Cockroach PMP Failed? Here is what to do.
By Austin Frishman Page 4

Elephants, Donkeys and Termites…Oh my!
By Grady Jones Page 8

Cigarette beetles: A Sticky Pest
By Jeff Weier Page 14
The Nevada Pest Control Association is excited about our upcoming 2013 Expo, which will be held at The Orleans Hotel & Casino in Las Vegas, Nevada on Jan. 31st, 2013. We are pleased to announce that Dr. Austin Frischman, Ph.D., B.C.E. A.K.A. Dr. Roach has agreed to postpone his retirement and speak at our Expo for the last time. You don’t want to miss your last opportunity to hear Dr. Frischman live. Dr. Frischman is known worldwide as one of the top leading Entomologists. He is constantly in demand as a speaker, and has appeared on national television programs discussing pests and professional pest management. His topic for our Expo will be Cockroach Cleanout in Residential as well as Commercial Accounts. Learn the latest techniques and equipment needed to succeed in the elimination of roaches.

Also headlining at our Expo is another outstanding speaker, Jeffrey A. Weier, BCD Sprague Pest Solutions. As a Board Certified Entomologist with 40 years of pest management experience, Jeff is Director of Technical Services and Training for Sprague Pest Solutions, Tacoma Washington. An accomplished speaker, trainer and author on pest prevention, stored product pests, mating disruption and sanitation, he is also a member of the Copesan Technical Committee. Jeff will be speaking on Stored Product Pests. This is one of Jeff’s favorite topics and it has been many years since we have had a seminar on this topic.

The last speaker will be yours truly, covering Nevada Laws and Regs. You will also have the ability to meet over twenty-five Chemical Manufacturers, Chemical Distributors and Local Businesses. Come see the latest equipment and chemicals for our industry.

Attending the Expo will also get you six CEU’s valid in Nevada, California, Arizona and Utah, as well as Continental Breakfast, Buffet Lunch, Afternoon Snacks, Raffle Prizes and much more.

On behalf of our Association, we wish you all Season’s Greetings and a very Happy and Prosperous New Year. God Bless America and all our Servicemen and Women who protect us and our Freedom.
Germans cockroaches are on the way back. We see them rebounding in apartments and commercial accounts. We need to be more alert for new infestations. If you do not eliminate the problem within one or two visits, it is time to re-evaluate what you are doing.

- Do not go back and retreat the same way. It failed the first time, it will fail again.
- Just doubling the frequency of service is not the answer. You will just fail twice as often.
- Avoid space treating large areas with a flushing agent. It kills some, but scatters others to more difficult locations to reach. If you have an old stove in a commercial account no longer in use, you can wrap it in plastic and ULV (space treat) inside the plastic.
- Reduce harborage areas. This can mean wrapping cardboard boxes in plastic bags. (Yes, even if you have to do it). Just place a sticker on the outside of the bag "protected by 'XYZ' company”.
- Utilize sticky traps to help determine where, if any, cockroaches you miss are located. Date the sticky trap, once, the day you install it. This way you will know how many days you go pest free in a given zone.
- Inspect well. Use a strong flashlight, knee pads and whatever tools are needed to get behind items. Lift the toilet bowl cover. Always wear gloves. An extended mirror allows you to look up under tables and high above your head.

If huge numbers of cockroaches are present on the initial visit, use a vacuum cleaner (hepa filter rated). This will also save you money on the amount of bait you need.

- With very large cockroach populations, it is better to vacuum. Use gel baits and then return in about a week and add more gel bait and bait trays. If you place the bait trays in initially, the cockroaches are desperate for new harborage areas. They may move in, defecate all over the bait and not consume it.
- Look for warm moist areas and hard to reach areas. That is where cockroaches hide.
- Ask the children or the employee who turns the lights on in the morning where they see cockroaches. These people serve as extra pair of eyes for you.
- Avoid spraying over your cockroach bait.
- Consider using the new “crevice” to place bait so you can easily remove it when it becomes dry and unpalatable.

Continued on page 6
THE DO NOTHING BOSS VS. THE PROCRASTINATING BOSS

By Lloyd Merritt Smigel
Care Management Consultants

Over the last few years I have worked with hundreds of Pest Control companies. Most just needed guidance and information and once they received that, they changed their operations and began working more like a corporation rather than a mom and pop company.

But then again, there were a few companies that had bosses that got the information and preferred to procrastinate – not for a month or two but for many years. Or, there’s the boss who decided it was much easier and less complicated to do nothing.

These two types of bosses have turnover of their top personnel and low turnover of their low producing personnel. Strange how that works, huh?

It’s really quite simple. The good personnel understand change is part of the growth of any company. Times change and companies have to change with it.

The bosses who take forever to change and/or decide not to change are destined to repeat the same problems over and over and over (and over).

You would think that if your car keeps getting flat tires and you fix them over and over again that perhaps – just perhaps – you should look at changing tires. I know that those tires got you to where you are but they are not going to take you to where you want to go – before you die of old age repairing those tires.

I know that you are fond of those tires and those are the same tires your grandfather and father had, but there comes a time when you have to let go.

One company I worked with had an employee who refused to change his way of servicing. He even used outlawed chemicals. The boss even knew it. “Well, that’s just the way Sam is.”

It cost the company about $150,000 plus a $75,000 tip to fire him. But what the heck – “That’s just the way Sam is.”

I recommended that a written warning be given and he should be watched and if he did it again – he should be released.

There are still companies out there doing baseboard spraying in areas that are forbidden. The Label is the Law. What is so difficult in understanding and/or enforcing that?

I know many companies that do not spend hardly any money on training because it does not bring in any money and is a waste of time. What is THAT about?

If you live in this country you have probably heard of the word “Lawsuit”. If you just do what you are supposed to be doing, most of those lawsuits will not appear.

I spoke to the head of an enforcement bureau in Florida many years ago and he told me that the biggest reason for lawsuits is a lack of certifiable training. Some companies spend much as 6% of their revenues for training. Others spend less than 1%.

The Do Nothing Boss and the Procrastinating Boss will get around to training AFTER the lawsuits and high turnover and customer complaints. As long as they’re making money – they have little desire to change. How sad.

The good professional people who work for them will move on. It’s poetic, in a way.

Frishman - Continued from page 4

Frishman said they saw cockroaches. Always go further out and double check for yourself.

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It cost the company about $150,000 plus a $75,000 tip to fire him. But what the heck – “That’s just the way Sam is.”

They KNEW that Sam was doing it. I recommended that a written warning be given and he should be watched and if he did it again – he should be released.

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no matter who you voted for in this crazy campaign season, I think we can all agree on one thing: thank goodness it’s over. Politics and government in general is such an emotional topic that most of us have adopted policies in our companies and on our routes to avoid discussions about it altogether. There is a reason why only religion rivals politics as a subject to avoid. Everyone has their opinion of government and how it should be run. Its amazing how one person can believe that a candidate is the greatest possible choice in the world, while another is certain the same man is the devil himself.

Though the election process may seem unrelated to our industry to some, we are in fact greatly affected by government. Probably more so than most and that is not all bad.

Here in Nevada as in many states, the Department of Agriculture is charged with regulating and enforcing standards for our industry. Recently there has been a great deal of concern over the Department’s decision to step up their enforcement of our pre-treatment regulations for controlling subterranean termites. Most often the question I have heard is why. We do not by any account have a great deal of termite pressure nor have we been in the industry a while can remember what some still refer to as the Wild Wild West. Pretty much anything went and hazardous exposure would occur, as well as ineffective treatments that the public pays for? Those of us that have been in the industry a while can remember what some still refer to as the Wild Wild West. Pretty much anything went and as long as the bugs were dead and the people were still alive no one complained. When they DO complain however, the government agency responsible for enforcing the law, plain and simple. And the law, while often a thorn in our backside, is a necessary thing in this day and age.

Globally, about 6 billion pounds of pesticides are applied each year to the tune of about 40 billion dollars. Here in the United States, about 1 billion pounds of more than 600 different types of pesticides are applied at a cost of more than 10 billion dollars. Most of these applications are agricultural of course. Though the use of these pesticides has increased literally ten-fold over the past 4 decades, ironically the percentage of crops lost due to pests has almost doubled in that time. In other words, it’s not working.

Billions of pounds of ineffective poison costing billions of dollars, coupled with the ever-increasing number of pesticide poisonings and…voila! We have a need for regulation and government enforcement.

According to the EPA it is estimated that there are around 300,000 pesticide poisonings per year in the U.S. Worldwide, there are about 26 million instances of non-fatal poisonings per year, 3 million of which are hospitalized, 750,000 become chronically ill, and 220,000 die. (Hart and Pimental, 2002). These staggering numbers can only begin to give us an idea of the amount of litigation the use of pesticides generates, and while poisoning is certainly the biggest concern, there are also the legal issues created when they just don’t work. This is where the need for government comes in. While it is true that regulation doesn’t solve all of these problems and in fact creates some new ones, it is a necessary deterrent for misapplication and a motivation for all of us to become more educated. Think about it; if there were no regulations, no government enforcement for our industry, what would that number of poisonings be? How many misapplications resulting in hazardous exposure would occur, as well as ineffective treatments that the public pays for? Those of us that have been in the industry a while can remember what some still refer to as the Wild Wild West. Pretty much anything went and as long as the bugs were dead and the people were still alive no one complained.

When they DO complain however, the government agency responsible for establishing and enforcing standards will be scrutinized and often held just as accountable as the offending applicator. In other words, Lee and the good folks at the Department could be as culpable as you and I if they aren’t responsible for enforcing the law and something goes wrong.
THANK YOU TO ALL THE BUSINESSES THAT SUPPORTED THE ASSOCIATION AT THE 2012 PEST EXPO
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NPCA APR 2011
When using pheromones as part of a cigarette beetle program one
finds that temperatures are higher than needed for other stored product insects. This also influences the response to pheromones, as it does in all insects, to light and individuals are often seen first in light traps. Temperature in insects and large numbers of exit holes in packaging. Although there is typically visible activity will have a sudden onset with large numbers of population reaches a size that the adults emerge from the food. Because of this behavior, infestations often go unnoticed until the Cigarette beetles spend most of their life within their food source. Being related to these wood boring insects it is not surprising that they are significant pests of food products. Cigarette beetles are member of the family Anobiidae. The family Anobiidae consists primarily of wood destroying insects such as the Furniture beetle (Anobium punctatum). Two members of the Anobiid family, the Cigarette beetle and the Drugstore beetle, are food pests. Cigarette beetles are small oval insects about 1/16” to 1/8” in length. Males are generally smaller than females. They are brown in color and shiny. Their head can be tucked under their pronotum and will not be visible from above. However, when they are walking, their head is usually visible with antennae rapidly moving.

Cigarette beetles can be a particularly troublesome and persistent pest. This year, 2012, has in some ways been the “Year of the Cigarette Beetle”. Cigarette beetles, as their name implies, are important tobacco pests. What many people may not realize is that they are significant pests of food products. Cigarette beetles are sensitive at detecting the presence of moths, cigarette beetles are not as sensitive at low activity levels or certainly not as consistent as moth traps for early detection. For these reasons, pest managers should not rely on pheromone traps alone to detect activity. Cigarette beetles are an external feeder and feed on a wide variety of food products and are often found in spices and other dried vegetable materials. They will also infest grain based processed foods. They are not an important pest of whole grains. At optimum temperatures, greater than 80 degrees, they can complete their life cycle in as little as 26 days. The development time is also highly dependent on the nutritional value of the food source being fast in grain based foods. Cigarette beetles are difficult to eliminate. I think of them as a “sticky” pest. I use the term “sticky” because they persist in many small pockets after the primary source or sources are eliminated. Every time you think you have the source, they seem to show up somewhere else. Much of this is due to their biology. They are cryptic and highly mobile so that once they begin emerging, they disperse rapidly and develop hidden infestations that grow and emerge after several generations. Eliminating cigarette beetles is like cleaning up after painting, when you think you have it all, you find another spot. Common areas to search for activity in homes include spices, pet foods, old rodent bait in attics, any grain based foods in the pantry, dried flowers and decorative materials made of plants. In warehouses, or food processing plants look for spillage, under scales, in heating/cooling ducts, electrical panels, dust recovery systems, retained sample areas, false ceilings, spice storage and floor cracks.

Most of us have used pheromones for stored product moths and have been impressed by their sensitivity and effectiveness. One of the reasons these traps are so effective is because of the behavior of the moth. When the larva of stored product moths are mature, they crawl away from the food source and pupate. This means that when the adults emerge from the pupae they must fly in the environment, find a mate, mate, then find a suitable food source to lay their eggs. Cigarette beetles, on the other hand, pupate in the food so the adults do not necessarily fly. Only when the population density is high do the adults emerge to seek a new food source. This means that every generation of moths is out and subject to capture by the traps while not every generation of cigarette beetles is. So while moth traps are very sensitive at detecting the presence of moths, cigarette beetles are not as sensitive at low activity levels or certainly not as consistent as moth traps for early detection. For these reasons, pest managers should not rely on pheromone traps alone to detect activity.

Cigarette beetles are strong fliers and are often captured in light traps for early detection. For these reasons, pest managers should not rely on pheromone traps alone to detect activity. Cigarette beetles are an external feeder and feed on a wide variety of food products and are often found in spices and other dried vegetable materials. They will also infest grain based processed foods. They are not an important pest of whole grains. At optimum temperatures, greater than 80 degrees, they can complete their life cycle in as little as 26 days. The development time is also highly dependent on the nutritional value of the food source being fast in grain based foods. Cigarette beetles are difficult to eliminate. I think of them as a “sticky” pest. I use the term “sticky” because they persist in many small pockets after the primary source or sources are eliminated. Every time you think you have the source, they seem to show up somewhere else. Much of this is due to their biology. They are cryptic and highly mobile so that once they begin emerging, they disperse rapidly and develop hidden infestations that grow and emerge after several generations. Eliminating cigarette beetles is like cleaning up after painting, when you think you have it all, you find another spot. Common areas to search for activity in homes include spices, pet foods, old rodent bait in attics, any grain based foods in the pantry, dried flowers and decorative materials made of plants. In warehouses, or food processing plants look for spillage, under scales, in heating/cooling ducts, electrical panels, dust recovery systems, retained sample areas, false ceilings, spice storage and floor cracks.

As with any stored product pest the keys to control are sanitation, speed, thoroughness, and heating or cooling. Infested product should be thrown out. A good vacuum shall prevent this technology from stopping pests.
Take for instance the case currently being investigated in Tempe, Arizona, where a construction company is being accused of not applying the correct amount of material on the pre-treatment application for subs. Because the basements weren’t treated properly in this particular subdivision, the homeowner has invested thousands of dollars in attempting to control the termites and fix the damage.

In these types of cases, the construction company, the pest control company they used, and the government agency are typically going to be scrutinized, potentially resulting in huge fines, changes in law enforcement and even personnel changes and jobs lost. One can hardly blame the Department for trying to be sure they are not on the wrong end of that stick. Still it must be noted that for government to really work, it requires participation. I heard many people over the last two days proudly stating that they weren’t going to vote for either presidential candidate. They used excuses ranging from their dislike for both men, to not understanding the issues anyway, presidential candidate. They used excuses ranging from their dislike for both men, to not understanding the issues anyway, practices and use it. If you ask you will get answers, and if you have a question, be informed on the law, and share your experience and valuable knowledge. There is a reason we are still the greatest nation in the world and it has less to do with the man elected president as it does our participation in the system we proudly call democracy. We may not win every battle, but we ultimately win the war when we do less complaining and get more involved in the solution. You have a voice; make sure it is well-informed and unbiased and use it. If you ask you will get answers, and if you have a solution that takes all of the issues into account and choose to keep it to yourself, well then it’s tough to justify complaining.

Edward R. Murrow said it best: “A nation of sheep will beget a government of wolves”. The guys I know in this industry are more wolf than sheep. Let’s be educated wolves and we’ll see an industry working with government as it was designed to do.

The Department of Agriculture wants to work with our industry. I have personally seen them prove this time and time again over the years. While we may not always like or agree with their decisions, ultimately they do protect us from ourselves. That being said, it is important that we communicate our experiences in the field with them so that they are better able to protect the public while still effectively serving our needs as well. Ask questions, be informed on the law, and share your experience and valuable knowledge. There is a reason we are still the greatest nation in the world and it has less to do with the man elected president as it does our participation in the system we proudly call democracy. We may not win every battle, but we ultimately win the war when we do less complaining and get more involved in the solution.

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Elephants, Donkeys and Termites...Oh my! - Continued from page 8

AB Bait Co. is a leading importer of pest control products into the US, sourcing high quality, effective products for professional users from leading UK manufacturer PelGar International Ltd. We offer palatable, cost effective product based rodent solutions to the pest control industry through intelligent development.

Brigand SB is a ready-to-use soft bait formulated specifically for the US market. Produced using the highest quality ingredients including food grade wheat flour, chopped grain, soft lard and synthetic peanut flavoring, to produce a high calorie, high energy rodenticide.

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Proper use of Brigand Baits is to use the highly palatable Soft bait as a clean out and knock down bait to control an infestation, followed by the use of the highly weather resistant Wax Block in order to keep them away. With proper placement of both baits the PMP saves both time and money while effectively treating rodents. Brigand baits are available at most major distributors, for information on Brigand please visit: www.ABBaitCo.com
The final grade must be treated within 30 days after it which may develop in the foundation and from tubes being the top of the foundation’s footing. This treatment prevents an unbroken chemical barrier is created in the soil profile around outside of the foundation. For soil applied termiticides, label directions are grounded in federal and state law (FIFRA, NRS/NAC 555). Termiticide application directions and rate requirements have basically been the same for many years, but in the past decade or so more interest has been placed on identifying and treating “critical areas”. Critical areas are places where subterranean termites have an easier time coming up from the soil and gaining entrance into a home. For homes built on slab foundations, critical areas are identified as bath-traps and places where plumbing, electrical and other utilities penetrate the slab. They also include areas along concrete “cold joints” where a slab abuts the foundation; and around footings that support posts or pillars of an exterior roof covering a deck, porch, patio or entryway. Another location classified as a critical area is the “final grade”. The final grade is the finished soil level around the outside of the foundation. For soil applied termiticides, label directions mandate that a trench be dug along the outside of the foundation and the termiticide be applied into it and the soil from the trench be treated as it is being replaced into the trench. This procedure ensures that a continuous unbroken chemical barrier is created in the soil profile around the outside of the foundation down to a depth that reaches the top of the foundation’s footing. This treatment prevents termites from gaining entry through cracks or other voids which may develop in the foundation and from tubes being built up the side of the foundation and into the home. The final grade must be treated within 30 days after it has been established. This 30 day treatment window is vital in helping to ensure the soil is trenched and treated before landscaping starts. (Some builders require this treatment as soon as possible after the final grade is established.) If communication between the builder and pest control company is poor, knowing when the final grade is established and ready for treatment can be one of the most difficult challenges of performing soil pretreatments. Another preconstruction treatment method involves the application of a termiticide to the wooden elements of a new home under construction. These termiticides predominately contain some form of borate as their active ingredient. It is critical that pretreatments to wood be done when all framing is complete. This construction stage is referred to as the “dried in stage”. These applications involve the complete coating of all framing, sheathing, subflooring, and other support and structural wooden elements to a height of 24’ above the floor, and often require more than one coat to specific critical areas. For homes built on slabs, additional treatment consideration must be made for cracks, bath-traps, plumbing, and utility penetrations, as well as treatment of the slab out to a distance of 8”-12” from the sill. (Additional treatment requirements and restrictions are provided on product labels.) Those who perform pretreatments to wood face their own set of unique changes. Timing is crucial! Treatments need to be performed before insulation, exterior house wrap, and other additions are made that may cover wood needing treatment. In addition, COVERAGE MUST BE COMPLETE! Wood that is partially treated (e.g. streaking) violates the label application requirements and applicable state regulations. Also, any wood requiring treatment that is added after an application must be treated. To ensure any added wood receives treatment, at least one return trip to the site is necessary. These challenges require the applicator to pay close attention to timing and framing details. From a regulatory standpoint, half of the State’s “serious violations” (NAC 555.2567) relate to pretreatments. The most severe fines and administrative actions typically result from companies who fail to abide by termiticide label application directions and applicable pest control regulations. No matter what type of termite pretreatment is performed, it is absolutely crucial that the pest control company work and effectively communicate with the builder and their subcontractors. Without their support and cooperation, the opportunity to create a long lasting efficacious barrier against termite attack is virtually impossible.

The Nevada dampwood termite (Zootermopsis nevadensis) (Fig 1-2) is one of our largest species, with winged adults being slightly over an inch long and soldiers up to a half an inch in length. This species occurs primarily in northern Nevada and is usually most common in forested areas. There are two species of termites in the family Kalotermitidae in Nevada. Both produce fecal pellets (Fig 3) that can be helpful in identification. Western drywood termites (Incisitermes minor) have pellets that are a small barrel shape with distinct connection between the thorax and abdomen and wings of equal size. This is what the termite order name, Isoptera, means.

The desert tube building termite (Gnathamitermes perplexus) is also a common termite in southern Nevada, but structural damage is limited. This species covers its food source with massive amounts of mud after rain storms, then feeds within the tubes. The soldiers are much smaller than the above two species and have much thinner mandibles than the other species of termite.

There are two species of true subterranean termites in Nevada, the western subterranean termite (Reticulitermes hespenus) and the arid land subterranean termite (Reticulitermes dibaius), which are closely related species. These two species are nearly impossible to separate visually. Winged adults of these species are the smallest adults of our termites and tend to be very dark colored.

The Nevada dampwood termite (Zootermopsis nevadensis) (Fig 1-2) is one of our largest species, with winged adults being slightly over an inch long and soldiers up to a half an inch in length. This species occurs primarily in northern Nevada and is usually most common in forested areas. There are two species of termites in the family Kalotermitidae in Nevada. Both produce fecal pellets (Fig 3) that can be helpful in identification. Western drywood termites (Incisitermes minor) have pellets that are a small barrel shape with distinct connection between the thorax and abdomen and wings of equal size. This is what the termite order name, Isoptera, means.

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The Nevada dampwood termite (Zootermopsis nevadensis) (Fig 1-2) is one of our largest species, with winged adults being slightly over an inch long and soldiers up to a half an inch in length. This species occurs primarily in northern Nevada and is usually most common in forested areas. There are two species of termites in the family Kalotermitidae in Nevada. By Jeff B. Knight, Entomologist Nevada Department of Agriculture www.orgi.state.nv.us Nevada Pest Termites There are approximately 11 species of termites known to occur in Nevada. Of these, only six are commonly seen as pests in structures. Termites are easily identified from ants by the wide connection between the thorax and abdomen and wings of equal size. This is what the termite order name, Isoptera, means. By Lee Lawrence Nevada Department of Agriculture - Sparks Office
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