Sharpening Your Edge on the Pests
By Austin Frishman  Page 4

Managing the Odorous House Ant
By Karen M. Vail  Page 8

Human Reactions to Bed Bug Bites
By Michael F. Potter  Page 14

Monday, January 31, 2011
See Page 10
As 2010 draws to a close, I would like to reflect on the accomplishments and challenges of the past year, and the possibilities for 2011 and beyond. In a year where our industry has had - and, in many instances continues to have - its struggles, most of the companies that I have spoken with have maintained their current business or have experienced modest growth in our slow economy.

The Las Vegas area reports the highest unemployment rate among large metropolitan areas in the state at 15 percent and Nevada continues to lead the nation in foreclosure filings. With thousands of our local residents affected by these statistics, I would like to see our industry “step up” and start giving back to the community that supports us and our businesses. The Enviro Safe Pest Control team is currently looking at several charities that we can partner with, not just during the holiday season but throughout the year.

The companies that attended the Nevada Pest Control Association quarterly meetings this year are aware that our local pest control industry has made a profit over the past 12 months and that we expect to do so again in 2011.

I am strongly encouraging the NPCA and its member companies to partner with one or more charities as we move forward and continue to grow. The association is looking for creative ideas from our members to help establish and manage our charitable contributions. There are several ways to donate to charities which include donating your time or your skills. If your company is currently involved in charity work we would like to hear from you. Our association may be able to help.

All of the leading associations in the country are involved in charity work. We are a quality association and our time has come. Please contact your NPCA board members with your ideas or input and help get this program off the ground.

Association member Roger Stark passed away in September. He was with the Nevada Athletic Commission for 10 years and owned Morgan Termite and Pest Control in Las Vegas for 26 years. Roger played an instrumental role in our local pest control industry. Although I didn’t know him personally, I have only heard good things about Roger over the years and know that he will be greatly missed. I would like to extend my sincere condolences to the entire Stark family.
SHARPENING YOUR EDGE ON THE PESTS

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

At the upcoming Nevada Pest Management Association Convention, I will be presenting a condensed review of my best pest management tips discovered during my 50 years in the field. Here are a few examples to wet your appetite.

- After knocking at the door of a residential account, place booties on as you enter the door. If you have to enter an attic or garage area, take the booties off and put them back on again upon entering the living quarter area.
- Mark suspended ceiling area in commercial account with colored Avery dots. Use them to indicate where you have placed a monitoring device, trap or insect bait tray.

- In commercial accounts, find out who is the first person in the morning. Get to know them and find out what they see pest wise.
- Store pet food within tightly sealed containers. Consider providing or selling such containers to your customers. Label them “Protected by XYZ Pest Management Services.”
- Deputize all the youngsters on your route. Make them honorary “pest protector inspectors.” Have them write down for you where they spot pests. This way they can let you know, even if you are not home at the time you service. Some PMP’s issue badges.
- When using a pressurized c/c aerosol, place a clear cap over the straw-like applicators. Place it flush against the crack. Insert the c/c applicator through the plastic cap behind. Any bounce back will be trapped behind the cap, avoiding exposure to you and the environment. Use a cap not labeled for food.
- Use an extended mirror and flashlight to inspect high and under tables. You may find cockroach antennae looking back at you. The best mirrors are available for distributors carrying home inspection equipment. Cheap mirrors are available in an auto hardware store.

See you in Las Vegas for more practical tips for solving challenging pest situations.
Where to streamline or cut back? Where to invest? The answers to these questions are quite complex—especially without my spending time at your company to answer them more intelligently after an evaluation. But I will generalize here.

First, you must realize that there will be repercussions in any action that you take. These must be reviewed before you make any decisions.

One of the problems with cutting back is that, if you are talking personnel, that would mean more of a load (driving time, hours, etc.) for others to make it up. Hopefully, this extra load will bring with it more money to the employees.

In the last 3-4 years most companies I know (including my own) have cut back drastically in yellow page advertising and put that money into the development of a sales management and sales programs. Direct mail has become much more targeted with more specific follow ups.

The smarter companies are now investing in their personnel. This includes promotions, training, etc. Understand that if we do not put the time and effort into this now, we will not be able to have the leadership to get us through this.

Some companies are actually cutting back on safety issues, including holding off on getting new brakes, tires, etc. This is really a bad move. The courts and jury’s would get even with you later. Don’t ever cut back on safety.

Routing should be overhauled once or twice a year to become more efficient. Keeping your vehicles longer is a gamble without a very decent maintenance program.

Taking on new services could be a mistake without a really heavy duty business plan. Be careful on this. Too many companies are switching to new services they have never had and are inundating their personnel and customers.

Other companies are “waiting this thing out.” I don’t know how long our recession will be in effect, but waiting it out is not a good idea. Especially if your competitors are becoming more proactive. In the end, they will gain a larger market share while you dwindle away and hope to get back on your feet someday.”

It is a time to review your company and make some hard intelligent decisions.

Nonrepellency Risk

New Prescription Treatment® brand Alpine® Insecticides deliver more of what you want and less of what you don’t.

With proven nonrepellent performance and a new Reduced Risk® active ingredient, new Alpine® Insecticides are smart options for your business and your customers alike.

- Alpine Ant and Termite Foam is the first nonrepellant foam good enough to be used with Termidor® termicide/insecticide.**
- Alpine Dust Insecticide is labeled for use inside and outside to control ants, bed bugs and stinging insects.
- Alpine Pressurized Insecticide is the only Reduced Risk® nonrepellent aerosol for crawling and flying Insects.

For more details, contact Margie Koehler, Senior Sales Specialist, at 951-277-8554 or call 1-877-Termidor.
DuPont™ Arilon® Insecticide

All your pest control needs in one single product.

DuPont™ Arilon® insecticide is the progressive way to control a diverse range of insect pests in both interior and exterior application situations. Arilon® is the latest non-repellent chemistry, with a mode of action like no other. Studies show that Arilon® provides excellent control of ants, cockroaches and other key insect pest species on a variety of interior and exterior surfaces—and the active ingredient converts to its MetaActive™ form using internal insect enzymes, making Arilon® an environmentally favorable product too. Because of its label versatility and favorable toxicological and environmental profile, Arilon® can be used in a variety of use sites—in and around both household and commercial/industrial locations for more versatile application with fewer treatment limitations.

How Arilon® Works

Target Organisms

Through chemical optimization methods, DuPont scientists engineered the active ingredient in Arilon® to be bioactivated and utilize the insect pest’s own enzymes for metabolic conversion to its MetaActive™ form.

Non-Target Organisms

Because natural enzymes found in insect pests are the key to its biological effectiveness, Arilon® can effectively differentiate between target insect pests and non-target species.

Results You Can Count On

<table>
<thead>
<tr>
<th>Pest Species</th>
<th>Surface</th>
<th>DAT</th>
<th>Mortality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Odorous House Ant</td>
<td>Stainless</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>Argentine Ant</td>
<td>Stainless</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>House Cricket</td>
<td>Tile</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>German Cockroach</td>
<td>Vinyl</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>American Cockroach</td>
<td>Vinyl</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>Crazy Ant</td>
<td>Wood</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>Phantom Ant</td>
<td>Wood</td>
<td>1</td>
<td>100%</td>
</tr>
<tr>
<td>Smokybrown Cockroach</td>
<td>Concrete</td>
<td>2</td>
<td>100%</td>
</tr>
<tr>
<td>Oriental Cockroach</td>
<td>Concrete</td>
<td>2</td>
<td>100%</td>
</tr>
</tbody>
</table>

Results: The surfaces in this chart are arranged in order from the least to most porous of structural surfaces. Despite the surface tested or the insect, DuPont™ Arilon® provides 100% control for many key insect pest species in fewer than 2 days.

Sources: BioResearch; Purdue University; Stine-Haskell Research; and Univeristy of Malaysia, Penang

By Karen M. Vail, Ph.D.

T he odorous house ant (OHA) often enters homes in the spring and may leave if its own accord or may need a little help from us. OHA has been ranked as the number two pest ant in the U.S. and is the most common structure-invading ant in many parts of this nation. This small black ant, about 1/8 inch long, is easily distinguished from other dark ants by its one-segmented waist with a very flat, barely noticeable node or bump hidden by the abdomen. Some folks are especially talented and can distinguish this ant by its odor. Crush an ant between the fingers and if it smells of a “disagreeable, rotten-coconut like” odor possibly mixed with pine, then it may be the odorous house ant. Argentine ants can be easily confused with OHA, but Argentine ants have an obvious bump on the waist.

OHA nests are shallow and often found in shady, moist areas such as in or under mulch, pine straw, leaves, stones, stacked siding and logs. If given the opportunity, small nests may exist indoors too and are often located near a moisture, food and/or heat source. In many cases, a connection is maintained with the outdoor colony as evidenced by the movement of dyed food from the indoor nest to outdoor ants. Thus, management of OHA on the outside of the structure can affect the indoor ants.

More information on OHA and other ants can be found in PB1629, Managing Structure-Invading Ants (http://utextension.tennessee.edu/Pages/default.aspx).

RESEARCH INSIGHTS INTO MANAGING THE ODOROUS HOUSE ANT

By Karen M. Vail, Ph.D.
Professor, Extension Urban Entomologist, University of Tennessee

Continued on page 16

acting, nonrepellent spray of 0.06% fipronil (Termidor® SC), applied to the outdoor foundation base 1 foot up and out, the outdoor entry points and outdoor trails combined with a bait in the landscape or another slower-acting spray to the interior.

Baits or sprays that have performed well in combination with an outdoor Termidor treatment include the following:

- A 1.3% borax experimental liquid bait (now registered as PT381B Advance® Liquid Ant Bait) applied in stations in the landscape near the structure where ants were active; OR
- A 0.5% chlorfenapyr (Phantom®) spray applied to interior cracks and crevices with an NPD sprayer where ants were seen or were likely to enter; OR
- A 5.4% borax experimental gel bait (now registered as PT388B Advance® Ant Gel Bait) applied crack and crevice on the outside of the structure or on landscape elements near the structure where ants were active; OR
- An interior pyrethroid spray (Suspend® SC containing deltamethrin) and/or dust (DeltaDust containing deltamethrin) applied to a crack and crevice where ants were seen. The interior pyrethroid applications by themselves did not satisfactorily control the OHA found inside or outside.

Other effective treatments for odorous house ant infestations included the following:

- A thimetoxam spray (Optigard® Ant Gel Bait) applied in cracks and crevices and stations reduced indoor and outdoor OHA populations. Optigard® gel in stations provided longer control than crack and crevice applications, but this could be due to other factors such as the station’s use later in the season.
- An indoxacarb granular bait (Advion® Mole Cricket Bait [MCB], now called Insect Granule) applied to the perimeter stone or in combination with the Advion® Ant Bait Arena effectively reduced OHA numbers for 6 weeks. Advion® MCB required more than 4 weeks to reduce indoor populations to less than 10, but reductions remained so to the end of the study (week 9).

An indoxacarb spray (Arilon®) applied 3 ft. up and 6 ft. out from the foundation, around entry points and to trails significantly reduced outdoor odorous house ant numbers for 6 weeks or more.

Continued on page 16
All fields must be completed on the following application. This information will be used for the membership directory. Register online at www.nevadapca.org/memberapp.html

Business License # ______________________________________________________________________________________________________

Company Name _____________________________________________________________Phone _____________________________________

Principal Name ______________________________________________________________FAX ________________________________________

Address ________________________________________________________________________________________________________________

City ________________________________________________________________________State ________________Zip ___________________

E-mail Address __________________________________________________________________________________________________________

Additional Member ___________________________________________Additional Member ________________________________________

Additional Member ___________________________________________Additional Member ________________________________________

For additional member name submissions please contact us at (702) 385-1269.

Association Membership Fee: Principles $150 • Operators $35

Please charge my credit card:

○ MC ○ Visa Name on card ____________________________________________________________________

Credit Card # _________________________________ CVV Code ______________ Exp. Date _______________ Amount: $ _____________

CC Billing Address _______________________________________________________________________________________________________

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, 5010 S Decatur Blvd. Suite F, Las Vegas, NV 89118 Phone: (702) 385-1269 Fax: (702) 385-1908

Nevada Pest Control Association Registration Form

nevada Pest Control Association Registration Form

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
Now that Temprid™ is here, things will never be the same. Temprid delivers unsurpassed ant control and is the only perimeter pest product you’ll ever need. The dual mode of action works systemically and on contact. In fact, Temprid controls ant food sources better than the #1 ant control product. And with our flexible label, this broad-spectrum insecticide can be applied indoors and out. So get ready to enter a zone of fewer callbacks and increased profits. Satisfaction guaranteed. As always, you’re Backed by Bayer.™ And that means our team of professionals is your team of professionals. All of our research and support is to ensure you have the most effective products available. Superior products and superior support – only from Bayer. To learn more about our latest innovation, visit BackedbyBayer.com.

The Nevada Pest Control Association would like to welcome the following new members.

New Members
- Industrial Fumigant Company
- Intrusion Pest Control
- K-9 Sweeps LLC
- Mark Whipple Pest Control
- Paradise Termite & Pest Control
- Pest Off Integrated
- Pro Chem Pest Solutions Inc.

Industrial Fumigant Company
- Intrusion Pest Control
- K-9 Sweeps LLC
- Mark Whipple Pest Control
- Paradise Termite & Pest Control
- Pest Off Integrated
- Pro Chem Pest Solutions Inc.

New Sponsors
- Absolute Insurance
- B&G Equipment
- Bugsy Pest Control
- Critter Control Of Reno
- Delcon Pest Control
- Desert Shield Pest Management LLC
- Dr. Death Pest Control
- Eco-Pest Of Las Vegas
- Hidden City Pest Control
- Industrial Fumigant Company
- Intrusion Pest Control
- K-9 Sweeps LLC
- Mark Whipple Pest Control
- Paradise Termite & Pest Control
- Pest Off Integrated
- Pro Chem Pest Solutions Inc.

Change in the economy means we have to work SMARTER not HARDER!

Our economy has changed and we have to change with it. These Retreats are designed to help you make the necessary changes to advance in this economy not just stay afloat or be happy to make payroll.

It is time for YOU to invest in YOU and LEARN what you need to know to establish a PLAN to move forward.

If you stand still – You will be trampled to death.

Upcoming Retreats
- IPM Basic Training • March 18 - 19, 2011
- The Pest Pac Users Group • June 17 - 18, 2011
- New Strategies for 2012 • December 9 -10, 2011

Call Terry NOW to register for a retreat or to order
Lloyd’s latest book, Bug People to Business People at (702) 711-3322 or email terryare@atl.net

www.lloydemiguel.com

FROM THE ASSOCIATION

2011 Nevada Pest Expo Schedule of Events

7:00 am - 7:45 am Registration & Continental Breakfast
7:45 am - 8:15 am Welcome by President Kurt Trombetti
8:15 am - 9:45 am Ants by Karen M. Vail
9:45 am - 10:00 am Break #1
10:00 am - 11:00 am Laws & Regulations by George Botta
11:00 am - 12:15 pm Lunch Buffet
12:15 pm - 12:30 pm Raffle
12:30 pm - 2:00 pm Bed Bugs by Michael F. Potter
2:00 pm - 2:15 pm Break #2
2:15 pm - 3:15 pm IPM Strategies by Austin Frishman
3:15 pm - 3:30 pm Break #3
3:30 pm - 4:30 pm Open Mike Discussion with Panel
4:30 pm - 4:45 pm Grand Prize Raffle & Sign Out

INTRODUCING A DIMENSION WHERE ANTS AND PERIMETER PESTS CEASE TO EXIST.

Now that Temprid™ is here, things will never be the same. Temprid delivers unsurpassed ant control and is the only perimeter pest product you’ll ever need. The dual mode of action works systemically and on contact. In fact, Temprid controls ant food sources better than the #1 ant control product. And with our flexible label, this broad-spectrum insecticide can be applied indoors and out. So get ready to enter a zone of fewer callbacks and increased profits. Satisfaction guaranteed. As always, you’re Backed by Bayer.™ And that means our team of professionals is your team of professionals. All of our research and support is to ensure you have the most effective products available. Superior products and superior support – only from Bayer. To learn more about our latest innovation, visit BackedbyBayer.com.

In many respects, bed bugs are the perfect parasite. Under cover of darkness, they feed while their hosts lay sleeping. Their bites are painful to the victim seldom realizes they were bitten until later on. Unlike fleas, ticks or lice, the bed bug scurries away to hidden harborage after feeding to digest its meal. In addition, we all react to bed bug bites differently. Some of us experience characteristic lumpy red welts while others show scarcely a mark. In those who do react, symptoms may be delayed days or even weeks, adding to the ambiguity of the encounter.

For those in pest control, it is well known that some customers do not react to bed bug bites, and that this can delay detection and timely intervention. Oft-stated statistics for non-reactivity vary widely — from less than 20 percent to more than 80 percent of the population. Such estimates are based on a handful of studies (some dating back to the 1920s and ’30s) often lacking in details or involving limited numbers of exposed individuals.

To better understand this phenomenon, we conducted the largest survey of its kind involving sensitivity to bed bug bites. The findings presented in this article have important implications for pest managers and the public.

**SURVEY PARAMETERS.** A multi-question survey was developed to assess people’s sensitivity to bed bug bites. The survey, conducted during spring/summer of 2009, was administered by pest control personnel to customers in Chicago, New York, Cincinnati, Louisville, Atlanta, Los Angeles and Miami. All survey respondents resided in dwellings known to be infested with bed bugs as confirmed by each pest control company.

A total of 474 individuals participated in the survey. About two-thirds (66 percent) lived in apartments and 15 percent resided in single-family homes. The rest lived in condos/townhomes (9 percent), shelters (7 percent), dormitories (2 percent) or long-term care (less than 1 percent). As noted earlier, each respondent’s home had a confirmed bed bug infestation. In 34 percent of these the infestation level was deemed low (10 or fewer observed bed bugs), 47 percent were considered moderate (11 to 100 bugs), 14 percent had high (101 to 500) numbers of observed bed bugs, while 5 percent had very high numbers (more than 500).

**SENSITIVITY TO BITES.** When asked the fundamental question: “Have you experienced any bites or skin reactions from the bed bugs in your dwelling?” 70 percent of respondents said “yes” and 30 percent said “no.” Interestingly, level of infestation had no appreciable effect on reactivity — about the same percentage of respondents reported having or not having a reaction whether they were living with low, moderate, high or very high numbers of bed bugs. Numerically more females than males said they were reacting to the bites but the difference was not statistically significant. No significant differences in reactivity were observed relative to ethnicity.

One factor that did seem to affect people’s reactivity to bed bug bites was age. Significantly more people over the age of 65 reported no bites or skin reactions than those who were younger. Forty-two percent of the eldest individuals surveyed said they had no bites or reactions from bed bugs in their dwelling, whereas 26 percent of those aged 11 to 65 reportedly did not react.

High levels of non-reactivity among the elderly were also noted in another bed bug sensitivity survey conducted in Kentucky last year with the Lexington Health Department. In one severely infested apartment building, a whopping 76 percent of elderly tenants (44 of 58) whose units had bed bugs reported no bite reactions. According to Dr. Beth Miller, clinical director of allergy and asthma at the University of Kentucky, immune systems of the elderly are often less responsive to allergens (the medical terminology for this is “anergy”). As a result, elderly patients often do not react as definitively in allergy skin prick tests and the same may be true from insect bites.

Certain medications such as corticosteroids can further suppress the body’s immune response to allergens. Diminished awareness due to other competing health issues may also play a role in why seniors seemingly are less sensitive to bed bug bites. This finding suggests that housing for the elderly should be especially vigilant since these residents may be an even poorer indicator of bed bug presence than the population as a whole. Children aged 1 to 10 in our survey had similar levels of non-reactivity (41 percent) as respondents over the age of 65; however, we felt the sample size for this group (N=17) was too small to make a meaningful statistical comparison.

The welts and itching that often accompany bed bug bites are the body’s immune response to allergens in insect saliva. There was an interesting relationship in our survey between reported reactions to mosquito bites and reaction to bed bugs — those indicating they were sensitive to mosquito bites also were more sensitive to bed bugs. Individuals who mentioned having a “barely visible” reaction when bitten by mosquitoes had 53 percent reactivity to bed bugs. Respondents who said they typically experience “small (dimesize) welts” from mosquito bites had 77 percent reactivity to bed bugs, whereas those suffering “large (quarter-size)” or “severe (half-dollar-size or larger)” swellings from mosquito bites each had 89 percent reactivity to bed bugs.

**ADDITIONAL SYMPTOMS.** Of those who did experience bites or skin reactions, the majority (72 percent) mentioned having lumpy red welts. Half (50 percent) said they experienced redness or discoloration and 28 percent indicated itching in the absence of welts. Twenty-one percent of those having a reaction also mentioned feeling a “pinprick” or “stinging sensation” which may or may not be symptomatic of other competing health issues. 

**ADDITIONAL SYMPTOMS.** Of those who did experience bites or skin reactions, the majority (72 percent) mentioned having lumpy red welts. Half (50 percent) said they experienced redness or discoloration and 28 percent indicated itching in the absence of welts. Twenty-one percent of those having a reaction also mentioned feeling a “pinprick” or “stinging sensation” which may or may not be symptomatic of other competing health issues.

**ADDITIONAL SYMPTOMS.** Of those who did experience bites or skin reactions, the majority (72 percent) mentioned having lumpy red welts. Half (50 percent) said they experienced redness or discoloration and 28 percent indicated itching in the absence of welts. Twenty-one percent of those having a reaction also mentioned feeling a “pinprick” or “stinging sensation” which may or may not be symptomatic of other competing health issues.
Bed Bugs - Continued from page 14

Bed bugs. In terms of bite location, most people reported being bitten on arms (84 percent) or legs (75 percent). Half of those reacting also mentioned being bitten on the chest or back (50 percent), neck (40 percent), hands (40 percent), feet (38 percent) or face (21 percent). Observations by University of Kentucky entomologists suggest that bed bugs have a difficult time biting through most clothing, which presumably is why bites tend to occur where skin is exposed.

Several respondents (N=145, 31 percent) mentioned additional maladies when asked the open-ended question: “Have you had any other symptoms which you attribute to the presence of bed bugs in your home?” Symptoms most often mentioned were “insomnia/sleeplessness” (mentioned by 29 percent), “emotional distress” (mentioned by 22 percent), “anxiety” (by 20 percent) and “stress” (14 percent).

Other oft-mentioned symptoms from respondents living with bed bugs included nervousness, paranoia, anger, frustration, embarrassment, devastation and depression. Anxiety, stress, sleeplessness and depression are medically important symptoms that can lead to other conditions. Dismissing bed bugs as “not a public health pest” on the grounds that they are unproven disease vectors ignores the pain, suffering and emotional distress inflicted on their victims. When government agencies finally concede this point, additional resources may be allocated to combat the problem, as they were years ago.

STUDY IMPLICATIONS. The most telling finding from this study was that many people indeed have little or no reaction from bed bug bites. Although no attempt was made to corroborate self-reporting of sensitivity, the fact that almost one in three respondents (30 percent) only knew they had them for three months or less, presumably is why bites tend to occur where skin is exposed.

The most telling finding from this study was that many people indeed have little or no reaction from bed bug bites. Although no attempt was made to corroborate self-reporting of sensitivity, the fact that almost one in three respondents (30 percent) only knew they had them for three months or less, presumably is why bites tend to occur where skin is exposed. Observations by University of Kentucky entomologists suggest that bed bugs have a difficult time biting through most clothing, which presumably is why bites tend to occur where skin is exposed.

Other insight gleaned from our research includes the following:

- Termidor applied alone at label rates did not eliminate OHA outside, but not inside.
  - Gel baits can be difficult for ants to manipulate and results are often inconsistent. Gel baits may work better when applied in a station. An experimental bait worked in an outdoor station, but failed when applied outdoors as a crack and crevice treatment. Another experimental gel bait worked outdoors, but failed indoors.
  - We never can emphasize enough the importance of communications, i.e., ants foraging to a bait should not be disturbed!
  - Keep vegetation, leaves and mulch away from the structure.


Specialty Products
Delivering Value

The products you need, when you need them.

Wholesale distribution of specialty agricultural chemicals, serving the following industries:

Pest Control • Fumigation • Nursery • Landscape • Golf

Vegetation Management • Public Agency

Come and visit us at: www.target-specialty.com

 santafe@target-specialty.com

SAN FERNANDO VALLEY HOME OFFICE
800-352-3870
15415 Marquardt Ave., Santa Fe Springs, CA 90670

SANTA FE SPRINGS HOME OFFICE
800-352-4389

FRESNO, CA
800-827-4389

SAN JOSE, CA
800-767-0719

SAN MARCOS, CA
800-237-5233

SACRAMENTO, CA
800-533-0816

SAN DIEGO, CA
800-352-3870

LAS VEGAS, NV
866-472-3695

PORTLAND, OR
877-827-4381

TEMPE, AZ
800-352-5548

Come and visit us at: www.target-specialty.com

FEAtuRE ARtiClES

Bed Bugs - Continued from page 8

Other insight gleaned from our research includes the following:

- Termidor applied alone at label rates did not eliminate OHA indoors very quickly from all houses, so it should be applied in
  - Experimental gel bait worked outdoors, but failed indoors.
  - We never can emphasize enough the importance of communications, i.e., ants foraging to a bait should not be disturbed!
  - Keep vegetation, leaves and mulch away from the structure.

T here is no doubt that one of the greatest technological revolutions of our day has been the advent of the internet. Being able to immediately gain information, conduct business and communicate with anyone anywhere in the world are just a few of the advantages available through this emerging technology. As with anything meant to make our lives easier, there are always limitations and drawbacks. What I am specifically referring to are people that use the internet to gain an unfair advantage, or to operate illegally. We have all heard of scams intended to defraud unsuspecting people out their life savings and other illegal and immoral activities. But what I am referring to is not considered as such a heinous crime. An ever increasing problem the NDOA is addressing has to do with the number of unlicensed pest control companies advertising through internet sites such as Craigslist and a number of “phonebook” sites. The ads of unlicensed pest control companies which cause the biggest headaches for the NDOA are those posted on Craigslist. It is all too easy for someone who does not have a pest control license to go to the website and post a pest control ad. These ads often state that they charge less for their pest control service than other companies (i.e. licensed companies), and that they usually prefer cash. In this tough economy, some believe they can make a quick buck by performing commercial pest control whether they are licensed or not. Some of these wannabe pest control operators are clueless about the State’s pest control licensing requirements; while others may believe they can get away with operating without a pest control license, at least for awhile. Fortunately most postings include the phone number and often the name of the individual. When the NDOA finds these ads, depending upon the type of ad and its content, a decision is made on how to address the issue. If an unlicensed landscape maintenance company is advertising “weed control” and is unfamiliar with Nevada’s pest control licensing restrictions and specific exemptions regarding which weed control unlicensed landscape companies can perform, a phone call is usually made to the company and the situation is discussed. Most cases the company is placed under a verbal cease and desist order and required to remove, or revise their ad. This is followed up by an email or certified letter reiterating the cease and desist order and requirement to remove or revise the ad in a manner that does not include any language regarding weed control. If the violator refuses to cooperate, or there is a subsequent violation, a $500.00 fine is assessed. If an ad involves someone advertising “general” pest control, the Department must first determine if it is a licensee such as an operator or agent who is simply trying to drum up additional business, or if it is someone who is indeed operating illegally. The best way to determine this is to call the contact person in the ad and perform a “phone sting.” Phone stings are intended to learn as much about the individual and their service as possible in the shortest amount of time without giving out too much information. During these stings, procedures are followed to insure there are no concerns about entrapment. Once the information is secured, the NDOA caller identifies himself, gives the reason for the call and the bust is made. At this time the violator is placed under a verbal cease and desist order that is followed up by a more formal written cease and desist order. However, if the violator is a former pest control license or a current licensee who is moonlighting pest control for their personal gain, in addition to the cease and desist order, a minimum fine of $500.00 is assessed.

In the past year the NDOA has contacted over 70 unlicensed individuals who have posted some form of pest control advertisement on the internet. The NDOA believes the halting of unlicensed pest control companies is an essential part of its mission to protect the citizens of this state and to promote the industries which it regulates. Another problem encountered involves online phonebook ads, such as those found on Kudzu and Yellow.com, that list unlicensed, out of state pest control companies in a manner that makes them appear to be “local” companies. On occasion when a search is made for information about such a company in a particular city, along with licensed companies, a few unlicensed companies may also be listed. In fact, when I performed a search to find companies who perform bedbug control in Las Vegas, one of the companies listed was located in New York City! Out of curiosity I called the number. When the receptionist answered, with her Brooklyn accent, I asked her about their ad to perform bedbug control in Las Vegas. She thought I was crazy, made an unpleasant remark and hung up on me. Another company stationed in Beverly Hills, California, was listed as available to perform pest control in Gerlach, Nevada! (Gerlach sits on the edge of the Blackrock Desert with a resident population of less than 500.) Once again out of curiosity I called the number and got a similar response. Some of these online searches, such as those found on Kudzu and Yellow.com, that list unlicensed, out of state pest control companies in a manner that makes them appear to be “local” companies.

For information about services in a particular city, along with licensed companies, a few unlicensed companies may also be listed. In fact, when I performed a search to find companies who perform bedbug control in Las Vegas, a company was listed as available to perform pest control in Gerlach, Nevada! (Gerlach sits on the edge of the Blackrock Desert with a resident population of less than 500.) Out of curiosity I called the number and got a similar response. Some of these online searches, such as those found on Kudzu and Yellow.com, that list unlicensed, out of state pest control companies in a manner that makes them appear to be “local” companies. On occasion when a search is made for information about such a company in a particular city, along with licensed companies, a few unlicensed companies may also be listed. In fact, when I performed a search to find companies who perform bedbug control in Las Vegas, one of the companies listed was located in New York City! Out of curiosity I called the number. When the receptionist answered, with her Brooklyn accent, I asked her about their ad to perform bedbug control in Las Vegas. She thought I was crazy, made an unpleasant remark and hung up on me. Another company stationed in Beverly Hills, California, was listed as available to perform pest control in Gerlach, Nevada! (Gerlach sits on the edge of the Blackrock Desert with a resident population of less than 500.) Once again out of curiosity I called the number and got a similar response. Some of these online searches, such as those found on Kudzu and Yellow.com, that list unlicensed, out of state pest control companies in a manner that makes them appear to be “local” companies.

To perform a search to find companies who perform bedbug control in Las Vegas, one of the companies listed was located in New York City! Out of curiosity I called the number. When the receptionist answered, with her Brooklyn accent, I asked her about their ad to perform bedbug control in Las Vegas. She thought I was crazy, made an unpleasant remark and hung up on me. Another company stationed in Beverly Hills, California, was listed as available to perform pest control in Gerlach, Nevada! (Gerlach sits on the edge of the Blackrock Desert with a resident population of less than 500.) Once again out of curiosity I called the number and got a similar response. Some of these online searches, such as those found on Kudzu and Yellow.com, that list unlicensed, out of state pest control companies in a manner that makes them appear to be “local” companies. On occasion when a search is made for information about such a company in a particular city, along with licensed companies, a few unlicensed companies may also be listed. In fact, when I performed a search to find companies who perform bedbug control in Las Vegas, one of the companies listed was located in New York City! Out of curiosity I called the number. When the receptionist answered, with her Brooklyn accent, I asked her about their ad to perform bedbug control in Las Vegas. She thought I was crazy, made an unpleasant remark and hung up on me. Another company stationed in Beverly Hills, California, was listed as available to perform pest control in Gerlach, Nevada! (Gerlach sits on the edge of the Blackrock Desert with a resident population of less than 500.) Once again out of curiosity I called the number and got a similar response. Some of these online searches, such as those found on Kudzu and Yellow.com, that list unlicensed, out of state pest control companies in a manner that makes them appear to be “local” companies.

Nevada has a unique climate that often provides challenges when dealing with pest birds. In places such as Nellis Air Force Base outside of Las Vegas, where bird control is an essential part of the pest control program, it is important to create a bird-free zone using a bird netting system that can withstand the sun and heat. Pest birds can be a problem for planes; not only can they cause air strikes destroying jet engines, but they can also create a constant threat inside the hanger. After researching the best products to control the influx of birds in their hangers, the base decided to install an U.V. inhibited net from Bird-B-Gone, Inc. Bird-B-Gone provided a Nevada pest control company with 40,000 sq. ft. of ¾” black heavy duty net with a 10 year guarantee and an installation plan for total bird exclusion. The result was a bird-free hangar and clean military planes.

With a large catalog of products designed to work in desert climates, Bird-B-Gone has the products you need for any bird control project. We offer top of the line customer service, the longest guarantee, free installation advice, planning and even provide sales leads to our Authorized Installers. For more information on our products or to become an Authorized Installer give us a call at 800-392-6915 or visit us at www.birdgone.com.
If you need it, we’ve got it.

With a catalog of more than 4,000 unique products, Univar is the largest pest management distributor in the country. But our value extends far beyond every sale. With countless resources like PestWeb®, EZ-Order and Master Technician courses, we give our clients everything they need to succeed: the industry’s largest distribution network, on-staff entomologists, mobile business tools, product updates and more.

At Univar, we share our expertise and resources to build lasting partnerships with our clients. It’s a standard we’ve been setting in the chemical distribution industry since 1924 — a standard still unmatched to this day.

Learn more at www.PestWeb.com or call (800) 888-4897