

THE ALLIANCE QUARTERLY

Greater Chicago Pest

GCPMA

Management Alliance

*Serving Pest Management Professionals
Since 2004*

2019

Summer
Edition

INSIDE THIS ISSUE

The Wild Life: 'What is Zoonosis?'	02
President's Letter Continued	03
Ward Off Wasps This Season	05
Fuse Fits! For Outdoor Pest Management	06
... It's All About The Humidity	07
Brown Marmorated Stink Bugs	08
Heat-Related Illness	08
A West Nile Virus Case	10
Ratastic Newsflash: "Fight, Flight or Fornicate"	14
How a Law That Governs Us is Created	16
Keeping Kids Safe From Ticks with Talstar® Xtra	18
NPMA's Online Training	19
Attract & Retain The Best Employees	19

◆ *CONTINUED on page 3* ◆

GCPMA OFFICERS:

Sara McGuire
PRESIDENT
Mike Panichi
VICE PRESIDENT
Art White
SERGEANT AT ARMS
Dave Tumminello
SECRETARY
Rick Aardema
TREASURER

GCPMA BOARD OF DIRECTORS:

Bryan Nichols
PAST PRESIDENT
Jeff Beallis
Ben Channon
Dan Ferretti
Billy Longmire
Jane Peifer
Kurt Spurgeon
Greg Strohl

SEMINAR INFO:

Jim Anderson
224-619-5682

gcpma.com

©2019 GCPMA
ALL RIGHTS RESERVED

Production: Stellar Graphics
Design: Vibe Graphix

The **WILD** Life

BY JANE PEIFER, *Ampest Exterminating & Wildlife Control*

'What is Zoonosis?'

Zoonosis is the name given to diseases or infections that can be transmitted between humans and animals.

Many people interact with animals during their daily lives, and millions of households in the United States have pets. Other people come into contact with animals through their work, such as farming, or in the wild.

Animals can carry harmful germs, such as bacteria, fungi, parasites, and viruses. These are then shared with humans and cause illness. Zoonotic diseases range from mild to severe, and some can even be fatal. Zoonotic diseases are widespread both in the U.S. and worldwide. The World Health Organization (WHO) estimates that 61% of all human diseases are zoonotic in origin, while 75% of new diseases discovered in the last decade are zoonotic.

Before the introduction of new hygiene regulations around 100 years ago, zoonotic diseases such as bovine tuberculosis, bubonic plague, and glanders caused millions of deaths. They are still a major problem in developing countries.

Common zoonotic illnesses include rabies, Lyme disease, Salmonella infection, E. coli infection, bird flu, West Nile virus, Zika fever, and histoplasmosis to name a few.

Zoonotic diseases can be transferred from animals to humans in several different ways, including:



Direct Contact

Direct contact involves coming into contact with the bodily fluids of an infected animal, such as saliva, blood, urine, mucus, or feces. This can happen

because of merely touching or petting infected animals, or being bitten or scratched by one. Water resources that are contaminated by manure can also contain a great variety of zoonotic bacteria

and therefore increase the risk of that bacteria transferring to humans.

Indirect Contact

Indirect contact involves coming into contact with an area where infected animals live or roam, or by touching an object that has been contaminated by an infected animal. Common areas where this occurs include:

- aquarium tanks
- chicken coops
- pet baskets, cages, or kennels
- pet food and water dishes
- plants and soil where infected animals have been



Farmers, slaughterhouse workers, zoo or pet shop workers, and veterinarians have an increased risk of being exposed to zoonotic diseases. They can also become carriers and pass those diseases on to other people.

Vector-Borne

A vector is a living organism that transfers an infection from an animal to a human, or another animal. They are often arthropods. Common vectors include:

- mosquitoes
- ticks
- fleas
- lice

The vector will bite the infected animal and then bite a human, passing on the zoonotic disease.

Food-Borne

Zoonosis can come from contaminated animal food products, improper food handling, or inadequate cooking. Around 1 in 6 American people will get sick at some point in their lives by eating or drinking contaminated food or drink. Common causes of zoonosis through food-borne include:

- unpasteurized milk
- undercooked meat or eggs
- raw fruit and vegetables contaminated with feces from an infected animal

Prevention

Practicing good hygiene by washing hands after handling animals and before preparing food may help to prevent the spread of zoonotic diseases. People come into contact with animals all the time, but there are several steps a person can take to help prevent infection. These include:

- **Keeping hands clean:** Washing hands with clean soap and running water after being around animals, even if not touching them, can stop germs spreading.
- **Choosing a pet wisely:** Thoroughly researching types of pets and taking steps to be safe around them can help prevent disease.
- **Preventing bites from mosquitoes, ticks, and fleas:** Using bug sprays, wearing long trousers and sleeves, and staying away from wooded areas can help prevent bites.
- **Handling food safely:** A person can prevent infections, such as salmonella, by ensuring food is cooked properly, that food preparation areas are clean, and by washing dishes and pots after use.
- **Researching diseases before travel:** Being aware of the different types of zoonotic diseases when traveling and taking precautionary steps with vaccines are essential.

Information provided from Medical News Today.

CATCHMASTER

FINAL FEEDTM
MOSQUITO BAIT

GARLIC + SUGAR = FINAL FEED

NON TOXIC | IPM MEETS SCIENCE | DUAL ACTION

Contact David Johnson
your regional sales representative
djohnson@catchmaster.com | 917.648.2450

PRESIDENT'S MESSAGE CONTINUED

You have ideas how to make the organization even better? Email me at smcguire@smithereen.com and join our board!

DON'T MISS OUR UPCOMING EVENTS:

July 30th: GCPMA Sox Game! Get your tickets early; we sold out fast last year and it was an amazing night for everyone. You don't want to miss it this year.

October 30th: Meeting of the Minds

Speakers this year - Dini Miller, Ed Vargo, Mike Rust, Gerry Wegner, and introducing Zach DeVries from University of Kentucky

We can't wait for summer to bring on the business. I hope yours is booming.

GO FORTH AND PROSPER.

Sara McGuire



FLY. CRAWL. DIE.

BUZZ THROUGH FLYING AND CRAWLING INSECTS
WITH THESE BOTANICAL SPRAYS.

ESSENTRIA® PRODUCTS FEATURES AND BENEFITS

- FIFRA 25(b) exempt botanical insecticides
- Apply to sensitive sites (schools, day cares, health care and government facilities)
- Formulated with naturally derived essential plant oils
- Safe when used as directed

Essentria® Wasp & Hornet Spray is limited to insects on the label (see label).
Essentria® Contact Spray is a general crawling and flying insect spray (see label).

[in](#) [t](#) [f](#) [y](#) Go to ZOECON.com for the full story

Essentria and Zoecon with design are registered trademarks of Wellmark International.
©2019 Wellmark International.



A LEGACY OF CONTROL.

WARD OFF WASPS THIS SEASON

Stinging insects can make outdoor spaces uninhabitable, and with the weather starting to warm up, now is the time to brush up on your wasp control protocol. From spotting hidden nests to post-treatment tactics, having a thorough plan in place can do wonders in fighting off wasps and callbacks.



Keep an Eye Out for Hidden Nests

To easily spot wasp nests, watch the flight path of returning wasps— they'll lead you straight to the source. However, sometimes wasp nests can be in less obvious spots that are hard to find. Next time you're treating for wasps, check these places to ensure that this spring doesn't sting your clients.

Play Equipment:

Often forgotten about, play equipment like swing sets and tree houses can be home to stinging insects. Overwintering paper wasps will emerge and tend to set up their nests on these playsets that are usually undisturbed in the winter.

Storage Areas:

Outside storage areas including sheds, under wooden decks and garages are all great places for wasp nests to be built. When visiting a home for a stinging insect infestation, inspect these and pay special attention to the corners and edges where nests tend to be built.

Attics:

Wasps will often hide out in places that are usually quiet and undisturbed— like an attic. Once the nest has been identified and treated, inspect for any



entry points. Check for small cracks, holes, or crevices and seal them to ensure you don't get a callback.

Have a Proper Treatment Plan

It's important to get effective control of stinging insects in late summer to help prevent populations in the fall. The first step we always recommend is to test all equipment beforehand, to avoid something going wrong mid-treatment. To ensure minimal nest activity, plan to treat early in the morning or very late afternoon. Exceptionally large nests may require an overnight treatment. Make sure all nearby light sources are turned off beforehand, as they will attract the pests. Using a spray with a foaming action along with a far-reaching stream is a great choice for these insects you don't want to get very close to. Also, applying a residual insecticide on the nest will kill any wasps that encounter it after the initial spray.

Post-Treatment Education

Finally, after treatment, make sure you educate your clients on what they can do to ward off wasps and other stinging insects, including limiting food sources. This consists of keeping garbage receptacles clean and tightly lidded, removing fallen fruit, and moving attractive plants and flowers away from windows and doors to greatly reduce the chance of being stung. These perimeter steps also aid in the control of crawling insects from entering the home especially in the fall when the weather begins to cool.

ARTICLE CONTRIBUTED BY ZOËCON



FUSE FITS! FOR OUTDOOR PEST MANAGEMENT

BY DR. JANICE REED, *Control Solutions*

Fuse® SC is one of the first of the Combination Chemistry® products launched by CSI. Fuse® fits for outdoor pest management of structure infesting ants, occasional invaders, termites and other pests.

Fuse® is a brand new concept in liquid insecticides, combining the power of 2 non-repellent active ingredients, imidacloprid and fipronil, into one powerful tool for PMPs.

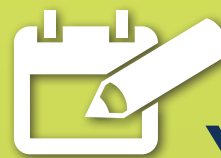
Fuse® SC is highly effective against ants and termites; **but many PMPs are not aware of Fuse®'s ability to control occasional invaders, such as earwigs, springtails, crickets, Asian lady beetles, brown marmorated stink bugs, and boxelder beetles.** Fuse® SC can be applied to all the areas these insects utilize to enter structures as well the exterior perimeter, making Fuse® a versatile, year-round perimeter product. The non-repellent nature of the active ingredients allow an application into areas where the insects are harboring without causing them to be repelled and move further into the structure. Also, dual active ingredients reduce the chances for populations to develop resistance to commonly used pyrethroids due to different modes of action from both the pyrethroids and each other. If the PMP decides to add a insect growth regulator, such as Tekko Pro, to the tank mix, a third mode of action is present, reducing the probability of resistance occurring even further.

With an innovative perimeter pest application chart featuring your choice of rate and your choice of spray swath, you can customize your exterior perimeter pest management strategy the way you want. Whatever your perimeter pest management application schedule may look like, Fuse Fits™. This flexible exterior application choice allows the PMP to decide how often and at what rate they apply Fuse® SC. With rates as low as 1/3 of an ounce per 1000 square feet of treated surface, PMPs can keep costs low and still provide effective and long-lasting pest control.

Fuse® SC features 2 application rates and 2 spray swath options available for exterior, surface and wall void applications.

Fuse® is labeled to use on exterior surfaces. The label allows an applicator to apply a spray swath of up to 18 inches in width around doors, windows, vents, pipes, foundation cracks, drilled holes or around any exterior opening where listed pests could enter the structure. This application can be made as a general surface spray, crack and crevice, or void application. Due to recent pyrethroid restrictions that limit applications of these product to impervious surfaces around the perimeter of structures, PMPs are left with few options; Fuse® SC can be applied in many of these areas* without concern for these limitations.

*In the 2X2 spray swath application, treatments cannot be applied to impervious surfaces. Refer to the Fuse® SC label for further information.



MARK YOUR CALENDARS!

Upcoming GCPMA Events

JUNE 19TH, 2019

Re-certification Seminar

Itasca, IL

For full details & to sign up, visit gcpma.com/events

JULY 30TH, 2019

White Sox vs Mets Baseball Game

Chicago, IL

Join us for our annual White Sox outing on Tuesday, 7/30 at 7:10 PM! See gcpma.com for more information.

OCT 30TH, 2019

Meeting of the Minds Re-certification

Tinley Park, IL

2019 Speakers: Dini Miller, Mike Rust, Ed Vargo, Gerry Wagner & Zach Devries. Event & registration details coming soon.



...IT'S ALL ABOUT THE HUMIDITY

BY BILL ROBINSON, *Technical Director, B&G Equipment Co.*

You've heard people say: It's not the heat, it's the humidity. Well, for insects: It's not the cold, it's the humidity.



There's a reason that household flea problems spike in late summer, and fruit flies are hovering over the sink in fall, and wood-infesting

insects do most of their feeding in fall, and some species of subterranean termites and ants swarm in late summer. It's because the relative humidity (RH) is high during those times. For insects it is all about conserving water—their own water. The entire design of insects, from their outer covering to their size (it's a volume to surface area thing), is about not losing water.

Over-wintering insects have several ways to stay alive. These include reducing their feeding and/or foraging activity—wood-infesting beetles are a good example of this. Many insects have freeze resistant body fluids—the blood may contain some alcohols that act as an anti-freeze. Some species reduce the water content in the cells in their body—it's the water crystals in cells that are the cause of freezing death. Many over-wintering insects are just a few inches below the soil surface. Regardless of the air temperature, soil temperature 4 inches deep rarely goes below freezing (32° F).

Humidity is a key factor in the survival of insects. Wood-moisture content is the key factor for wood-boring beetles. They don't stop feeding in attics and crawlspaces because it is cold (wood is a good insulator). They stop because wood moisture drops, because air moisture drops. Fruit flies are hovering over the sink for the humidity in a 'dry' house. It's often thought they must be breeding in the drain—no, it's the humidity they are seeking. The reason fleas are not such a problem in winter—the dog or cat still has them—is the RH indoors. Low humidity is tough on the larvae. American cockroaches in basements shut down foraging activity in winter. Has nothing to do with temperature because it doesn't change much in basements, but the air humidity drops.



When you watch TV weather reports in September and October, pay attention to the RH. You'll notice that it will drop as weeks progress. Insects are very aware of this drop, and they become less active or die. And the reverse is true. As you watch the RH climb in the spring and summer, you can assume that house flies, fruit flies, bed bugs, are going to be doing very well.

A common misconception is that a 'hard freeze' will wipe out many of the insects during the winter season. In fact, it takes much more than this to make a difference to insect populations. To severely influence an insect population it requires a total of 35 days at or below 14° F, and that is not easy to do.



PelGar
International

Highly attractive Soft Bait,
ideal for clean-outs and to
tempt rodents away from
other food sources.





Moisture tolerant Wax Block
bait with a unique aroma,
ideal in all situations.

BRIGAND
RODENTICIDES

Simply Deadly...

PelGar USA 610.849.1723 www.PelGar.co.uk/USA

BROWN MARMORATED STINK BUGS

BY GREG STROHL, *Pest Management Supply*

By now, most you have had some encounter with Brown Marmorated Stink Bugs (BMSB). These bugs are native to China, Korea, Taiwan and Japan. They were accidentally introduced into the United States in the 1990s. By 2012, they had been documented in 40 States. BMSB is a sucking insect like all “true bugs”. It uses its proboscis to pierce plants in order to feed. They feed on leaves, stems, fruit and ornamental plants. Because they feed on fruit and other plants that people we eat, stink bug control has become a priority to the U.S. Department of Agriculture.



In northern Illinois, this species probably goes through one generation per year. Adults emerge in the Spring and then deposit eggs on the bottom of leaves, which hatch in about 35 – 45 days. They feed on plants throughout the summer and then start looking for someplace to overwinter in September and October.

Like lady beetles and boxelder bugs, BMSB are most likely to invade homes in the fall. They enter through cracks and other imperfections on the exterior of

structures. They overwinter between the walls of the dwelling. Then throughout the winter and into the spring they often find their way into the interior of the home when the house warms up.

The initial control treatment needs to be done around the foliage prior to the weather cooling down. Then, in late September and early October treat the exterior of the house, focusing around window, doors, soffits and other areas where they may enter the home. Certainly, caulking cracks and other entry points would also help too. It also should be noted that there are some concerns that BMSB are developing some resistances to synthetic pyrethroids. You may consider using a product that contains a neonicotinoid. I know that both Temprid FX and Tandem have stink bugs on their labels.

Once these bugs get into the house you can caulk and dust interior cracks and voids. Beyond that, a vacuum is your best bet.

BROWN MARMORATED STINK BUGS ARE HERE TO STAY. You should develop a proactive treatment protocol that starts mid-summer to head off stink bugs in your customers homes during the winter.

SAFETY SHARE – HEAT-RELATED ILLNESS

CONTRIBUTED BY UNIVAR INC

The nature of many Univar Solutions jobs exposes employees to the hazards of performing physically demanding work in high-heat environments. Fortunately, heat-related illness can be prevented through proper education, safe work practices, and hydration. However, it's important that every employee understand the warning signs of heat-related illness and what to do if you or a coworker experience a heat-related illness.

If you have any questions about this safety share or want more information about heat-related illness, please contact your local health and safety representative.

WHAT ARE THE SIGNS OF HEAT-RELATED ILLNESS?

- **Heat rash** – sweating and looks like a red cluster of pimples or small blisters that usually appear on the neck, upper chest, groin, and elbow creases.
- **Heat cramps** – muscle spasms that are painful, involuntary, brief, intermittent, and usually go away on their own.
- **Heat exhaustion** – heavy sweating, weakness, cold pale and clammy skin, fast weak pulse, nausea or vomiting, fainting.
- **Heat stroke** – high body temperature (above 103°F), hot, red, dry or moist skin, rapid and strong pulse, unconsciousness.

TREATMENT FOR HEAT-RELATED ILLNESS?

- **Heat rash** – provide a cooler, less humid work environment.
- **Heat cramps** – rest and restore fluids and electrolytes.
- **Heat exhaustion** – move to a cooler location, lie down and loosen your clothing, apply cool, wet cloths to as much of your body as possible, sip water. If you have vomited and it continues, seek medical attention immediately!
- **Heat stroke** – this is a medical emergency **CALL 911 IMMEDIATELY!** Move the person to a cooler environment; reduce the person's body temperature with cool cloths or even a bath. Do NOT give fluids.

Powerful
inside and out



Temprid[®]
FX

Temprid FX offers unmatched strength with a new label that's more flexible than ever.

With great power comes great flexibility. Temprid FX has the powerful, co-milled, dual-active combination formula you trust for rapid and long-lasting control of hard-to-kill pests. And now you can use it in more places. This strength and flexibility gives you the added confidence to take on the toughest jobs. That's bound to make you a hero.

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.

Bayer Environmental Science, A Division of Bayer CropScience LP, 5000 CentreGreen Way, Suite 400, Cary, NC 27513. For additional information, call toll-free 1-800-331-2867. www.environmentalscience.bayer.us. Not all products are registered in all states. Bayer, the Bayer Cross and Temprid are registered trademarks of Bayer. ©2019 Bayer CropScience LP.

A WEST NILE VIRUS CASE – *IN A PEST CONTROL FAMILY*

BY BEAU O'HARA, *President – Anstar Products, Inc.*

“THERE IS NO VACCINE AVAILABLE TO PREVENT WEST NILE VIRUS. SO, IT IS IMPORTANT TO AVOID MOSQUITO BITES.”

—*Johns Hopkins Medicine*
hopkinsmedicine.org

My mom was perfectly healthy and active until a mosquito bit her while sitting in my backyard last summer. I remember the night, it wasn't too warm or humid. It was one of those nights when you seize the opportunity to enjoy sitting outside without sweating through your shirt. We hadn't thought to use bug spray since we weren't planning on being outside very long and we had already agreed that at the first sign of 'getting bit' we would retreat indoors.

Sometime within the next two weeks, she and I were both feeling ill. We had headaches, body aches and fatigue. She attributed her illness to her busy social schedule and being away from home too long (she and my Dad were visiting from Florida and had been staying with us for about a month). I blamed my fatigue and headache on the every-day demands of work and family life.

To feel better, I started to drink less coffee and more water. My Mom cancelled her dinner plans with friends and rested in bed. My headache was persistent for days and I developed a rash on my abdomen that brought me to an immediate care center,



*April 2019 (8 months post-diagnosis) My Mom, Dad & Daughters
From left to right: Debbie, Rosie, Jerry, and Maeve O'Hara*

where I was told it was an allergic reaction to soap or detergent. My Mom's symptoms continued to get much worse than mine and she was admitted to Lutheran General Hospital (LGH) on August 25, 2018, with muscle weakness and right-arm paralysis.

I didn't know then, but I know now, we were both bitten by a mosquito infected with West Nile virus.

Upon her admittance to LGH, the doctors thought she had Guillain-Barré Syndrome (GBS) and continued to monitor her vitals. She had a very high fever that was consistently exceeding 104 when medications wore-off and each hour her symptoms got worse. Within the first 24 hours of her hospital stay, her right arm was completely paralyzed, her left arm and both legs were mostly

paralyzed. She could not move herself in the hospital bed, she wasn't talking and she was in pain.

Thankfully, a smart young doctor evaluated her and indicated that he was leaning away from a GBS diagnosis and towards West Nile virus. He wanted her to be evaluated by an Infectious Disease doctor. After several blood tests, a spinal tap, and four long hospital days and nights, we were told that my Mom tested positive for West Nile virus. At the same time as we received her diagnosis, we were also told that there's no treatment. Nobody could say for sure what her quality of life would be like post-recovery or how long it would take for her to recover. We soon learned that each case of West Nile Virus is so unique and there isn't a clear path to recovery.

Those hospital days are a bit of a blur and we don't remember if

they used words like Encephalitis, Meningitis, or Meningoencephalitis. We were all focused on her recovery. Will she ever walk again, use her hands, arms, feed herself? Not a single doctor or nurse would say, "Yes". Thankfully, my Mom never needed breathing support and she never experienced seizures or coma. However, she did have every other symptom associated with severe West Nile virus.

She ended up staying at LGH for about two weeks and was transferred to Shirley Ryan AbilityLab, an inpatient medical-research rehabilitation center in Chicago, for another six weeks. At the AbilityLab she relearned how to sit up in bed, walk, feed herself, and dress herself.

She was released to an out-patient program through the AbilityLab for another six weeks

and was able to get back home to Florida on December 1st. She has continued her rehab at home and is diligent about her care, learning new ways to strengthen her body, and to work around her mostly paralyzed right arm. Overall, my Mom is doing very well. She has a great attitude and is seeing improvements every day.

The irony of our story is not lost on us: we are a Pest Control family that did everything you should never do to prevent mosquito transmitted illnesses. We sat outside at dusk wearing shorts and t-shirts in our untreated yard, during a hot and rainy summer evening without insect repellent. That decision ended up changing our lives forever.

As we all know, mosquitoes and the diseases they transmit are a serious public health concern.

Despite all of our knowledge and expertise, we were careless and just didn't take it seriously. Every summer, we'd hear stories or watch a news report about West Nile virus numbers and while we listened, we didn't hear it. It just seemed like something that wouldn't happen to us. I promise you, we will not make that mistake again. Please, use our story as a reminder of the genuine threat posed by mosquitoes and the very important role the Pest Control Industry plays in our public health. **Stay vigilant in protecting your family, your friends, and your customers.**

Sincerely,

Beau O'Hara

President - Anstar Products, Inc.
www.anstarproducts.com
www.fieldworkhq.com



The Advantage Flying Insect Trap



Top entry holes

Rain lid

Cap

Disposable or reusable Liner

Trap Body 8" x 11"

Bottom entry holes



30'

Air Flow

30'

Cost Effective

3 year warranty

Easy to use

No electricity required!!

Pulls flies away from your customer's premises



Reusable or Disposable Liner



Fly Banquet

Due to its dual "chimney effect", attractant reaches out 30' from center.



ideas, technology, resources

www.jfoakes.com | sales@jfoakes.com | 662.746.7276





BASF
We create chemistry

Mosquito control that means business

Fendona™ CS controlled release insecticide

Mosquitoes, your days are numbered. New **Fendona CS** controlled release insecticide provides up to 90-day residual control of *Aedes albopictus* and *Anopheles quadrimaculatus* mosquito species. The encapsulation protects the active ingredient, alpha-cypermethrin, and achieves broader coverage where mosquitoes like to harbor. By extending application intervals and reducing callbacks, new **Fendona CS** insecticide protects your customers and your bottom line.

To learn more, contact Travis Chambers,
travis.chambers@basf.com.

Always read and follow label directions.

Fendona is a trademark of BASF. © 2018 BASF Corporation. All rights reserved.

The right product is just the beginning.™

Drive business with UNIVAR

Getting what you need, when you need it, no matter what — that's the promise of Univar Environmental Sciences. But our service doesn't stop at our industry-best product selection. Our experienced team can offer insightful advice at every turn. So get in touch with your local rep and discover how Univar can help you drive business.

Call us at **800-888-4897** or go to **PestWeb.com**

© 2018, Univar USA Inc. All rights reserved. UNIVAR, the hexagon, and other identified trademarks are the property of Univar Inc., Univar USA Inc. or affiliated companies.

INTRODUCING ANOTHER INNOVATION BY VM:

EZCONCEAL INSECT STATION

THE SMALL, DISCRETE & PERMANENT INSECT MONITORING DEVICE

- Pre-attached double-sided foam makes attaching to any surface EZ
- Low profile, covered station made to fit in tight spaces
- Uses the Catchmaster™ 72CRM glue board
- Can be placed flat on floors, walls or ceilings
- Great for residential or commercial accounts
- Glue board comes out with the lid for easy service while the base stays permanent.
- Barcode attached to the lid makes scanning EZ
- Creates a seamless service for hard to reach places
- Glue board sinks into the base to create a deadfall for the insect
- Glue board included with initial purchase



VMPRODUCTS.COM
PROVEN. RELIABLE. DURABLE.

Distributed exclusively by

 **UnivarSolutions**
pestweb.com

RATASTIC NEWSFLASH

“FIGHT, FLIGHT OR FORNIFICATE” EDITION

BY DAVID BENNETT, May 19, 2019 – Pest Control

SEX! *(Now we've got your attention!)* **It's all around us!**

It's on TV! It's on the radio! It's in magazines *(Not THOSE ones you dirty minded reader!)* And sex sells everything you can imagine from cars to jewelry to makeup to food! And even when sex is the furthest thing from your mind it's STILL happening—under your house, perhaps, or in your basement, or in your garage, or in your walls or in your ceiling!

OMG-Yes! Yes! Yes! Rats are the ultimate spontaneous sexaholic.

Rats can have sex ANYWHERE! In a rat's short life *(18 months if it doesn't get poisoned or trapped or die some other way)*, they can have lots and lots of sex multiple times a day with many, many different partners! And we won't even get into the huge size of a male rat's testicles, which are, believe it or not, larger than a gorilla's!

In this edition of the Ratastic Newsflash, we're going to talk about sex—birth control even—and how rat orgasms help human orgasms (we bet you never thought of THAT before pertaining to rats)! You may have to make an extra trip to tell a priest your confession after this sinful edition of the Ratastic Newsflash!



How Studying the Sex Lives of Rats (and their Orgasms) Informs Human Sexual Behavior

Believe it or not, humans and rats are similar in their physiological reactions to sex! (We are not so different, rats and humans!) Medicalxpress.com explains first of all, in something different, that it's the females who decide when and who they have sex with. “Both humans and rats experience many physiological changes before, during and after sex. In response, our bodies prepare to fight, flight or fornicate. Rats have similar physiological reactions to humans when it comes to orgasms. When the stimulation is sexual, physiologically speaking, humans react pretty much the same way as rats, with increased physiological arousal and blood-flow to the genitalia and muscle contraction. In the rat's sexual world, females proactively solicit males. The female chooses which male to attract and when. She actively encourages the male to chase her by running towards the male and then abruptly turning and running away. She arches her back when the male touches her flanks to invite consummation.” Sometimes, just like human males, the male rats fall asleep afterwards. The cycle can repeat

over and over *(we TOLD you they love a lot of sex!)* While all this is going on, the rats make calls and cries of delight that are above our range of hearing. And just like humans, the smell of our partners (and theirs) might shape our preferences thereafter as we learn with each partner.

So how does all this help humans who may not be able to become aroused or have difficulty achieving orgasm? “An animal model of orgasm may allow scientists to explore the reasons why some people have difficulties achieving orgasm, and identify potentially behavioural and pharmacological interventions that may alleviate these difficulties. At a more fundamental level, understanding animal orgasms can shine some light on what happens in the human brain during an orgasm.”

Washington DC Spends a Whole Lotta Money for Birth Control—for Rats!

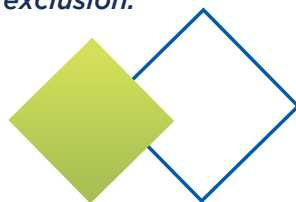
There isn't a lot of city use data, but Washington, DC isn't letting a little thing like that stop them. They're spending a whole lotta money on Contrapest, a birth control drug for rats that forces the females into menopause and decreases the sperm count in males, resulting in no babies! This is being touted as a more humane solution than outright killing them *(at this point you're probably asking, “Who cares?” Nobody likes rats!)* Anyway, NBCWashington.com says that DC is spending \$300,000.00 for

Contrapest, because they've been dealing with an ever growing rat problem for years. St.Louis, MO is happy with Contrapest, and the mayor of DC has budgeted nearly a million dollars for the product plus the staff to deploy it. "You've got to try anything, and if it does work, it's going to be the best money ever spent," said Scott Bennett, a restaurant owner in Adams Morgan. Bennett's restaurant backs up to one of the alleys in which the product currently is being tested. "Bring it on! You have my full, whole-hearted support," Bennett told the I-Team. The News4 I-Team was there as crews began baiting 16 alleys across the District, two in each ward, with the product. They will monitor the amounts the rats consume

and other signs of rat activity for six months and then assess whether complaints in the areas have dropped. "So, definitely proving that a birth control works is quite challenging," Pyzyna said. "You should see fewer and fewer juveniles."

We'll see what happens in the next few months! Good luck to our nation's capital!

P.S. - As with any planned or random deployment for controlling rodents, including an Integrated pest management deployment, shrewd consideration should include exclusion.



Ratastic Quiz Question!

Summer is coming!
We buy fans and air conditioners.

How do rats stay cool?

*Answer: It's all in tail!
Rats expand and constrict blood vessels in their tail which regulates their body temperature!*



Protecta[®] EVO[®] EXPRESS[®]

- ▶ Weighted station with removable tray for easy cleaning
- ▶ Single locking mechanism for quick servicing
- ▶ Ramped entry keeps kids and non-target animals from reaching bait/traps
- ▶ Can hold 2 T-Rex rat traps, 2 Mini-Rex mouse traps or 4 vertical bait rods
- ▶ Dog & child tamper-resistant



**Proudly Made
In The USA**



FAST SERVICE FOR FAST RESULTS



THE WORLD LEADER IN RODENT CONTROL TECHNOLOGY[®]
www.belllabs.com | Madison, WI 53704 USA

HOW A LAW THAT GOVERNS US IS CREATED

BY GARY PIETRUCHA, *President, Envirosafe Pest Management, Former State Advisory Board Member*

Often times laws that govern what we can and can't do are indigenous to our State only. Obviously, there are laws that are required to be followed that are the same throughout the country, but generally, each State has its own group of laws. We have our own Structural Pest Control Act, and, for those who do not know this, we are the only State to be certified by the Department of Public Health when it comes to Pest Control. All the other States are connected to their respective Departments of Agriculture. So when a "bill" is introduced before the State senate, it goes through a fairly complicated process. For example, when I was nominated for the State Advisory, my appointment was made by then Governor Pat Quinn. That was in 2010. It was also when Bed Bugs were peaking as an issue that had no direction, loads of mis interpretation, and treatments that were all over the board. There were many pest control companies that took advantage of the situation with factual, well thought out approaches with their clients, and others that used it as an opportunity to use scare tactics on customers who were understandably upset about this parasite making an amazingly strong comeback after a 50 year absence. So the Illinois Legislature introduced a "Bill" that was made into a "Law" which required that the Advisory form a Subcommittee to study Bed Bugs and come up with an ordinance thus standardizing the industry and preventing mistreatment and cultivation of fear tactics. ***Here is how the process went back in 2010:***

Description:
HEALTH-TECH

House Sponsors
Rep. Kenneth Dunkin

Senate Sponsors
(Sen. Heather Steans)

Last Action

DATE	CHAMBER	ACTION
7/27/2010	House	Public Act 96-1330



Statutes Amended In Order of Appearance

410 ILCS 2/1

Synopsis As Introduced

Amends the Arthritis Prevention, Control, and Cure Act. Makes a technical change in a Section concerning the short title.

House Floor Amendment No. 1

Deletes reference to:

410 ILCS 2/1

Adds reference to:

410 ILCS 68/50 new

Deletes everything after the enacting clause. Amends the Safe and Hygienic Bed Act. Provides that the Illinois Bed Bug Task Force is created within the Department of Public Health. Provides that the Department shall provide staff and administrative support to the Task Force. Provides that the Task Force shall make recommendations concerning the prevention and treatment of bed bug infestations; standards for the disposal of infested items; certification of pest management professionals; and the development of public education materials. Provides that the Task

Force shall consist of 10 members appointed by the Governor. Sets forth criteria for Task Force membership. Provides that the Task Force shall report its findings to the General Assembly on or before January 1, 2011. Effective immediately.

House Floor Amendment No. 2

Deletes reference to:

410 ILCS 2/1

Adds reference to:

225 ILCS 235/10.15 new

Replaces everything after the enacting clause. Amends the Structural Pest Control Act. Requires the Structural Pest Control Advisory Council to convene a subcommittee to develop a report to the General Assembly by December 31, 2011 with recommendations on the prevention, management, and control of bed bug infestations. Effective immediately.

Senate Committee Amendment No. 1

Provides that the provision concerning the General Assembly findings and Structural Pest Control Advisory Council report is repealed on January 1, 2012.

Actions

DATE	CHAMBER	ACTION
2/18/2010	House	Filed with the Clerk by Rep. Michael J. Madigan
2/18/2010	House	Chief Co-Sponsor Rep. Barbara Flynn Currie
2/18/2010	House	First Reading
2/18/2010	House	Referred to Rules Committee
2/22/2010	House	Assigned to Executive Committee
3/10/2010	House	Do Pass / Short Debate Executive Committee; 011-000-000
3/10/2010	House	Placed on Calendar 2nd Reading - Short Debate
3/10/2010	House	House Floor Amendment No. 1 Filed with Clerk by Rep. Kenneth Dunkin
3/10/2010	House	House Floor Amendment No. 1 Referred to Rules Committee
3/10/2010	House	House Floor Amendment No. 1 Rules Refers to Environment & Energy Committee
3/12/2010	House	Remove Chief Co-Sponsor Rep. Barbara Flynn Currie
3/15/2010	House	Chief Sponsor Changed to Rep. Kenneth Dunkin
3/17/2010	House	House Floor Amendment No. 1 Recommends Be Adopted Environment & Energy Committee; 017-000-000
3/19/2010	House	Second Reading - Short Debate
3/19/2010	House	Held on Calendar Order of Second Reading - Short Debate
3/23/2010	House	House Floor Amendment No. 2 Filed with Clerk by Rep. Kenneth Dunkin
3/23/2010	House	House Floor Amendment No. 2 Referred to Rules Committee
3/25/2010	House	House Floor Amendment No. 2 Rules Refers to Environment & Energy Committee
3/25/2010	House	House Floor Amendment No. 2 Recommends Be Adopted Environment & Energy Committee; 015-000-000
3/26/2010	House	House Floor Amendment No. 1 Adopted by Voice Vote
3/26/2010	House	House Floor Amendment No. 2 Adopted by Voice Vote
3/26/2010	House	Placed on Calendar Order of 3rd Reading - Short Debate
3/26/2010	House	Third Reading - Short Debate - Passed 085-021-000
4/6/2010	Senate	Arrive in Senate
4/6/2010	Senate	Placed on Calendar Order of First Reading
4/6/2010	Senate	Chief Senate Sponsor Sen. Heather Steans

DATE	CHAMBER	ACTION
4/6/2010	Senate	First Reading
4/6/2010	Senate	Referred to Assignments
4/6/2010	Senate	Assigned to Public Health
4/14/2010	Senate	Postponed - Public Health
4/14/2010	Senate	Senate Committee Amendment No. 1 Filed with Secretary by Sen. Heather Steans
4/14/2010	Senate	Senate Committee Amendment No. 1 Referred to Assignments
4/20/2010	Senate	Senate Committee Amendment No. 1 Assignments Refers to Public Health
4/20/2010	Senate	Senate Committee Amendment No. 1 Adopted
4/20/2010	Senate	Do Pass as Amended Public Health; 008-000-000
4/20/2010	Senate	Placed on Calendar Order of 2nd Reading April 21, 2010
4/22/2010	Senate	Second Reading
4/22/2010	Senate	Placed on Calendar Order of 3rd Reading April 23, 2010
4/29/2010	Senate	Third Reading - Passed; 054-000-000
4/29/2010	House	Arrived in House
4/29/2010	House	Placed on Calendar Order of Concurrence Senate Amendment(s) 1
4/30/2010	House	Senate Committee Amendment No. 1 Motion Filed Concur Rep. Kenneth Dunkin
4/30/2010	House	Senate Committee Amendment No. 1 Motion to Concur Referred to Rules Committee
5/3/2010	House	Senate Committee Amendment No. 1 Motion to Concur Recommends Be Adopted Rules Committee; 004-000-000
5/4/2010	House	Senate Committee Amendment No. 1 House Concurs 084-031-000
5/4/2010	House	Passed Both Houses
6/2/2010	House	Sent to the Governor
7/27/2010	House	Governor Approved
7/27/2010	House	Effective Date July 27, 2010
7/27/2010	House	Public Act 96-1330

And so the subcommittee on bed bugs was officially made a law. So the process is very involved, as you can see.

We have a bill that is currently going through this same process. It involves the issue of the neonicotinoids. The **neonicotinoid** family includes acetamiprid, clothianidin, imidacloprid, nitenpyram, nithiazine, thiacloprid and thiamethoxam. **Imidacloprid is the most widely used insecticide in the world.** Compared to organophosphate and carbamate insecticides, **neonicotinoids** cause less toxicity in birds and mammals than insects. But the issue of the destruction of pollenating insects, mostly honey bees, has made this very important. Our main goal was to have Structural Pest Control NOT connected with any of the alleged misuse or overuse of these chemicals. The banning of the use of these chemicals could have had severe affects on our industry, especially for bed bug service. So the new bill introduced basically will have 2 major changes: These materials will become RESTRICTED USE PESTICIDES and they will not be for sale, even over the internet, to the general public. There is still no definitive proof that this is the cause of colony destruction, which is a world wide issue. A prime example of this is that, in Australia, there is no neonic use and yet they, too, are experiencing honey bee populations being destroyed.

It is important that you keep up with these laws and changes. Running a business or simply being a technician assigns responsibility that affects us all. Many, many really superb materials have been removed from the market because of misuse, not because they were dangerous. Dursban is a prime example of this. Even during the days when you could walk into a typical pest control stockroom and find that well over 30% of the chemicals were Restricted Use, had Warning labels on them, and many had Poison with the Skull and Crossbones label, misuse by the general public and some irresponsible pest control operators were the reason for their removal.

GCPMA has the advantage of having an assigned member to serve on the Advisory Council and Entomologists on our board of directors. We will be able to get this important information out to you as quickly as possible. But it is important for you to be up to date, and vigilant in protecting the integrity of our industry. Remember, there are many who are most anxious to see our industry disappear, despite our impeccable efforts to be safe. So we will keep you posted, and **thank you for your support and membership.**

KEEPING KIDS SAFE FROM TICKS WITH TALSTAR® XTRA INSECTICIDE

BY ARNOLD RAMSEY, *Market Specialist at FMC*

Gary Pietrucha of Envirosafe Pest Management, Inc. of Chicago, received a call about a local nature center dealing with an “extraordinary” amount of tick complaints.

Only five of the center’s 50 acres are accessible by humans, but they are a busy five acres, hosting hundreds of school children, joggers, dog walkers and naturalists daily. The center director told Pietrucha the amount of calls about ticks was worrisome—and escalating.

“They were receiving three to five tick complaints every two or three days,” he said. “Folks didn’t know if they were deer ticks or dog ticks, and they were scared.”

Pietrucha, a 39-year pest control veteran, has dealt with ticks throughout his career, but never in this abundance. And never on a site that included so many “idiosyncrasies,” he said.

“It has manicured turf, picnic areas, two-miles of paths, large areas of brush and a watershed, with deer and other animals crossing through it all,” he explained. “I needed something that would stay put, so I could create tick ‘barriers,’ and also protect the property’s creek and wetlands.”

Gary’s first step was to pick up the phone. He called his long-time FMC market specialist, Arnold Ramsey, who drove out from Ohio to take a look. Together, along with the property manager, they walked the property and discussed a strategy, eventually deciding on **Talstar® XTRA granular insecticide featuring Verge™ granule technology** as both a broadcast and a perimeter treatment.

“What I like about the Verge granule is that it gets down below the grass and dissolves quickly,” he said. “So there’s adhesion, stability and almost an immediate effect on the tick population.”

He applied the Talstar XTRA with Verge at the labeled rate of 4.6 lbs per acre (for parks) around the walkways and in places where he wanted to exclude ticks. He used the lower rate, 2.3 lbs per acre, in the wide expanses of turf. This protected people and pets walking along paths, he explained, and also helped ensure ticks weren’t continually brought into areas as animals traversed.



Gary Pietrucha, president and owner of Envirosafe Pest Management in suburban Chicago, and Arnold Ramsey, market specialist at FMC, on the property they helped make safe from ticks.

In addition, Pietrucha liked how easy it was to apply. *“When you open the bag, there’s no clumping and no dust,” he said. “And it goes out smoothly so you get even distribution and total control.”*

The complaint calls stopped almost immediately after Pietrucha and his crew made the application. Two months later, in late June, there are still very few calls, if any.

“My customer is extremely happy, and so am I,” he said. “This just reinforces my trust in the product, and the company.”



Gary Pietrucha of Envirosafe Pest Management likes Talstar® XTRA featuring Verge™ Granule Technology because of its “adhesion, stability and almost immediate effect.”

Founded in 1988, Envirosafe Pest Management, Inc. is a full-service pest control company based in suburban Chicago. The company was founded by Gary Pietrucha, a pest industry veteran looking to serve customers by using products that were effective, but also responsible to the environment. The company follows integrated pest management techniques and offers innovative exclusion and architectural solutions for pest bird mitigation. Pietrucha has served as Past President and Founding Member of the Greater Chicago Pest Management Association (GCPMA) and Past 1st Vice President of the Illinois Pest Control Association (IPCA). He is a current seated member of the State of Illinois Department of Public Health Governors Pest Control Advisory Council, and serves on both the IPCA and GCPMA Legislative Committees. In 2012, he served on State of Illinois Governors Bed Bug Task Force Advisory Committee. Visit www.pestmgmt.com or call 630-773-1280 for more information.

How to Train Like a Pro with NPMA's Online Training Resources

Are you searching for new ways to provide your employees with professional development and training opportunities? Look no further than NPMA's Online Training Resources, an intuitive one-stop-shop for all your business and technical training needs. Watch live and pre-recorded webinars, access conference recaps, and even earn credits online in our Online Learning Center where NPMA members receive a 50% discount on all NPMA training! **The NPMA Resource Center puts the latest in online training resources at your fingertips:**

- **Online Learning Center** – Earn state recertification credits while you train like a pro with courses covering technical education, occupational health and safety, structural pest management training, and more.
- **NPMA OnDemand** – Register for upcoming webinars or download and view over 85 previously recorded webinars on your own time. NPMA OnDemand features webinars covering various industry topics including technology, workplace culture, important pests and more.
- **Workforce** – Find and keep top talent with NPMA's Workforce website that connects members to the tools needed to recruit, hire, train and retain employees for your business.

NPMA strives to ensure our members are well prepared and trained to handle any issue. The Resource Center is the ultimate tool for your businesses training and professional development needs.

If you have any questions regarding our online training resources, please contact Mike Bentley at mbentley@pestworld.org

ATTRACT, HIRE, AND RETAIN THE BEST EMPLOYEES

CONTRIBUTED BY *The National Pest Management Association (NPMA)*

NPMA offers a variety of tools your business can use to ensure you are hiring the best qualified people for the job. One of the most important aspects of a company are its people, and NPMA has the resources you need to attract, hire and retain the best people for your job listing. NPMA recently launched its workforce website, which connects you to the tools you need to help your business grow, including services such as background screening, human resources consulting and more.

Here is a list of the following member services NPMA offers to assist you in your hiring and onboarding process:

- **Background Screening Services**— NPMA members receive discounted and thorough background screening services to ensure you're hiring the best.
- **NPMA Career Center**— NPMA members can post job listings at a discounted rate on NPMA's job board to find the perfect employees for their pest management business. Get started at careers.npmapestworld.org.
- **HR Consulting Services**— NPMA members can call, email or text to speak with professional HR consultants regarding any employment issue that arises in your business.
- **New-Hire Training for Service Technicians**— Given the vital role of technicians, NPMA has created a New Hire Training Program for Service Technicians. The training program is a comprehensive, nine-part course designed to prepare new structural pest control technicians for a career in pest management.
- **Human Resources Community**— A forum for asking HR questions of other NPMA members at my.npmapestworld.org.
- **Template Hiring Forms and HR Standards**— NPMA endorses QualityPro as the accreditation body for the pest management industry. Visit www.npmaqualitypro.org to view the standards for hiring best practices. Applicants and accredited companies gain access to template hiring forms, a manager training, and resources.
- **The Employee Life Cycle Infographic**— NPMA's Recruitment & Retention Committee has developed an infographic on "*The Employee Life Cycle*" that is now available. The infographic covers items for you to consider as you recruit, hire, on-board, develop, evaluate, engage and off-board employees.

These tools will help you as you work to grow your workforce. To learn more, visit workforce.npmapestworld.org.



**Greater Chicago Pest
Management Alliance**

PO Box 601
Tinley Park, IL 60477



**Products.
Service.
Delivery.**

**Supporting professionals
like you since 1985.**

Knowledgeable staff

Easy ordering & webstore

Competitive pricing

Just-in-time delivery

Ask about free shipping



PEST MANAGEMENT SUPPLY

2027 South Wabash, Chicago 800-242-1211