their wings and the shape of the wings.

Dark winged fungus gnats belong to the family Sciaridae. They are found in areas with indoor plants. The larvae of this fly feeds on fung and soil. Allowing the soil to dry out between watering usually reduces adult fungus gnat numbers. The black adults have dark translucent wings. The venation of the wing (Fig. 1) has the first two veins much thicker than the rest of the veins and connected by a small vein. The antennae of the adults have numerous segments.

Moth flies or drain flies (Psychodidae) are very distinctive flies. Their wings are pointed and the numerous parallel veins have rows of hairs covering them (Fig. 2). The adults also have antennae that are composed of many segments similar to fungus gnats. The larvae of these flies are found in drains and other areas with excess algae and bacterial growth. Thick white foam can be seen in drains. These flies are attracted to light, particularly fluorescent lights, and are the flies that have been used in genetic research. They are commonly found around overripe fruit and vegetables. Their wing venation is much more complete than “normal” than the other species discussed here. (Fig. 3). They also may have bright red eyes and the abdomen appears striped.

Skipper or scuttle flies (Phoridae) get their name from their habit of hopping short distances as they move. They are frequently found associated with drains and grease traps and garbage areas that are not cleaned regularly. They are also pests of mausoleums from their habit as larvae of feeding on dead bodies. Their wings are very distinctive with the first few veins being thickened and forming a triangle. The other veins are almost invisible (Fig. 4).

Small Flies and Gnats

Fig. 1 dark winged fungus gnat wing

Fig. 2 moth or drain fly wing

Fig. 3 small fruit fly wing

Fig. 4 skipper/scuttle fly wing

The Regulatory Corner
Continued from page 18

After determining the handlers had to be licensed to advertise or perform their service, the challenge then became linking the handlers as Operators to pest control companies. Of the four handlers currently licensed, three of them are licensed as Operators with companies, while one is a Primary Principal of his own bed bug dog detection company.

How can my company benefit from a bed bug detection dog service?

The answer to this question is fairly obvious, THEY WORK. If your service goals include prevention, early detection or follow up inspection, you may want to consider using a canine bed bug detection service.

How do I incorporate a bed bug detection dog service into my company?

The answer to this question is relatively simple. The service may be subcontracted out to a handler, OR, a licensed handler can be added to your company as an Operator. There’s no limitation to the number of companies an Operator/handler can be employed with (this is true for any Operator). The license fee for adding an Operator is $50.00, which many believe is inexpensive when considering the added value and marketability of a service that is effective and in many cases adds to customer piece of mind. I encourage anyone who’s interested in this service to contact one of the licensed handlers to schedule a demonstration of their dog’s ability.

The NDA is currently reviewing its regulations to determine if changes are needed to better accommodate this emerging industry.
Univar PP&S has the answer.

We also have a Pro Center near you in Las Vegas.

For whatever questions you have about pest management, Univar PP&S has the answer. We have the people, the products, the technology and the educational resources you need to better serve your customers and build a stronger business. Learn more at PestWeb.com or call (800) 888-4897.

One Source. Countless Resources.