PREPARING YOUR BUSINESS FOR THE RAT RACE
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APARTMENTS, BED BUG PREPARATION & TOO MUCH STUFF
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THE TROUBLE WITH IPM
By Erin Monteagudo, Page 12
Tekko™ Pro is responsible.

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By George Botta
NPCA President
702-439-0479
g.botta@aol.com

The Nevada Pest Control Association’s growth has been increasing yearly since its inception. The benefits of becoming a member has its rewards. Currently our state membership exceeds over one hundred companies, as well as additional member companies from the states of California, Arizona and Washington. Our Business Vendor Membership has increased as well and we currently have thirty seven Chemical Manufacturers, Vendors and Distributors in our association.

Each January our association puts on one of the best Training Expos in the country. Attending this event gives companies an edge on their competitors by receiving the latest information on insects and techniques from some of the Top Entomologists in the world, as well as the opportunity to visit with Chemical Companies and Distributors to view and learn about the latest pesticides and control devices for our industry. Local businesses have attended our last expo bringing such information as Business Insurance, Vehicle Maintenance, GPS Systems, Uniforms and Credit Card Services. Each attendee also receives six continuing educational credits for attending the expo, which satisfies our state requirement for our yearly pest control license renewals.

An added benefit that some of our member companies sign up for is our Africanized Bee Program. Each April during our quarterly meeting we have our yearly sign up for this program. This program runs all year and lists the companies on our web site as companies that are educated in the eradication of the Africanized Honey Bee. The company name and phone number is listed on the web page. In addition we also have a designated phone number through an answering service that enables potential customers to call pest control companies for their bee problem. Currently we list six companies in rotation per week on this service. Potential customers obtain this phone number from the Fire Department, Police Department, Animal Control as well as other city and state agencies. Our member companies receive call seven days per week and have generated tens of thousands of dollars added revenue since the inception of this program. With continued on page 4

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SAFETY TIPS WHEN TACKLING STINGING INSECT (HYMENOPTERA) JOBS

A few tips to keep you safe when tackling stinging insect (hymenoptera) jobs:

- To reach an above ground nest, do not stand on a ladder. Use a bee pole. While on the ladder, you forget where you are as the insects attack. The natural reaction is to jump. Is it worth a broken ankle?
- Tuck your pants into your socks and maybe use a rubber band to keep them in place. As paper wasps and hornets drop, they may crawl upward on your shoes undetected. If they get under your pant leg, you will know it in one big hurry.
- Avoid bright colors, particularly yellow. Red and blue hard hats and clothes are less attractive to these stinging insects.
- Avoid after shave lotion, perfume and other pleasant smelling material. It attracts these insects to you.
- Avoid swinging your arms wildly. It excites them and makes it easier to find you.
- Before starting the job, watch for a few minutes and see the major flight path in and out. Do not stand in that pathway while doing the control. You will either get hit from the front as they leave the nest or from behind as they are returning.
- When approaching a nest from indoors (example: Honeybee or yellow jackets), turn off all of the lights in the room and cover the windows so no light appears. Put in a small lamp in a corner of the room away from where you are working. Use a red filter on your flashlight. Any insects that escape into the room will head straight for the light source and remain clustered around the light. After 4 to 5 do get there, knock them out with an approved aerosol.
- Do not hit mud dauber nests in the side of a house with a water based spray, like from a compressed air sprayer. It will result in mud dripping and messing up the siding. Knockout the one or two on the nest and scrape the nest off.

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

SAFETY TIPS WHEN TACKLING STINGING INSECT (HYMENOPTERA) JOBS

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I DON'T LIKE TO FIRE SOMEONE

When you hire someone, it is supposed to be for a long term commitment. Sort of like ‘we both agree that this will work for each other.’ If it doesn’t work out, I always look back and ask myself if I did the right thing. Did I hire properly, ask the right questions, was this person trained properly? Was it me? Was it partially me? Was it them? No matter the reason, I don’t want to make the same mistake again.

There are many facets to hiring, training, maintaining and firing. We are here to discuss the firing part of management as well as an overview of how and when to fire.

THE FIRE ALARM – It is customary for all companies to have a company policy manual. In that manual there should be a section detailing the Reasons for Termination. Usually it says something like “The violation of company policies could lead to actions up to, and including, firing of personnel.” It is fair warning to ALL employees. It sets up the parameters, and will include things like acts of discriminations, sexual harassment, fighting, non-compliance with label instructions, etc.

WHO HIRED THESE IDIOTS? I recall a Branch Manager I inherited who had a very high turnover in his office. He was managing (not well) about 5 people and he had terrible sales figures. He ended up with all new sales reps as he told his parents he had to “clean house.” The good sales reps quit before he had a chance to fire them. How would you feel if you were one of those sales reps. He ended up with terrible sales figures and they promoted him to Sales Manager. Interestingly enough, some supervisors or managers who cannot do their jobs do NOT get fired or demoted – especially if they are family members. In many big companies, they simply promote them. I wish I was kidding about that.

This can create quite a mess. As an example, a son of the owner was in sales. He was there for about a year and basically stole leads from other sales reps. He showed up sometimes, disappeared a lot, had terrible sales figures and they promoted him to Sales Manager. He is gone now and the company is doing much better.

Unfortunately, it took 3 years and they lost a lot of market share, as well as offering to train him. But, of course, he knew more than me and, as I came into the situation and set parameters and goals as well as providing him training manuals to support the incident.

THE WARNING SYSTEM- In the Employee Manual you should have a section advising people how your warning system works. If they do something wrong, you will:
1. Tell them about it verbally.
2. Provide written notice if they repeat the infraction.
3. If they do it again, they will have fired themselves and you will do the implementation.

This goes for everyone. Warning: Each time you address the issue be sure to go over how he or she should react in those situations. Use your training manuals to support the incident.

FIRING A FAMILY MEMBER – This is usually difficult. However, if you go through the same steps as outlined above and your family member keeps doing things against company policy, why are they there? Better to pay them to stay home than screw up your livelihood and future retirement plans. Think about it.

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NEVADA PEST CONTROL ASSOCIATION
UPCOMING 2014-2015 EVENTS

September 25, 2014
Quarterly NPCA Meeting
Orleans Hotel 6 – 8 PM

December 4, 2014
Quarterly NPCA Meeting
Orleans Hotel 6 – 8 PM

January 29, 2015
Nevada Pest Control Association
Pest Expo 2015 Meet & Greet
Orleans Hotel 6 – 8 PM

January 30, 2015
Nevada Pest Control Association
Pest Expo 2015
Orleans Hotel 7 AM – 4:30 PM

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With one of the broadest labels in the industry, Tandem™ insecticide allows you to make applications across a range of use patterns such as indoor spot, crack, and crevice treatments, in food-handling areas, or outdoor spot and perimeter applications. All while its dual modes of action control over 90 pests including general pests, wood destroying insects, and landscape ornamental pests. Visit SyngentaPMP.com to learn how you can go there.
Eliminating the occasional mouse or rat around a building is typically not difficult. Managing rodent infestations in our cities and towns under a wide variety of structural and environmental situations is a matter that is safe to the environment and to non-target animals, while also being cost effective for the consumer, is often much more of a challenge. These are words of wisdom from worldwide rodent expert Dr. Bobby Corrigan from his book “Rodent Control - A Practical Guide for the Pest Management Professionals”. This book is a valuable resource of information for a successful rodent management program.

Rodents are considered one of the top pests by experts and the pest management professional (PMP) for urban and industrial environments. Rodents attempt to co-exist with us by eating our food, living in our structures, and have the ability to impact our health with threats of disease. This impact to human health is a critical reason for expert rodent management programs in our communities. Regulatory focus and changes are impacting rodent management options and programs for both the general public and PMPs in various states such as California. It is for this reason our industry and especially the PMP should be knowledgeable of active ingredients and their limitations. It is important to understand options in active ingredient selection and what is available to the PMP, as there are many factors to consider when choosing the right rodenticides for your program.

Rodenticides have been around in some form or another for the last 100 years with only ten active ingredients used in the US today. The 1940’s saw the introduction of the “First Generation Anticoagulant Rodenticides” (FGAR’s) and in the 1980’s the “Second Generation Anticoagulant Rodenticides” (SGAR’s). Anticoagulants work by causing internal hemorrhaging leading to death. Most are slow acting and used in small active ingredient doses. It can take anywhere from 3-18 days for death to occur. Ultimately actives like warfarin saw worldwide resistance due to years of extensive use of FGAR’s. Many rodenticide labels used today state “kills warfarin resistant Norway rats”. The FGAR’s were referred to as “multiple dose” baits because it can take several days of feeding to eliminate the rodent. It is important when using these actives that you make bait continually available to the rodents so they ingest enough bait to cause death. The SGAR’s appeared because of resistance issues with warfarin and a desire for rodents to die with less feeding requirements. In the pest management industry, this is referred to as “single dose” baits. Whether or not the bait “kills” in a dose obtained from a single feeding depends on the amount consumed and active ingredient of the bait a professional is using. “A single dose anticoagulant is a wise choice in environments where the rodents have an abundance of food readily available” according to Corrigan. While bait acceptance is usually good and “shyness” is not typically experienced, rodents will continue to feed on single dose baits even after they have already consumed a lethal dose. One reason is because of the rodent’s strong desire to grow. The most popular “formulation” used for managing rodents is the bait block. Blocks attract rodents to feed because of that “need” to grow. Another added benefit to blocks is the design that allows them to be secured in a bait station. There are other rodenticide formulations available to the PMP. Meals and pellets are more desirable for mice. The soft baits are better when the competitive food sources are fatty oily foods and melting is a concern. If an abundance of competitive food is an issue, a liquid bait can be useful since rats need water or you can consider a powder formulation which will eliminate rodents through grooming. It is important for the PMP to consider the availability of food and water of the rodents they are managing and select a bait formulation that will maximize management based on those needs.

Another “group” of rodenticides commonly referred to as the “acutes” are non-anticoagulants. An appealing variation for this group is its attribute of no secondary wildlife poisoning. Some actives such as Chloecalciferol has an added “mode of action” benefit by exhibiting a “stop feed” action. In theory, the rodents should stop eating at the lethal dose and therefore consume less bait contributing to a more cost effective product for the PMP - killing more rats with less bait. Below is quick guide to the ten current actives you may find in the rodenticides you are using:

FGAR’s: Diphacinone, Chlorophacinone and Warfarin
Trade names include: Ditrac, Liquatox, and Razol
SGAR’s: Brodifacoum, Bromadiolone, Difenacoum and Difenbutxone
Trade names include: Contrac, d Con II, Generation, Final, Firststrike, and Maki
Acutes: Bromethalin, Chlocalciferol and Zinc Phosphide
Trade names include: Tera3, Fastrac, and 2P Rodent bait

There have been some significant changes in the enforcement of pesticide use in the last couple of years via the US Environmental Protection Agency. Industry continues to work through the preyeidosis label changes that went in effect in 2013. On the horizon are some changes for rodenticides and in particular Second Generation Anticoagulant Rodenticides (SGAR’s) affecting the consumer markets and some PMP’s in other States. The SGAR’s have been linked over the years to secondary poisoning of wildlife including mountain lions, some raptors and foxes. The US EPA battle over SGAR’s and sale limitations has been going on since late 90’s in. In 2007 US EPA made a decision to classify all SGAR’s as Federally Restricted and all purchases and uses are to be conducted by a certified applicator. One registrant Reckitt Benckiser refused to comply.

Continued on page 18
One of the most significant hurdles to successful bed bug work in today’s apartments is “stuff”. At times people simply have more stuff than can be orderly stored within their apartment. It’s a very real problem which must be dealt with in order to thoroughly inspect and treat for bed bugs successfully. We’re not talking about hoarders, mind you. Over time, people will accumulate various belongings of varying degree of value to them but, it’s their stuff.

Many pest companies provide their customers a bed bug pre-treatment check lists which are intended to instruct the resident on how to prepare the apartment for bed bug treatment work. Some of these instructions are well written others, not so much. It is not uncommon to receive calls from consumers regarding questions on these pre-treatment instructions. If you’re a pro, please review your check list instructions to assure that they are clear, understandable and well written.

The square footage of the apartment is fixed and, depending upon your perspective, may seem to grow smaller when having to deal with bed bug work and preparations thereof. One wonders, where all this stuff is supposed to be placed? It seems that bed bug customers find themselves wrestling with stuff vs. available storage space on a daily basis nowadays. Even after many items have been thrown away, space may still be very limited.

In some cases today’s bed bug customer may face a significant amount of preparation work. Many may be unable to complete this all this work without suitable assistance. While some folks are physically unable to do this work, others simply don’t have the time and others, try as they might, just don’t get it right. However, such circumstances need not be an all is lost type situation.

Today’s progressive pest pro can work successfully with their customers to eliminate bed bug problems despite the logistical challenges. Overall, excessive clutter presents a significant challenge to treatment work and can provide pests with inaccessible harborage. Such clutter should be suitably addressed as needed. Customers can use plastic bags and storage bins in which to seal items to keep bed bugs either in or out. Experienced pest pros bring a supply of plastic trash bags to each job just in case. When space is tight such stored items will need to be moved during treatment work.

When working in customer’s homes today’s pest pro incorporates a number of skill sets including packer and mover. Moving furniture, personal property and other such things are necessary when conducting thorough inspections and treatment work. However, the volume or amount of such moving may become an issue in some cases when an extraordinary amount of moving is required. How such additional tasks are melded into the entire bed bug job work may be handled differently from company to company but it’s clear that such tasks are a necessary part of the work.

When discussing bed bug job preparations with pest pros it is obvious that the majority of customers do not prepare 100% correctly in accordance with the instructions provided or as expected by the pest pro. This may be due to various reasons but, it’s clearly no surprise that this occurs. However, the bed bug work still needs to be done and time is a significant factor when conducting service work at remote locations. As such, competent bed bug pros are prepared to address this issue such that the work can be done for the mutual benefit of the customer and the pest pro as well.

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**APARTMENTS, BED BUG PREPARATION & TOO MUCH STUFF**

Paul J. Bello  
PJB Pest Management Consulting  
Author: The Bed Bug Combat Manual

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APARTMENT residents and pest pros alike are often times challenged by the volume of personal property in the presence of limited storage space available.
THE TROUBLE WITH IPM

Integrated Pest Management (IPM) is a concept that has been ingrained in the structural pest management industry for a while. Even if a pest management professional (PMP) doesn’t know what it is, they’ve probably heard of it. At the technical level, we all get it. IPM doesn’t need explanation beyond the three letters. However, technicians often interpret IPM differently. There are so many overly complicated definitions of IPM trying to encompass every aspect of it that many of these definitions don’t really get to the point. Most include pest monitoring, identification and multiple methods of control, but fail to include inspection and pest knowledge. In fact, lack of inspection and pest knowledge are common reasons for not following through with IPM, even when the other IPM principles are applied.

Pest monitoring is an established practice in structural pest management and most PMPs seem to understand its purpose. However, some PMPs are not comfortable relating to it, believing a pesticide must be applied in order to deliver value to a customer. Monitoring and inspecting an account and then leaving it alone if no pests are found are fourier might make them uneasy. Or they might be fine with it, until they need to explain the service to their customer. A customer may assume that nothing has been done if no pests have been applied. This is an opportunity to educate customers about IPM, not by providing a working definition, but by providing sensible explanations, such as “Your home (or establishment) is regularly being monitored for pests.”

“When no pests are present, interior pest control applications are not necessary.” Unfortunetly these and many other explanations are not always common sense. They may feel that this is not always the sole reason pests are present or continue to be present. Food establishments that look clean can still get German cockroach infestations. A customer can try to remove all food sources from the infestation, but afterwards the cockroaches will probably still be there. Instead of blaming poor sanitation in general, focus on specific areas that are contributing to the infestation before re-examine control methods. For example, a fruit fly infestation may be originating from one area of a commercial kitchen floor with low tile grout. It is not uncommon for a PMP who is not able to locate specific fruit fly breeding sites to recommend that the customer clean all of their floor drains. Another example is assuming food competition when cockroach bait is applied to areas with poor sanitation. Sometimes a PMP doesn’t apply enough bait in proportion to the cockroach population. In these situations, the refiner to a customer of poor sanitation without a decrease in pests after they clean leads to frustration. Exclusive focus on sanitation as the reason for pest problems is a lost opportunity to demonstrate true IPM. Scaping fruit fly maggots out of low tile grout and bringing them to the customer’s eye level is a reinforcement of IPM principles.

A customer learns that pesticides are not always the solution. You may have noticed an emphasis on demonstrating rather than defining IPM to customers. IPM is not a concept that resonates with customers as does the idea of being “green”, which doesn’t even have a standard. This is because IPM doesn’t have a simple explanation and doesn’t evoke a strong emotion. Even proponents of IPM have acknowledged that IPM is a hard sell. Instead of trying to sell customers on IPM, it should just be done effectively so they can see the results for themselves. So IPM is so poorly accepted because customers don’t experience it as much as they should. Are we practicing what we preach?

Interestingly, the qualifier common sense has been creeping into some definitions, as in “common sense approach” or “common sense techniques”. The definition of common sense is a perception that is shared by nearly everyone. PMPs can argue that not much of IPM is common sense amongst their customers or even a portion of the structural pest management industry. Maybe the word these definitions intend to use is “sensible” - sensible approach or sensible techniques. Either way, it should be acknowledged that the time and pest knowledge necessary to perform IPM is often lacking. Pest management businesses that are able to provide more service time can have more successful IPM programs. Simplifying education so PMPs can focus more on best practices for pest management can help them understand and communicate better to customers. Although, the more customers experience IPM the more they will recognize it in the future.

Erin Martindale, M.S., B.E.C. is the Technical Control & Training Specialist at Univar Environmental Sciences. At Univar, she is the voice behind IPM. Pest Control and writes and manages Master Technician online training where over 60,000 courses were completed in 2013.

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Date

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After Jan. 24, 2015 Membership Fee: Principles $150 • Operators $70

Please charge my credit card:· AMEX · VISA · Discover
Credit Card #: CVV Code
Expiry Date
Amount
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Signature
Date

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This continuation of Andy McGinty’s April article addresses contract recommendations for specific applications.

**BED BUGS** - It is our opinion that whether the customer is residential or commercial - GET A CONTRACT! As these claims are relatively new over the last 5 years or so, we are learning from each claim and stories we hear from other PMPs and insurance carriers. You know as well as us that if you are not able to truly inspect and treat bed bugs in multi dwelling buildings that the chance of a reinfestation will probably occur.

Most of the lawsuits or claims we handle for bed bugs are for rooms that the insured did NOT service or they did treat but were restricted from other services that needed to be done to prevent a reinfestation. This includes, but not limited to, treating or inspecting connected rooms. We see and hear this problem constantly in the industry. The issue is the pest professional is not addressing and protecting their companies from this exposure by contract! The defense costs on these types of claims can get quite large - win or lose.

What about dry heat services (sprinklers, electrical, etc.)? Canine inspections (limitations of the inspection)? Or even better, what if you subcontract that work out? What kind of services do those companies have, if any? Can you pretty much guarantee that if you get a bed bug claim or lawsuit and do not have a contract, you will be responsible for some damages. What defense do you have? Guilty until proven innocent?

What about the apartment complex or hotel that gets sued as well and cross claims or 3rd parties you in the lawsuit? What legal do you have to stand on besides this is what I did and we had an “oral” agreement should something happen? That is a position we hope you do not have to experience. If you do not have a contract the odds increase dramatically. It is not very comfortable to be in that position.

**TERMITE/WDO/MOISTURE** - These services are a slam dunk if a contract should be issued. Very easy answer - YES. First of all, a lot of states mandate contracts be issued on these target pests. But even if they didn’t, we don’t think it would be even close who would win on a termite damage suit without a contract or a contract that is now over 10+ years old. Every customer dealing with termites/WDO/moisture needs to have a contract. But let’s focus on commercial accounts for this article. Example: Insured enters into a termite contract with a condominium complex to treat for subterranean termites starting in 2006. The contract is good but could be so much better. There are no exclusions for chemical sensitivity, wood destroying organisms (but there is a moisture wording but weak), no arbitration clause, etc. Most importantly, there is wording about conducive conditions and if they are not corrected can void the contract. The problem was a clause talking about the responsibility of the PMP and these conducive conditions and whether the PMP advises them or not. That last one is crucial. Remember, you are the professional.

Well needless to say the condo complex “association” at the time understood what services and responsibilities the insured had back in 2006. Reinfestations occurred due to conducive conditions, state came out and confirmed the treatments were done correctly and the apartment owners took care of the damages. Life was good and everyone was on the same page. Right?

Guess What? The condo complex was sold and soon there was a new “association” created to manage the buildings. To the insureds surprise, the new members of the association sent a demand in for termite AND rot damage. Obviously they did not have the same understanding as with the previous owners and association. The Association said we did not “warn” them enough about moisture conditions. Yes we know, it is everyone’s fault but their own.

Again to make a long story short, the defense on this claim was quite substantial and we got within a few days of going to trial. Damages claimed were over $700K and we got them down to $140-145K settlement. Even the plaintiff attorney mentioned afterwards that if we had a few clauses talking about the responsibility of conducive conditions, stronger wording on rot damage and an arbitration clause they would have been thankful for less than half of the settled amount.

**FUMIGATION** - This contract discussion is pretty easy. The basic exclusions and clauses stated above should be included in all fumigation contracts. Just make sure you also add at least the following issues to your fumigation contract which we see missing more than we should:

- **Valuables** are the responsibility of the customer and should be removed during the fumigation process. Security will NOT be provided (unless mandated by the state). We had a $200K “coin theft” claim that allegedly happened that we won at trial. This was won due to the exclusion per the judge. Make sure valuables and the like are excluded in the contract.

- **Inclusions** here. Should a sudden storm occur and rain causes leaks in the tarp or the tarp to collapse, is that the

Continued on page 22
PREPARING YOUR BUSINESS FOR THE RAT RACE: EVALUATING YOUR RODENTICIDES

For years, Reckitt Benckiser maker of d-Con rodenticides has been battling the US EPA, which was seeking to stop it from selling the potent bait to the consumer market. Reckitt Benckiser struck a deal with US EPA this past May after heavy pressure and the threat of cancellation of their registrations. The company can continue manufacturing, SGAR products until the end of 2014, and sell SGAR’s products under the d-Con II brand to retailers through March 2015, after which stores have an unlimited period to clear the stock. This is the national requirement. California implemented these and some additional changes on July 1, 2014. The order from the California Department of Pesticide Regulation (DPR) following US EPA targets products sold to the general public in retail outlets. In addition to those sales, the regulation requires all certified applicators, except those licensed by the structural pest control board (SPCB), to obtain a restricted use permit from their local county agricultural commissioner before purchasing or using a SGAR product. It also limits SGAR use beyond 50 feet of manmade structures (label allows for 100 feet in all other states).

California enforced the stop sale of SGAR d-Con II statewide on July 1st and retailers were forced to empty their shelves. Reckitt Benckiser has quickly replaced those items in California with a pre-baited station with Diphacinone (FGAR) under the same name “d-Con”. The hope is that we as an industry will see less misuse by the untrained, unlicensed and misinformed consumers who are unrestricted on placing baits anywhere they choose.

So what does this mean for Nevada PMP’s managing rodents?

Be aware of regulations impacting you and your customer. Pay close attention to market and regulatory trends in this arena. States have the ability to be more restrictive in any regulation that US EPA mandates. Review your rodent management programs for commercial rodents such as mice and rats with the goal of being an expert on the mode of action of each of these active ingredients. And remember, when baiting outdoors, know the risks of secondary poisoning. When selecting baits always consider the presence and protection of pets and wild life.

Bobby Corrigan has espoused that, “ideally bait stations should be serviced at least once a month”. In addressing the palpability of the bait inside, remember other pests such as snails and roaches can find food and harborage in your bait stations making them less attractive to rodents. And finally, the Department of Nevada Agriculture requires your bait stations to have the following information: Company name, address and phone number, the rodenticide by the generic name, EPA registration number, an active ingredient with percentage and signal word. For these reasons, any accounts that you no longer service should be scheduled for bait station removal.

This will most likely be an issue to continue to watch. Perhaps the change in the years to come will educate consumers on the importance and common sense of a licensed and trained PMP as part of their rodent management program and the folly of consumers relying on over the counter products. It will be important for the PMP’s to proudly educate their customers on the value of a trained professional. This includes updating and upgrading marketing material and investing in the continued high educational standards of PMP’s.

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By Robert Leavitt  
Nevada Department of Agriculture – Las Vegas Office

During inspections and investigations at the Nevada Department of Agriculture (NDA) we are often asked, “What are you looking for?” A simple answer that goes a long way to answering this question is: “Are you following the product’s label?” During an inspection, your NDA inspector will be referring to the labels of the products you are using and then comparing your procedures to the labels.

Be aware that it is the label afforded to the product container that governs the application. (There are rare exceptions.) Specimen labels downloaded from the Internet or collected at trade shows are good information, but they should not be relied upon in the field. Your NDA inspector will be using the label afforded to the product container. Look for the keywords RESTRICTED USE PESTICIDE (RUP) at the top of your label. This marking will indicate if the pesticide requires heightened awareness and care in application due to various concerns (application safety, public safety, or environmental compatibility). To apply a RUP, an applicator must be a Certified Applicator or work under the direct supervision of a Certified Applicator. (In Nevada, Primary Principals are Certified Applicators). Your NDA inspector will be checking if you are applying or storing any RUPs.

All pesticide labels have similar information, format and text that states: “Keep out of Reach of Children”. Service containers and application devices must not be left unattended where children and pets can reach them. Following this statement on the label is the product name, site information, the active ingredient(s) and their percentage by weight (and usually the pounds of active ingredient per gallon or quart). This will be followed by a toxicity SIGNAL WORD and then the U.S. Environmental Protection Agency (EPA) Registration and Establishment Numbers. Your NDA inspector will be recording the product names and the EPA registration numbers of all products used during the inspection, and they may take samples of the products and your spray dilution for chemical analysis.

The next sections are titled FIRST AID and PRECAUTIONARY STATEMENTS. These sections contain information on product toxicity and poisoning symptoms; first aid in case of poisoning or suspected poisoning; guidance for finding emergency assistance if needed; requirements for personal protective equipment (PPE) that must be worn for handling, mixing and loading, application, and cleanup; and environmental hazards and mitigations. Your NDA inspector will be checking if you are carrying and using the required PPE, if you are adhering to all environmental restrictions and mitigations, and if you have a clean-up kit and potable water.

Next on the label you will find the DIRECTIONS FOR USE. By reading these instructions applicable to agricultural handlers/workers and non-agricultural workers. If you are making an agricultural or nursery application, your NDA inspector will be checking if you are in compliance with all of these directions, restrictions, mitigations. If applicable, they will also check if you have a fumigation management plan.

Also in the DIRECTIONS FOR USE, most pesticide labels include boxes titled AGRICULTURAL USE REQUIREMENTS or NON-AGRICULTURAL USE REQUIREMENTS. These boxes contain references to the Federal Worker Protections Standard and include instructions applicable to agricultural handlers/workers and non-agricultural workers. If you are making an agricultural or nursery application, your NDA inspector will be checking if you are in compliance with the appropriate Worker Protection Standard.

Also on the label there is a STORAGE AND DISPOSAL section. Be sure your pesticide containers are in good condition, stored properly, and are disposed of according to the label when empty (or if refillable, returned to the manufacturer according to label directions). As a service to the industry and to the community, the NDA frequently has “free pesticide disposal days” to help ensure pesticide products or empty containers are disposed of properly.

Your NDA inspector will be checking on pesticide storage conditions, the soundness of the containers, for spill kits and procedures, and on how you are going to dispose of old or excess products and empty containers.

So, in conclusion, read the label. If you are unclear, call NDA for guidance. Remember, the pesticide product label helps protect you, your workers, your customers, the public and the environment.
One of the most common errors in initial identifications is the person gets the insect in the wrong order and ends up with a misidentification. This can possibly result in an error in their control procedures.

The order of insects with the most species is the Coleoptera or beetles. Currently there are over 350,000 species of beetles in the world. The order contains both pest species and beneficial species. A basic adult beetle can be recognized by several characteristics. Beetles have chewing mouthparts formed by two opposing mandibles (Fig 1). These may be modified for chewing plants or animals, grabbing and holding prey, or they can simply be large ornaments for courtship rituals and territorial defense. The elytra, or forewings, of a beetle are hardened to form protective coverings over the more fragile flight wings and abdomen. This is where the meaning of Coleoptera or sheathed wings comes from.

Usually these wings are movable and separate during flight. At rest, the wings form a characteristic straight line down the back of the insect (Fig 2). They may also be reduced into short pad like structures. The flight wings are tucked under the elytra when not in use. Within the order of beetles there are about 130 families in North America. The largest family, Curculionidae, contains the weevils and bark beetles. Most of the species in this family can be recognized by the elongated snout or rostrum (Fig 3). Important pests in this family in Nevada include the agave weevil, alfalfa weevil, granary weevil and root weevils.

The order most often confused with the beetles are the true bugs or hemipterans. Insects in this order have sucking mouthparts and most adults have wings that form an X (Fig. 4) rather than a straight line when at rest.

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

Beetles

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McGinty - Continued from page 16

Fumigators problem? We lost an entire porch area due to that reason. There was nothing the insured could really do, but we had to pay the claim per the judge. He even admitted we did nothing wrong but the contract did not mention this issue.

Damage to roof and shingles/tiles are not the responsibility of the fumigator or company. These are very common. When we show the claimants or the homeowner insurers that subrogate our insureds for the damages the exclusion for roof damage, we don’t hear from them again. Ok, just once State Farm came after us on tile damage. The fumigator had the roof exclusion and after the arbitration, State Farm had to write us a check for some of our legal expenses. Make sure this exposure is excluded in the contract.

Andy McGinty is the EVP/COO of the LIPCA Insurance National Pest and Lawn Program. He has handled thousands of pest control claims and exposures and has reviewed pest industry contracts/documents for over 20yrs. Andy is a speaker at pest and lawn conventions, conferences and CEU venues throughout the United States. He can be reached at 800-893-9887 ext 7016 and/or andy.mcginty@lipca.com
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