ANTSWER ON MANAGEMENT
By Sylvia Kenmuir, Page 8

SOME THOUGHTS ON LEADERSHIP II
By Stanton E. Cope PhD, Page 10

SOLVING FLY PROBLEMS BY “STACKING THE EFFECTS”
By Jeff Weier, Page 16
S tate agencies are designed to achieve compliance to rules and regulations through inspections and “Enforcement Actions”. Inspections come about through two sources: via routine inspections and complaints. The Inspection/Enforcement process for the State of Nevada in handled by the Department of Agriculture (DOA). The Pest Control Program Coordinator for that department was Mr. Lee Lawrence, Agriculturist IV, and Licensing/Enforcement Division, who has formally retired as of October, 24th, 2013.

As a former Board Member of the DOA, my relationship with Lee has grown in the past twenty-five years. I have had the opportunity to see the growth and challenges that have faced the Pest Control Industry and the Department of Agriculture. Lee’s dedication to his job and our industry has been exceptional. Some of the accomplishments that were spearheaded by Lee and his associates through the years were the adoption of Continuing Education, Rewriting the State Study Books and Exams, Principal Background Checks, etc. In addition, Lee has fought many battles with the State Legislature protecting our industry from laws and regulations that would have negatively impacted our industry.

Lee’s abilities to work with our industry and legislature will be greatly missed. On behalf of the Nevada Pest Control Association and all its members I wish him well and great success in all his future endeavors.

As they say, “Out with the old and in with the new.” Not so fast… Mr. Robert Leavitt has been hired by the DOA to fill Mr. Lawrence’s position. I have already had the privilege of meeting him. He is a seasoned replacement for Mr. Lawrence. Mr. Leavitt was born and raised in Nevada. He has worked for Dupont Chemicals in the Research and Development Division, as well as Program Manager. He has recently retired from the State of California Enforcement Agency, Food & Agriculture Department. Mr. Leavitt will be working out of the Las Vegas office. The Nevada Pest Control Association welcomes Mr. Leavitt and looks forward to working with him and his staff on all future projects.
**PRINCIPLES FOR SUCCESSFUL INSPECTION AND TREATMENT OF ANTS**

**Over the decades,** structural pest insects rank high and then plummet in importance. One group that remains within the top three over time is ants!

There is no such thing as a stray ant. They belong to a colony. Humans send their young soldiers to war, ants send out their old sterile female workers. So killing off the adults you see does not eliminate the colony.

Ants enter a structure from the immediate exterior unless brought in with live plants.

In Nevada, the critical items for ants are shade and water. Find these two items on the exterior and you likely will find your ant colony.

Ants and plants go together like a horse and carriage. The more plants you place close to a structure the greater the chance of ants invading.

Ants leave pheromone baits for other ants to follow. Record where you see the ants. Six months later if you get a call for help, look for the same trails.

Adult ants can not digest solid food. They bring it back to the colony and it is delivered to the late instar larvae which ingest it. Once ingested, the adult ants force the larvae to eject it, now having the texture of a slurpy. It is then fed to the adult ants. The best ant baits work slow enough for the material to enter the larvae and kill the “belly of the colony”. Some is fed to the queen which now destroys the egg producing capability of the colony.

Once you knock out the ant colony, you leave a void. This allows adjacent colonies of the same species or other species to move in. This is why you need a continual service plan. The more homes in a given area, you can have under contract, the better your chance of success.

Winged ants found indoors near a window does not indicate where the ants are swarming from. They are attracted to the light at the window, but may be emerging from a crack in a slab on the opposite end of the room.

Even ants active in the day light can increase their trailing activity in the evening. With particularly difficult to solve ant situations, a night inspection (shortly after dusk) can reveal active ant trails.

When inspecting, look up near the roof line and down adjacent to a building about one inch below the top of the ground.

Power spraying on very warm surfaces is not how you control ants. Find the trails. Use good baits and the rest appears to be magic.

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*By Austin Frishman, Ph.D., B.C.E.*

*President*

*A.M.F. Pest Management Services, Inc.*

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With the upcoming January 31st, 2014 Expo you can look forward to a great day of learning. We have exceptional speakers lined up, great topics, chemical manufacturers and distributors, food and prizes. Check out the schedule of events in this addition.

Our Association members at our last meeting have chosen “TOYS FOR TOTS” (501-c3) as our yearly charity. Raffle tickets will be available at the EXPO. Let’s put some SMILES on our kid’s faces. All proceeds stay in Nevada. Credit Cards will be accepted this year.

On behalf of the Nevada Pest Control Association and all its members, we wish you all a Safe and Happy Holiday Season.

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I don’t mind problems or challenges or handling tough situations. It’s all part of learning and growing. What I DO mind is facing the same problems AGAIN.

New problems are ongoing. I get it. We have to react to new laws, regulations and situations all the time. It’s called LIFE. But when the same problems keep coming up - I must have missed something. Sort of like, when a route person comes up to me and asks how much of this chemical do I use on a new start? Why is he or she asking me this? Was this person not trained? Do we have label tests? Has this person taken the test? Have we hired a person who cannot read a label? Why is this coming to me? That’s the way we have to think about avoiding recurring problems, questions and time consuming ca-ca.

In the above case, you must go back to basic training. Do you have verifiable, certifiable training? If not - better do so. Be careful. Today you can be sued for not having proper training for the tech. Welcome to PROTOCOLS AND PROCEDURES.

This was not unusual. Many times, the operator sees sales as a cure all but it is not. BEFORE taking on sales, you need to be organized or adding new sales will frustrate the sales force and only add to the confusion of everything else.

When I evaluate a company, I see this all the time. “My New Start wasn’t done.” “Where is my paperwork?” “Am I supposed to do this today?” “Who’s going with me on this job?” “Did John show up for work today?” “Which truck do I use today?” “When are my brakes going to get fixed?”

ALL OF THESE COULD BE AVOIDED WITH PROPER PROTOCOLS AND PROCEDURES.

But we don’t have time to put all this together. That’s where I come in or you just take the time to do it. One way or another, if you don’t set this up in your company, you will be destined to handle the same problems over and over and over.

So here it is a New Year. Don’t you think it’s time to change. It’s time to stop going in circles and get off the carousel and move forward - not just around and around.

It’s a change. It’s a commitment. It’s a promise to yourself. It’s time to change things around for you, your company and your employees.

**SAME OLD STUFF – DIFFERENT DAY.**

Recently I evaluated a company with 10 routes. The owner asked for my help, “mostly in sales”. After interviewing employees (the entire first day) I found there were bigger problems. Service people complained that they can not get chemicals (especially near the end of the month), their trucks had safety issues (Brakes, clutch problems, transmission problems) and there were fights between the office and the service department, especially in the geographical scheduling of accounts. Add to this that I had discovered that his unserviced accounts were running about 8% - sales were the least of his problems.

It turned out that the owner and the supervisor were the ones with major communication problems. I started with that and set forth a plan to rectify all the above (in priority) and set up sales for the next visit. We had to stop the bleeding before we got to sales.

This was not unusual. Many times, the operator sees sales as a cure all but it is not. BEFORE taking on sales, you need to be organized or adding new sales will frustrate the sales force and only add to the confusion of everything else.

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**NEVADA PEST CONTROL ASSOCIATION\**

**UPCOMING 2013-2014 EVENTS**

<table>
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<tr>
<th>Date</th>
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<tr>
<td>December 5</td>
<td>Quarterly Nevada Pest Control Association Meeting- Orleans Hotel 6-8PM</td>
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<tr>
<td>January 30</td>
<td>Nevada Pest Control Association Expo- Orleans Hotel 7AM-4:30PM</td>
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<tr>
<td>January 31</td>
<td>Nevada Pest Control Association Expo- Orleans Hotel 7AM-4:30PM</td>
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<tr>
<td>April 24</td>
<td>Nevada Pest Control Association AHB Class- Orleans Hotel 6PM – 8PM</td>
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“Ant colony is far more intelligent than an ant. Ants are the dominant insects. There are fourteen thousand known kinds. Each one is unique in its anatomy, its social behavior, its history.” Words of wisdom from E. O. Wilson the Pulitzer Prize winning biologist and co-author of “The Ants”. The first step in an effective ant management program is to know your pest ant. This is achieved through proper identification. Armed with the tools for proper identification, you are ready to embark on helping your customers deal with their ant problems.

Among the many species of ants we deal with in the west, the most common ants include both “tramp ants” and native ants. These ants include argentine ants, pavement ants, fire ants, and carpenter ants. Less common ants or new introduced species usually have similar behaviors, and management programs can be adjusted as needed. As in all successful pest management programs, it is important to learn as much about that species as possible in order to “tweak” your ant program. For the more common ants listed above, both argentine and pavement ants have similar “lifestyles”. They typically nest and trail next to sidewalks and other slab structures and live near vegetation along home foundations where there is abundant moisture. They often enter structures through cracks and expansion joints in slabs.

Fire ants nest outdoors in turf areas usually well-manicured and watered. They can easily be identified by the mound structures they create or the painful stings they inflict. Carpenter ants, often associated with wood, can be identified by their large size. They have primary and satellite nests.

To begin a successful ant management program, thoroughly inspect the area to locate the ant nest or harborage site and identify the reason they are coming into a structure. Most ant species invade a structure for food, water, or harborage. During an inspection, look for and correct any structural deficiencies that gain ant access to a structure, such as cracks in foundations and plumbing issues. These steps are part of good successful IPM program in managing an ant infestation. Once the ant species has been determined, correct any contributing factors that allow the ant’s access to the structure. Once these first steps are achieved treatment options can be considered. Treatments differ based on what ant species you are dealing with and where ants are nesting and foraging, but there are appropriate options that can be implemented strategically for complete management.

Sylvia Kenmuir, Board Certified Entomologist, Training and Strategic Marketing Director, Target Specialty Products

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Contact us today. It’s a whole new world.
**SOME THOUGHTS ON LEADERSHIP - PART II**

*Stanton E. Cope, PhD*
Manager, Technical Services
Terminix International

There are many aspects to the topic of leadership, some of which were addressed in the previous edition of this newsletter. This installment will look at several ‘Random Tenets of Successful Leadership’, as I’d like to call them. Why the term ‘random’? That is because there are many more tenets that could be considered but for the sake of space, we will only look at a few.

**Everything We Do Can Be Improved Upon**

This does not imply that everything your organization is doing is inefficient, ineffective, or otherwise defective. Instead, this tenet represents a way of thinking; that is, it should serve as a reminder that every process, technique, standard operating procedure or similar event should periodically be scrutinized. A good practice is to list all pertinent items for review, create a regular rotating schedule for reviews to occur, and appoint appropriate groups to carry out the review process. A word to the wise: include members in each group who do not have ownership or participation in the process being reviewed.

**Fix Problems, Not Blame**

It seems to be a part of human nature that when something goes wrong, we attempt to find someone to blame the failure on rather than focusing on fixing the problem. Fingers get pointed, tempers flare, and soon things are spiraling out of control! Yes, it may be necessary to provide a ‘course correction’ to the erring party or parties. When examining what went wrong, however, be sure to differentiate between reasons and excuses, as it is the reasons that will provide a valid platform for correcting the problem.

**Correct Mistakes With Timely Action, Then Move Ahead**

It is relatively easy to praise the efforts of an employee, however few supervisors are comfortable with having to address mistakes and shortcomings. When this becomes necessary, it is imperative that two things happen: 1) any discipline or corrective action is commensurate with the issue being addressed, and 2) corrective action must be initiated in a timely manner. Call the employee in, discuss what happened, explain your reasoning, give him or her a chance to respond, and then indicate that it is time to move ahead. Remember that after this sequence of events, your employee might be a little down so one good technique is after a day or two, find something positive to discuss.

**Respect And Follow The Chain Of Command**

Put another way, try to resolve issues and problems at the lowest level. This is almost always the best policy. If you have a problem with a co-worker, try to address it directly. If this does not work, then take it to your next-level supervisor. Skipping over 2 or 3 levels of supervision to try and get a resolution that is favorable will almost always come back to bite you in the end. Also, if you are in a leadership position, continually remind your folks about this concept.

**Value And Embrace Diversity In People, Ideas And Methods**

The word ‘diversity’ is thrown around quite a bit these days. People bring different backgrounds, experiences, expectations, ideas, and other valuable assets to your organization. It is important that as a leader, you cultivate and value this, and work hard to ensure that your organizational culture is infused with all that diversity has to offer. Some people are less likely to express their opinions than are others, especially in front of a group. One technique that I found helpful at my staff meetings was to call on each and every person and ask for their thoughts and ideas. Every time. This resulted in two positive outcomes; 1) it generated more discussion and suggestions to build on, and 2) people came to the meetings better prepared because they knew they would be asked to contribute. Try it, and see what happens!

**Strive To Do The Right Thing, Even When No One Is Looking**

Some will refer to this tenet (or a similar version) as a definition for ‘character’ or ‘integrity’. I suppose that it could be. If you are in a leadership position, be advised that your people will observe you closely, and will follow your examples. You will set the tone, every day, for the culture and work ethic. If you regularly leave early (which some bosses do!), your staff will feel that they can, too. If you take liberties with the company credit card, guess what? Here is where it is important for the organization to have a strong set of values that are adhered to by the leader and recognized by all employees.

**Never Stop Learning - Promote Personal And Professional Growth**

This one applies not only to you but to your work force as well. In this day of shrinking budgets, the first things to get cut are often training (excluding required training such as safety), conference attendance and self-improvement courses. Outside of credits required for certification or licensure, look for other opportunities for you and your staff to stay at the leading edge of your field. There is now a wealth of opportunities out there through internet training, correspondence courses, webinars, and other venues. Consider appointing someone to serve as the Training Officer and have this person identify such opportunities, assist others with scheduling them and tracking progress.

**Expectations Go Both Ways**

Ever had a boss call you in for a mid-term progress report or end-of-cycle evaluation and say ‘you’re doing a good job – sign here’? This can be very frustrating, as well as non-productive, and is not fair to either party. Whenever you meet with one of your employees, especially when careers and job performance are involved, be fully prepared and ready to take the time to have a full discussion. No phone calls, no blackberries, no texts - no interruptions. Also, keep your employee informed of job performance and expectations throughout the year - there should be no surprises when evaluations (and perhaps bonuses) are handed out. And remember that expectations go both ways. Ask your employee what you can do to assist them in their job, and what they expect of you as a leader or boss. You might be surprised by the answers you get!

*Continued on page 15*
7:00am - 7:45am Registration & Continental Breakfast
7:45am - 8:00am Welcome by Nevada Pest Association Board
8:00am - 9:30am Jeffrey Weier, BCE - Flying Insects
9:30am - 9:50am Break # 1
9:50am - 11:20am Stan Cope PhD. - Public Health & Insects
11:20am - 12:30pm Lunch Buffet
12:30pm - 12:40pm Raffle
12:40pm - 1:40pm Sylvia Kenmuir, BCE Urban Entomologist - Ants of the Southwest
1:40pm - 2:00pm Break # 2
2:00pm - 3:00pm George Botta (Laws & Regulations)
3:00pm - 3:10pm Break # 3
3:10pm - 4:10pm Panel Discussion with Speakers
4:10pm - 4:30pm Raffle & Sign Out

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

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THE BENEFITS OF BEING A MEMBER OF THE NEVADA PEST CONTROL ASSOCIATION

By John Parins Jr.
CEO/President - Pest Control Inc.
Vice President - Nevada Pest Control Association

Nevada Pest Control Association is an association which represents and promotes the interests of professional pest control companies in the state of Nevada. NPCA membership turns an individual small voice into a collective shout. Together, businesses of all sizes, share in the benefit of greater political clout. This becomes helpful when proposed political initiatives, be it local, state, or federal, threatens to negatively impact our industry.

NPCA membership provides you an excellent opportunity for networking and interaction with your fellow professionals. NPCA membership qualifies your company to attend our annual Africanized Bee meeting in April 2014, which entitles your company to be included on our NPCA sponsored Bee Hotline. This means increased bee revenues!

NPCA membership entitles your company to attend our annual Nevada Pest Expo Event on January 31, 2014, featuring 30-40 industry manufacturers/suppliers and world-renowned industry experts as featured Keynote Speakers. In addition, all attendees will receive a Continental Breakfast, Buffet Lunch, Raffle Prizes, as well as earning 6 CEU’s for Nevada, Arizona, California & Utah.

FREE membership to National Pest Management Association

Some Thoughts on Leadership

By joining the Nevada Pest Control Association, for the next 12 months (2014), BASF will sponsor your membership in the National Pest Management Association.

Take advantage of:
- Free training through On-Demand Webinars
- Expert identification of your questionable pest specimens
- Ready-to-send customizable customer newsletters
- Weekly updates on pest news from around the country
- Money-saving discounts on items such as UPS freight fees, health insurance and human resource consulting
- Access to the online learning center for comprehensive training at a significantly reduced cost
- Business leads through the NPMA “Find a Pro” locator

Take responsibility and give credit

If a group or organization you are leading suffers a failure, it is up to you to step forward and take responsibility. Don’t try and duck the blame by blaming the result on a committee process, someone else’s inexperience. Take responsibility for what happens in your organization, period. Conversely, if this is your style, your people will quickly come to resent you and morale will tumble.

Don’t Mistake That Rut You Are In For The Edge Of The Horizon

Here are seven words that will quickly put your organization on the road to irrelevancy – “That’s the way we’ve always done it”. This is what I like to call ‘same old, same old’. You may think that your group is perched on the cutting edge of your business but in fact, you are only seeing the edge of the rut that you have fallen into over the years. Encourage innovation, promote continuing education, and periodically conduct internal reviews of all significant processes, flow charts, standard operating procedures and company policies.

Some Thoughts on Leadership (Continued from page 10)

Indicate What Needs To Be Done But Not Always How To Do It

This is a fairly common occurrence in certain professions. Let’s use pest control as an example, where someone may start out as a route technician and eventually end up as a region manager or higher. When you have held a job that one of your employees now has, it can be very tempting to assign a task, and then immediately after give detailed instruction as to how that task should be accomplished. It is best to refrain from this in most situations, as it may negatively affect innovation and personal pride in your employees. Give each person a chance to surprise you, and they will.

Take Responsibility and Give Credit

If a group or organization you are leading suffers a failure, it is up to you to step forward and take responsibility. Don’t try and duck the spotlight by blaming the result on a committee process, someone else’s decision, or an outside influence. You are responsible to your chain of command for what happens in your organization, period. Conversely, when things go right, be sure to give credit where credit is due. We have probably all had bosses who were scarce during the lean times but always front and center, taking all the credit, when things went well. If this is your style, your people will quickly come to resent you and morale will tumble.

THANK YOU TO ALL THE BUSINESSES THAT SUPPORTED THE ASSOCIATION AT THE 2013 PEST EXPO

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An effective fly control program requires a thorough understanding of fly biology including their development and breeding habits. Taking an integrated approach to control as well as prevention of infestation in commercial buildings will reduce the risks to products and people. Because, in most situations, no single method or technique will solve the problem, multiple methods must be combined to maximally impact the fly population. I call this approach Stacking the Effects.

An understanding of the biology of flies is critical to the success of a solution program. Because of the food safety and customer relations risks, a solution program that includes adult control measures, but more importantly emphasizes exclusion and finding the source of larval activity at the food source is essential. This type of program takes time and effort, but is only the solution to fly activity.

Flies are so mobile, they require some unique control strategies. While adult flies are the most visible and the stage that can cause the greatest amount of contamination, it is the larval stage that is the key to control. An effective integrated solution will involve strategies to eliminate both larvae and adults. One of the reasons flies have become more prevalent in food preparation establishments is the switch over the years from residual sprays to bait for the control of cockroaches and ants. During treatments for cockroaches and ants, many fly breeding sources were also inadvertently treated, eliminating the larvae.

Adult flies can be targeted using a number of different control strategies. Light traps, food traps, baits, space treatments and residual treatments all have a place in a solution to adult flies. Insect light traps, which rely on the fly’s attraction to light, have been shown to be particularly effective indoors. Ultraviolet light is used to attract adult flies to these traps and then capture them using glue boards or electrocuting grids. Placement and maintenance of these traps are critical to their performance. Light traps should be used to intercept immigrating adult flies by creating a “gauntlet” of traps through which flies must travel to reach exposed food. Light traps should never be placed directly above food or food preparation surfaces.

Space treatments for flies are controversial. While pyrethrin aerosols will knock down large numbers of adult flies they will not address the larvae. The net result is that they may be impressive displays of insecticide application, but do not address the root causes of the problem and the flies will rapidly return.

Residual treatments can help eliminate flies. Treating breeding sites is very effective where practical, in addition the technique of treating landing zones can augment any program. Landing zone treatments involve applying an appropriately labelled insecticide, as a spot treatment, to areas where flies are congregating or resting. These areas are identified by the presence of flies or their droppings often called fly spots.

While controlling adult flies is a component of a successful solution strategy, it is only a partial solution until the larvae are found and addressed. An enormous number of larvae can exist on a very small food source. Larval site sanitation is critical because general sanitation may miss these small sources, and that failure will lead to a continuation of fly activity. Most of the effort expended in fly larvae control will be in searching for the source. Because the food source may be small it may be difficult and time consuming to find. The key to the control of fly larvae is spending whatever time is required to find the food source. Different flies have different food

**Areas such as this around a trash compactor can be treated if flies are landing near the opening. Always follow label instructions and do not exceed spot treatment restrictions.**

**Fly breeding sites in drains can be cleaned using cleaners containing microbes to digest the food substrate.**

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Promotion runs June 1 – September 30, 2013. Rebate information must be received by Envincio no later than October 10, 2013.

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Continued on page 22
Other items include patio furniture, grills and play equipment.

Areas where ants might set up colonies close to the structure. These areas include garbage cans, wood piles and cluttered.

2. Beyond the Structure

After inspection, it is time to start the treatment approach which will include a few tactics:

1. Exterior of the Structure
   - A treatment zone should be placed on and around the structure keeping ants from entering. There have been some significant changes in how we do that with the new pyrethroid label changes from 2012. If your chemical of choice is a pyrethroid, review the current label you have and adhere to those directions. While many PMP’s feel these changes affect their ant management programs, past research has shown that you are successfully targeting where the ants spend their time and getting the most out of your products.

2. Beyond the Structure
   - These areas include garbage cans, wood piles and cluttered areas where ants might set up colonies close to the structure. Other items include patio furniture, grills and play equipment.

Inspect wires that attach to homes and pipes for trailing ants as they use these conduits to travel along structural guidelines.

Inspect planting beds that have mulch or decorative stones that trap moisture and attract ants. Inspect trees and shrubs that might be touching the structure gaining the ant’s access to these structures, and shrubs for plant sucking insects that produce honeydew, a favorite food for all tramp ants. These sucking insects and locations (tree and shrubs) can only be treated by appropriate licensed PMP’s. Check with NDOA for more information on appropriate licensing.

3. Inside the structure

The first choice in an ant management program inside a structure must be a non-repellent treatment. Ants entering the structure are usually looking for food; therefore ant baits will assist in managing this pest. For better bait acceptance, ensure that as many competing food sources are removed. Occasionally, ants may colonize indoors in wall voids or other areas. These ants can also be managed with ant bait. For chemical spraying options, slower acting chemistries give ants’ time to transport back to the colony. Once infestations have been successfully managed, a regular service program will ensure long term ant management.

Ants will always be a pest your customers will encounter requiring PMPs to stay current on new species and new chemistries as they enter the market place.

Photo Credits: Benoit Guenard, Postdoctoral Researcher, Biodiversity and Biochemistry Unit, Okinawa Institute of Science and Technologies, Okinawa, 904-0495, Japan
Bed bugs continue to be a growing threat, with 99.6 percent of U.S. Pest Management Professionals (PMPs) claiming to have encountered a bed bug infestation in the past year, compared to less than 25 percent prior to 2000.

Tandem® insecticide from Syngenta Professional Pest Management provides more flexibility for PMPs with the addition of bed bugs to the label, while also controlling more than 90 other perimeter pests.

**TANDEM PROFILE**
- Provides “cupboard to curb” control of more than 90 insects, including bed bugs
- Powered by two active ingredients, lambda-cyhalothrin and thiamethoxam
- Formulated with iCAP™ technology to ensure quick knockdown and extended residual control
- Can be used as a spot, crack-and-crevice or void treatment to bed bug harborage areas such as headboards and baseboards
- When tested on lab and field strains of bed bugs, Tandem provided better control of bed bugs than competitive sprayable products
- In addition to general pests and bed bugs, Tandem provides control of grubs, billbugs, chinch bugs and other lawn pests with its full turf-application label
- Conveniently tackles a broad range of pests, eliminating the need to carry multiple products on a technician’s truck

To ensure the bottle you use has bed bugs on the label, look for the updated packaging with the blue and green logo displayed below. With the growing need for bed bug control, Tandem can now help you ensure your customers enjoy their days and nights free from the nuisance and worry of bed bugs.

The future of the NDA’s pest control program looks bright. As some of you know, Robert Leavitt has replaced me as the program manager and the position has been moved to the NDA office in Las Vegas. If you have time, call him or stop by the office and introduce yourself. Moving the program lead position to southern Nevada was a decision that simply made sense since the majority of the pest control industry resides there.

Thank you again for the privilege of serving our state’s pest control industry.

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ADD EFFECTIVE BED BUG CONTROL TO YOUR ARSENAL WITH TANDEM INSECTICIDE.

Bed bugs continue to be a growing threat, with 99.6 percent of U.S. Pest Management Professionals (PMPs) claiming to have encountered a bed bug infestation in the past year, compared to less than 25 percent prior to 2000. Tandem® insecticide from Syngenta Professional Pest Management provides more flexibility for PMPs with the addition of bed bugs to the label, while also controlling more than 90 other perimeter pests.

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The Argentine ant is an invasive species originally coming from the southeastern part of South America and has now spread to every continent except Antarctica. It was first found in New Orleans in 1891 and has now colonized much of the warmer areas of North America. It appeared in southern Nevada (Boulder City) in 1953. In the past few years it has been submitted from the Reno area also. It has become the most common ant in our imported fire ant survey traps, far outnumbering even the native southern fire ant.

This ant is a small brown ant from 2-3 mm in length (Fig 1) and in Nevada can be confused with the odorous house ant. Both ants have no sting and a slit-like acidopore (the opening at the end of the abdomen) (Fig 2). They can be separated by the fact that the petiolar node or scale on the odorous house ant is very small and inclined forward (Fig 3). These two ants can also be separated by the arrangement of the teeth on the mandibles. The Argentine ant has two distinctly different sizes of teeth (Fig 4). To see this, one carefully squashes the head of the ant (from the front) and the mandibles will protrude and separate. The teeth can then be easily viewed with a hand lens.

This ant is one of the more difficult insects to control due to the multiple queens in a colony and its ability to start new colonies with as few as ten workers and a queen breaking off from the original colony. These ants also do not have reproductive flights (winged males and females). Mating occurs within the colony. Because of this, it has been determined that the ants on three continents are part of one global colony.

To learn more about this ant and other pest ants in southern Nevada register for the 2013 Pesticide Applicator Licensee and Certification School Dec. 16 at The Orleans.

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

Identifying the Argentine Ant (Linepithema humile)

The Argentine ant is an invasive species originally coming from the southeastern part of South America and has now spread to every continent except Antarctica. It was first found in New Orleans in 1891 and has now colonized much of the warmer areas of North America. It appeared in southern Nevada (Boulder City) in 1953. In the past few years it has been submitted from the Reno area also. It has become the most common ant in our imported fire ant survey traps, far outnumbering even the native southern fire ant. This ant is a small brown ant from 2-3 mm in length (Fig 1) and in Nevada can be confused with the odorous house ant. Both ants have no sting and a slit-like acidopore (the opening at the end of the abdomen) (Fig 2). They can be separated by the fact that the petiolar node or scale on the odorous house ant is very small and inclined forward (Fig 3). These two ants can also be separated by the arrangement of the teeth on the mandibles. The Argentine ant has two distinctly different sizes of teeth (Fig 4). To see this, one carefully squashes the head of the ant (from the front) and the mandibles will protrude and separate. The teeth can then be easily viewed with a hand lens.

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sources and a knowledge of the type of fly present and the types of food it prefers helps in discovering the source of larval activity.

One new technique in larval elimination is to aid in sanitation by using microbial cleaners to remove these breeding sites. These are not insecticides but cleaners that use microbes that are selected to digest fats, proteins and carbohydrates. Most often these are applied as foams to the food substrate in drains or other areas where food build-up is supporting fly development.

A confounding issue with flies is that the source of the larvae may not be present in the building where the adults are present. This may be in other areas of the building or in another property altogether. In these cases, exclusion adult control may be the only control measures that can be used. Exclusion is critical to the success of any program.

Exterior control strategies such as food traps, baits and residual treatments can assist in preventing immigration of adult flies. Always inspect the trash areas for fly breeding sources and treat with appropriate materials. Other breeding areas include trash cans for customers and drive through windows where food and drinks are often spilled.

Fly control requires integrating multiple techniques to “Stack the Effects”. This process is the only way to gain control of fly issues.
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