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PRESIDENT'S MESSAGE:

Hello Valued Members:

It has been quite an experience for us as an organization coming out of a pandemic year. We struggled with mandates on whether or not to have virtual meetings or in person meetings and it was difficult to deal with the State, because nobody seems to be there. GCPMA was started in 2004 as a vehicle to augment the services provided by IPCA and NPMA and be a way for a smaller company to have access to information that is either confusing or pertinent or just plain important to know. We have done an excellent job at this, but it hasn't been easy. This year's board was a collective group of dedicated individuals who gave of their personal time to achieve the goals we set more than 17 years ago. I, as elected President who has served in that position for the 5th time, felt a degree of satisfaction and relief that it is coming to a close.

We did some landmark decisions like our jump to electronic registration at our Meeting of the Mind event, which was a huge success. You will see a short note from founding member Jim Anderson who is still very much involved with the organization but has diminished roles as far as the day to day operations. There is nobody who is more appreciative of Jim than me. I know a lot of the original founders are retired or simply not that involved anymore, but Jim was a work horse that guided us through some pretty rough waters and made sure everyone was afforded the credit hours they attended seminars for.

There are so many to thank for an outstanding year:

- **Rick Aardema**, who, as treasurer, kept us solvent and made sure that we always had enough money in our scholarship fund.
- **Jane Peifer**, who has kept our publication a great read with continuous articles and also handling our valued advertisers. We are honored to also have Jane on the advisory board for wildlife.

◆ **CONTINUED on page 3** ◆

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The WILD Life

BY JANE PEIFER, *Ampest Exterminating & Wildlife Control*



'POSSUM VS. OPOSSUM: IS IT THE SAME ANIMAL?'



Possums and Opossums are actually completely different animals. They are both marsupials and nocturnal, but belong to different classifications. In fact, **possums** are from Australia and are more closely related to kangaroos. Whereas, **opossums** are from the Americas. The main reason many think they are the same animal is because of how North Americans pronounce the official name **Opossum**. For example, they typically don't pronounce the "O". Similarly, when English explorers first encountered the Australian animal, they called it a **possum** because of its striking resemblance to the North American creature.

Opossums are peaceful animals that prefer not to fight although they may hiss, growl, and even bite if cornered. It is much more likely that **the opossum will faint or "play dead" at the prospect of a confrontation**. Playing dead is the most effective way they have to protect themselves against predators. Most predators don't want to eat an animal that's already dead. Playing dead is **an involuntary response on the part of the opossum**. When threatened, they often enter a comatose like state, becoming rigid and unresponsive. They appear to be dead and even release a malodorous substance from their anal glands that makes them smell dead. This behavior is often called "playing possum," but the response is an involuntary physiological reaction rather than a conscious act or trick. Opossums may remain in this state from a few minutes to 4 hours.

Have you ever seen a cartoon of a sleeping opossum hanging upside down by its tail? Well, you may be surprised to learn that opossums don't actually sleep that way. The muscles in the opossum's tail are not strong enough to support an adult's weight for more than a moment.



Young possums are sometimes spotted dangling temporarily by their tails, which may be where the myth got started, but even juveniles don't hang upside down while sleeping. Still, the opossum's tail is quite handy. It can curl tightly around branches, grasp and carry objects, and help stabilize the 'possum as it clambers around in trees and bushes.

Another common misconception is that opossums are related to rats. While they do look like rats with their pointy snouts and scaly, hairless tails, the resemblance is only superficial. Opossums are actually more closely related to kangaroos.

Like kangaroos, opossums are marsupials, and the females carry and nurse their young in pouches on their abdomens. The opossum, *Didelphis Virginiana*, is the only marsupial native to North America.

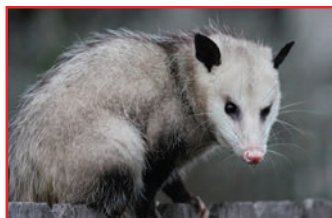
The opossum lifespan is unusually short for a mammal of its size, usually only **one to two years in the wild and as long as four or more years in captivity**.



Aging is rapid. Once an opossum has met their functioning breeding lifespan at around two years of age, their bodies are effectively seen as having done their job. In addition to their bodies' natural biology, opossums tend to be highly parasite laden and prone to a myriad of diseases. However, surprisingly, rabies is very uncommon among the opossum population. While opossums tend to spend most of their lives alone, an occasional agreement will form during mating season between the female and male or

while raising their young joeys. Despite being the only marsupial found in North America, opossums generally elicit more contempt than positive attention thanks to their scavenging lifestyle. As omnivores, jacks (males) and jills (females) hunt out the most convenient meal, sometimes digging through trash, but more commonly dining on mice, worms, roaches and birds. And while opossums have some unexpected features, including thumb-like toes and a whopping 50 teeth (more than any other mammal in North America), they're celebrated for a particularly unexpected feat: tick consumption. One opossum can consume as many as 5,000 ticks per year, helping to keep the tick populations in check and lowering the risk of tick-borne illnesses in other animals and humans.

Often looked upon with disdain or disgust because of their habits and looks, this misunderstood marsupial is actually one of North America's most unique and harmless mammals.



PRESIDENT'S MESSAGE CONTINUED

- **Greg Strohl**, who did a GREAT job as Vice President, especially with helping set up our virtual seminars.
- **Don Kaufman**, who took over the duties of making sure that the Alliance quarterly had articles that were beneficial to our membership.
- **Dave Tumminello**, who as Secretary for the 3rd straight year has kept the Parliamentary Procedures of our meetings documented for future reference with accuracy and speed.
- **Art White**, who for years dedicated himself to make sure that our membership was both accurate and plentiful.
- **Jeff Beallis**, who continues to contribute even in retirement to assist us with the Legislative aspects and sits on the Advisory Committee which is responsible for ALL the rules for pest control in the State.
- Then there are the 2 newest members **Chris Magnuson** and **Ben Dahlstrom** who handled the Education Committee with the skill of a seasoned veteran, taking over for the departure of Ben Channon.
- **Kurt Spurgeon** has been involved with the organization for many years and as our resident entomologist, he provides a great perspective on things.
- **Keith Henley** starts his second year with absorbing the process and contributing whenever he is asked to do so.
- I would like to thank founding member **Bill Dyra** for always being there and providing the kind of support only a guy who starting this idea all those years ago could provide.

Everyone has been a valued member of the 2021 campaign. This will be the last for me - I would like to thank everyone on the board for their support during some extremely difficult times.

So my 5th Presidency comes to an end. My duties will be also greatly diminished as some new, young, and very smart members are coming on board, which is very exciting indeed. **Thank you all and have a great, and safe Holiday season!**

GARY PIETRUCHA, *GCPMA President & EnviroSafe Pest Management President*

STINK BUGS INVADING YOUR HOME?

WHY WE SEE MORE OF THEM AS TEMPERATURES DROP

ARTICLE FROM WSLs 10 NEWS: www.wsls.com

By Sydney Jaxtheimer, Reporter • Published October 11, 2021

RESEARCHERS SAY DURING FALL, MANY INSECTS, INCLUDING STINK BUGS, ARE LOOKING FOR A PLACE TO HIDE FOR THE WINTER.

ROANOKE, Va. – The temperature is dropping which means animals and bugs are getting ready for winter. Unfortunately for some, this means more critters and pests are finding their way into our homes, especially the stink bug.

Why is it during this time of year we see these pesky brown bugs more often? Virginia Tech professor and researcher, **Dr. Ben Chambers** studies stink bugs and their behavior – including why and how they get into our homes.

“We see them in the Fall when they are looking for a safe place to hide for the winter. A place

that isn’t going to get too cold or where they are hopefully going to be able to rest undisturbed until it’s warm again,” said Chambers.

Many people in the Roanoke Valley say they’re experiencing what feels like an invasion of stink bugs.

“They’ve covered my house, like completely covered. They stink really bad if you squish them. We try to vacuum them up,” said Boones Mill resident, Jade Hurt.

“I squeal like a little girl. I say, ‘Ahhh, stink bugs,’” said Roanoke resident, Peter Muso.

According to research, Chambers say stink bugs can crawl through a space as small as four millimeters.

“One of the great things you can do is just to weatherize your

house. So they are getting in through gaps in your house, maybe around windows or doors most likely. So if you get weather stripping or seal any kind of openings – you can keep out the bugs,” he said.

There are easy ways researchers recommend to get rid of the pests without stinking up your home.

“The best way to do this is just with some soapy water under a lamp. So when the bugs are out and about they are going to be attracted to the light and fall into the soapy water and die,” said Chambers.

SOURCE: www.wsls.com/news/local/2021/10/12/stink-bugs-invading-your-home-why-we-see-more-of-them-as-temperatures-drop/

ORKIN RELEASES ‘TOP 50 RATTIEST CITIES’ LIST

ARTICLE FROM PCT MAGAZINE: pctonline.com

Orkin released its Top 50 Rattiest Cities List today, and the top five cities didn’t budge, with **Chicago taking the top spot for the seventh consecutive time**. Breaking into the Top 10 this year is Cleveland, taking the tenth spot, and Baltimore inches closer to the top five, moving up two spots to #6. New to the list is Portland, Maine, rising 26 spots to take #38, and Louisville, Kentucky, landing the list at #40, rising 13 spots from the previous year.

Orkin ranked metro regions by the number of new rodent treatments performed from **September 15, 2020 to September 15, 2021**. This ranking includes both residential and commercial treatments.

- | | | |
|------------------------|--------------------------|---------------------------|
| 1. Chicago | 19. Cincinnati (+3) | 37. Champaign, Ill. (+2) |
| 2. Los Angeles | 20. Dallas (-4) | 38. Portland, Me. (+26) |
| 3. New York | 21. Hartford, Conn. (+6) | 39. Burlington, Va. (+8) |
| 4. Washington, D.C. | 22. Milwaukee (+2) | 40. Louisville, Ky. (+13) |
| 5. San Francisco | 23. Miami (-3) | 41. Buffalo, New York |
| 6. Baltimore (+2) | 24. Portland, Or. (-1) | 42. Charlotte (-11) |
| 7. Philadelphia | 25. Kansas City (+5) | 43. Phoenix (-11) |
| 8. Detroit (-2) | 26. Columbus, Oh. (+2) | 44. Greenville, S.C. (-9) |
| 9. Denver | 27. Norfolk, Va. (-2) | 45. Green Bay |
| 10. Cleveland, Oh (+1) | 28. Richmond, Va. (+5) | 46. Syracuse (-2) |
| 11. Seattle (+1) | 29. Sacramento (+7) | 47. Charleston, W.V. (+4) |
| 12. Minneapolis (-2) | 30. St. Louis (+7) | 48. Dayton (+1) |
| 13. Boston | 31. Albany, N.Y. (+7) | 49. Albuquerque (-1) |
| 14. Indianapolis (+1) | 32. Grand Rapids (-3) | 50. Tampa (-9) |
| 15. Atlanta (-1) | 33. New Orleans (-12) | |
| 16. Pittsburgh (+2) | 34. Flint, Mich. (+8) | |
| 17. San Diego (+2) | 35. Raleigh, N.C. (-9) | |
| 18. Houston (-1) | 36. Nashville (-2) | |

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COVID AND THE SMALL PEST MANAGEMENT BUSINESS

BY KURT SPURGEON, GCPMA Board Member

So it's early in 2020 and everything seems to be going reasonably well. Suddenly, we are faced with Covid 19. We needed to reorganize how we schedule, do we wear masks, do we even enter peoples homes and businesses? Confusion abounds.

Soon we find out that we are Essential Workers. This is good, but we will have to work under conditions. Masks are mandatory, but some customers have greater restrictions. I have been required to mask, wear shoe covers and not touch anything in the home. Later comes vaccines. Are they required to enter? Do I have to prove my vaccination status? Now we are required to prove vaccination status AND mask in many customer spaces. We smaller companies can pivot more rapidly than larger companies. Everyone gets masks, gloves and shoe covers. Also, we now need to get all employees vaccinated.

I think we all agree that we are essential workers and an essential industry. We need to decide individually what restrictions we can offer and which may be excessive. We have to balance customer and employee safety with being able to do what methods and presence is necessary. We must meet the customers standards but remain effective. We cannot force our standards on our customers. Unfortunately, some customer and company standards may clash and we have to separate from those customers.

I think as an industry, we have a history of adapting to changes in regulations and customer requirements. I think we just need to be adaptable to the customer needs and our company requirements. It is always a balance of risk/ reward for both parties.



Luke Rambo, owner, and Chris Somers, service manager of Rambo Total Pest Control

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DO YOU KNOW THE CHICAGO BUG GIRL?

ARTICLE FROM ROSE PEST SOLUTIONS:
www.rosepestcontrol.com/chicago-bug-girl/

Meet Janelle, Rose Pest Solutions' voice and face for all-things-bugs-and-rodents throughout Chicagoland. You may have heard her on WGN Radio with David Hochberg and friends

Saturday mornings, or maybe you saw her talking about the rat problems in the city on morning news.

Since she began working for America's oldest pest management company back in 2005, Janelle has been creating all kinds of buzz in the industry. She and her two Marketing Coordinators, Erin and Anna, are The Bug Girls!

PARTNERSHIPS & GIVING BACK

Rose is a proud resource and sponsor for the Chicago, North Shore and Dupage Counties' Real Producers network of real estate experts. From VA Loan termite inspection requirements to ridding listings of pest invasions, Rose is quite well-known in the real estate industry. Janelle was just recently featured in the Dupage October 2021 and Chicago November editions.

Janelle Iaccino, The Bug Girl, joins David Hochberg on Saturday mornings from 10-1 on WGN Radio. Janelle has been the pest expert on this show for 7 years. She and her fellow cohosts take calls, texts and emails from listeners and help educate homeowners on all kinds of topics.

Not only is Rose good friends and partners with the Peggy Notebaert Nature Museum in the Lincoln Park neighborhood of Chicago, but Janelle also volunteers there in the taxidermy lab! She has prepared over 50 specimens for the Chicago Academy of Sciences Natural History Collection. Rose sponsors bug-themed celebrations and events at the Nature Museum every year.

As a former Girl Scout herself, Janelle, the Chicago Bug Girl and her two other Bug Girls, Erin and Anna are all about encouraging women's leadership. Rose and Franklin Pest Solutions have officially joined

forces with the Girl Scouts of Greater Chicago and Northwest Indiana as well as the Girl Scouts of Northern Illinois to help scouts of all ages achieve badges in bugs, nature, citizen science and other merit badges. Encouraging young girls to explore their interests in environmental science is so rewarding. **In the pest control industry, only 4% of employees are women. Janelle and the Bug Girls are hoping to change that.**

Inspired by the core principles of Rose's historical family business, Janelle and the Bug Girls have built relationships with some of our community's top leaders. A mutual mission of education, commitment to quality and integrity, and team work that radiates positivity are present within the corporate partnerships we create and nurture.



Did you know there are actually THREE Bug Girls?
 Janelle, Anna and Erin (pictured above)

Janelle, Anna and Erin represent Rose's Marketing Team. The Bug Girls love sharing the fun and fascinating world of insects. They're committed to education in public health, protecting your homes, and to protecting the vital role insects play in our ecology. But they're also local resources, successful women in science, and leaders that help kids of all ages explore their interest in STEM fields!

Learn more and watch videos of the bug girl in action at: www.rosepestcontrol.com/chicago-bug-girl/

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HISTORY OF THE GCPMA



BY JAMES ANDERSON

At the end of 2003, my boss attended an informal meeting of Chicago area pest management owners and managers. These were competitors who recognized their common need for more representation and education in our area. My boss invited them to meet officially in my training center to create a regional pest management association. I was invited to sit in on the meeting. The intent was not to replace the Illinois Pest Control Association, but to supplement it with services to meet the challenges of urban pest management. They agreed on the name of their new organization, created bylaws, elected officers board members and committee chairmen. When the subject of training seminars came up, everyone looked at me, so I volunteered to be the education chairman and plan at least three states approved three hour morning seminars per year.

Our first seminar was held at the Hillside Holiday Inn in the spring of 2004 with 31 people in attendance. The numbers gradually grew as word spread about our local training opportunities. I planned a fall seminar at the Tinley Park Convention Center in 2006. I booked a room that would seat 90 people comfortably and 117 showed up. We squeezed everyone in, but I vowed to never let that happen again. I apologize again to any of you reading this who survived that experience. It did teach me that it is a good location to draw people from Indiana looking for training hours. After that, we began to draw over 100 attendees for each of our three hour seminars.

The GCPMA Board challenged me to plan an all-day conference with top notch speakers like those at the Purdue Conference or the Kentucky University Short Course. I started making plans for the fall of 2007. I booked a large room at the Tinley Park

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Convention Center that would seat 500 with an adjacent area for an exhibit hall for vendors. I sent an email to a speaker that I had met at several conferences and within an hour he responded that he would be happy to present. After that I used the fact that he was on the program to attract other prominent speakers. Before I knew it I had four well known speakers presenting for 90 minutes each. When I showed the list to my boss, he said, "That is a meeting of great minds," and our annual Meeting of the Minds conference was born. We had about 250 attendees and 20 vendors at that first conference. We have averaged over 300 attendees at that annual conference. Our best year was 2016 when we had 412 attendees and 35 vendors.

The GCPMA Board decided our first live seminar since the Covid-19 shutdown would be a great time to modernize our seminar procedures. Registrations, check-ins, check-outs and reporting attendance to the state agencies will all be done digitally supervised by our webmaster. So, on October 20th of this year, my services are no longer needed and I wanted to share with you this brief history of GCPMA

as witnessed by this old pest industry dinosaur.

I end my service for GCPMA with a lifetime membership I received a few years ago, fond memories and lasting friendships. I have no regrets and I have full confidence that GCPMA will continue to serve the Chicagoland pest management community well. I have watched GCPMA increase our representation locally and in Springfield; survive the sunset of the Illinois Pest Control Act; and the severe restrictions of a pandemic and come out strong. I have not mentioned names. I wouldn't want to leave anyone out, and to list every wonderful person I've worked with at GCPMA would require a book instead of this article.



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THIS IS THE MOST HATED BUG IN THE U.S., 2021 RESEARCH SHOWS

ARTICLE FROM YAHOO LIFE: www.yahoo.com/lifestyle

By Paul Thompson • Published September 27, 2021

When it comes to bugs, insects, and any other sort of creepy crawler, most of us would agree that fewer is better. After all, you won't hear too many people saying they wish they saw more ants in their house or felt more mosquitoes feasting on their arms and legs while trying to enjoy some time outside. Some bugs, however, seem to elicit a much stronger negative reaction in people than others, according to a recent survey that set out to find the most hated bug in the United States.

Pest Strategies, a trusted online resource to help people handle their pest problems, surveyed 3,543 U.S. adults from Feb. 25, 2021 to March 5, 2021, asking them to choose the pest they disliked the most from a list of 20 common bugs found in the U.S.: cockroaches, bed bugs, spiders, mosquitoes, ticks, centipedes, wasps, fleas, scorpions, ants, termites, hornets, yellow jackets/bees, silverfish, house flies, crickets, fruit flies, gnats, cicadas, and beetles. Respondents included 1,721 women, 1,783 men, and 39 who preferred not to say their gender. Read on to discover the most hated bug in the U.S.



10. FLEAS

2.2% said fleas are the bug that they hate the most. Women seem to have a particular disdain for the pet fur dwellers.



9. SCORPIONS

While scorpions are only a realistic concern of people living in certain parts of the country—primarily the southwest—2.6% of respondents still claim the stinging insect as their least favorite.



8. ANTS

While ants may not seem like the scariest bug on this list, anyone who has had an ant infestation in their home can attest to the unpleasantness of ants. 2.8%



7. CENTIPEDES

Not only were centipedes the least favorite bug of 4.4% of all respondents, they are the most hated bug in the state of Hawaii.



6. WASPS

Wasps certainly aren't the friendliest insects and if you've ever been

stung by one, you know how much it stings. Still, the threatening pests were named as the most hated bug by less than five percent of respondents – 4.8%



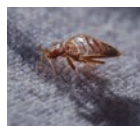
5. TICKS

Ticks may not seem as scary as scorpions or spiders, per say, but when you consider the fact that they are responsible for the spread of Lyme disease, you understand why 6.1% of survey respondents named them as their most hated bug.



4. MOSQUITOES

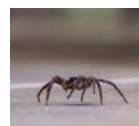
Is there anything more annoying than trying to enjoy a nice summer night outside with friends only to be completely taken out of the moment because you're getting eaten alive by mosquitoes? Not that we can think of. That's why the pestersome bloodsuckers are the fourth most hated bug in all of the U.S. – 12.2%, and the most hated in four states: Iowa, Kansas, Montana, and Pennsylvania.



3. BED BUGS

Not only are bed bugs the third most hated bug in the U.S., they are the second most hated by women

and the fourth by men – 12.2% total. They are also the least liked bug in Alaska, Idaho, Indiana, Michigan, Nevada, North Dakota, Washington, West Virginia, and Wisconsin.



2. SPIDERS

What is it about spiders that never fails to make your skin crawl?

The dislike of spiders seems to be something many of us can agree on. According to the survey results, they are the second most hated bug in the U.S. – 13.3%.



1. COCKROACHES

The most hated bug in the U.S. by a long shot is the cockroach. In addition to 27.3% percent of all respondents naming cockroaches as their least favorite creepy crawler, the insect is also the most hated in 29 out of 50 states.

SOURCE: www.yahoo.com/lifestyle/most-hated-bug-u-2021-110311003.html

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WHY GOOD EMPLOYEES QUIT

BY DAVID BURKUS: davidburkus.com/2021/11/why-good-employees-quit-2021/



TURNOVER IS INEVITABLE. Every company in every industry will have to deal with turnover. And turnover isn't necessarily a negative for the company. But too much turnover among top performers is always a negative. The goal for leaders is to attract and retain top performers. And when good employees quit, it's hard for those same leaders not to take it personally.

But before you place the blame solely on the newly departing, consider some of the reasons good employees quit. It's often not that the company did everything for them and they didn't appreciate it. It could be that the company didn't do enough to avoid some easily preventable reasons good employees quit.

Here are the top six reasons high performing employees depart, and what leaders can do about them.

BURNOUT

The first reason good employees quit is simply burnout. Good employees tend to be overworked and under-appreciated. Over-burdening good employees isn't intentional, but it is logical. The old saying rings true: "If you want something done fast, give it to a busy person." And if you want something done well, give it to a top performer. But unfortunately, that can lead to more and more critical tasks being assigned to higher performing employees—even as uncritical tasks aren't being reassigned to others.

As a leader, pay attention to the load each member of your team is carrying. Make sure if you're adding new tasks that you're also thinking about any old, less important tasks that can be reassigned.

BOREDOM

The second reason good employees quit is boredom. Boredom is the opposite problem of burnout. While

burnout is a quit trigger for stressed employees, removing all stress from someone's work doesn't help them either. Researchers call the optimal level of demand on someone's abilities "eustress." The goal should be to match the difficulty of tasks assigned to each employee with the abilities of that employee. And as individuals grow their skills, giving them the same assignments over and over is going to lead to boredom.

BAD MANAGERS

The third reason good employees quit is bad managers. It's said often that "People don't quit bad companies, they quit bad managers." But that's not exactly a comforting maxim to hear when good employees are resigning. And it's not quite true. Top performers do tend to flee quickly from companies with poor leadership, but that could be because of leaders at other levels in the organization.

And while you consider yourself a good boss, part of your job may be to shield your team from bad bosses elsewhere in the organizational chart. This could be by keeping them safe from the increasing demands of senior leaders, or it could be by fighting for the team to get the resources or respect it needs to perform better.

BETTER PAY

The fourth reason good employees quit is better pay. This one is kind of obvious. When top performing employees feel they are underpaid, they look to rectify the situation—most often by looking elsewhere. If other companies are paying more for the same (or less) work, then wanting to make the switch and take the extra cash is a natural reaction.

And if you're a middle manager, there's not much here you might be able to do. Certainly, you can fight for getting your people a pay raise. But if you

don't win that fight, you still may have more options. Research suggests that a thorough explanation of why an individual's pay is set where it is—including what the organization can afford and why—can often decrease that individual's intention to quit.

BIGGER OPPORTUNITIES

The fifth reason good employees quit is for better opportunities. Like better pay, this one is logical and mostly blameless. One of the talent challenges established companies face is that if the company isn't growing, the organizational chart is stagnant. This means that top performers who are ready for new challenges, often must wait for those higher in the hierarchy to move. Instead of waiting, many rising stars choose to continue rising somewhere else. And unless they can find vast sources of new revenue that trigger a hiring spree—there isn't much middle managers can do.

PURPOSE

The final reason good employees quit is purpose. Many organizations struggle to truly define their purpose of why their work matters. But top performers—in fact all performers—want to do work that matters and work for leaders who tell them they matter.

The fastest way to transform a vague mission statement into a specific purpose is to transform a "why" into a "who." As in, "who is helped by the work that we do?" Letting people know how their work helps others—customers, colleagues, stakeholders, or society—is a powerful way to help them feel motivation on the job.

To read the full, uncut article, visit: davidburkus.com/2021/11/why-good-employees-quit-2021/

INSECTICIDE APPLICATION TECHNOLOGY: LESS IS ENOUGH...

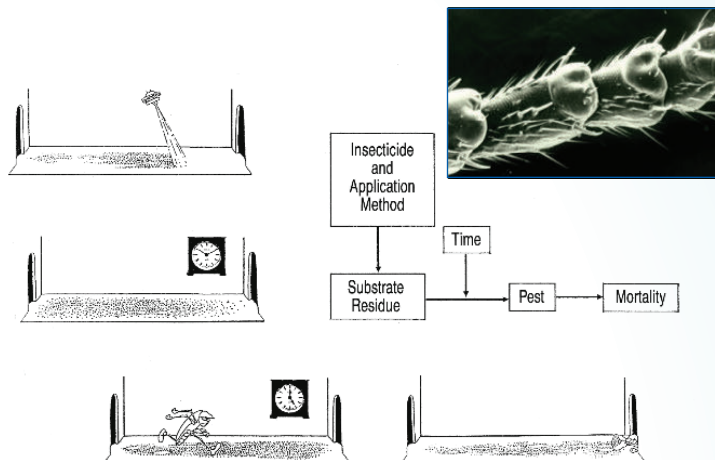
BY WILLIAM H ROBINSON, *Smith Performance Sprayers, The Fountainhead Group*

Traditional cockroach control involves the application of residual insecticides into and around infested harborages. Control is achieved when cockroach adults or nymphs leave the horage and walk on the treated surface because a small amount of insecticide residue (a lethal dose) is picked up on the tarsal pads on their feet. The insecticide penetrates the surface of the pads and enters the blood stream in the body. The nervous system is affected, and the cockroach is usually dead within 24 hours. The objective of this article is to explain that only a small amount of insecticide is needed to penetrate the tarsal pads, and that spraying the surface to the point of runoff is not necessary.

Effective cockroach control involves first locating infested harborages: **1)** Application of droplets of insecticides to the target surface; **2)** Contact between cockroaches and treated surfaces, and **3)** Transfer of a lethal dose of insecticide from the surface to the cockroach, specifically to tarsal pads on the feet. Time and the substrate are factors that influence residual activity of insecticides. The longest residual activity is usually on bare wood, the shortest on stainless steel.

Although each application step is important, the transfer of a lethal quantity of insecticide from the surface to the tarsal pads is most critical. Male cockroaches and large nymphs leave infested harborages every night, females carrying an eggcase leave every 3 to 5 days during the 28 days they hold the eggcase before deposit. A residue delivered in or around harborages forces cockroaches to walk on treated surfaces when they leave to forage and when they return to harborages.

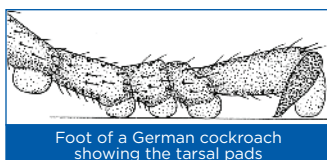
Cockroach walking or running on a surface involves all six legs, but only three legs contact the surface at one time. The only parts of the leg that contacts the surface are the tarsal pads on the feet. These pads support the weight of the body during each step. Cockroaches are exposed to insecticides through these pads when they walk on treated surfaces.

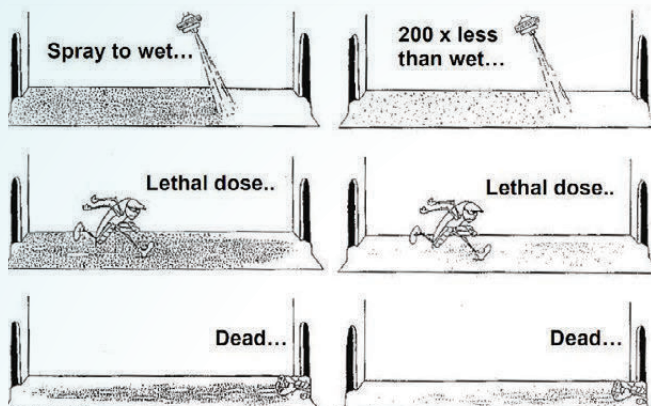


The common strategy for spraying any pest, especially for cockroaches is to wet the surface, almost to the point of runoff. This accepted method results in the wall under a sink, or a baseboard in a kitchen covered with a film of insecticide. When the liquid dries the residue is **effective** in killing cockroaches that walk across it, but it certainly is not an **efficient** use of the insecticide. Wetting the surface can leave an excessive and costly amount of insecticide residue and provides little or no added control than applying less than 'wet'.

A spray application that produces a pattern of droplets on the surface—not wetting the surface, can be both **effective** and **efficient**. Here is the reasoning and the science for that strategy. The cockroach adult or nymph may not detect the droplet residue as they approach it during their nightly search for food and water and will readily walk across the treated surface. A surface that has been soaked with insecticide can be detected and avoided. When a cockroach walks across a droplet-based residue for only a short distance—about 22 inches, it steps on enough droplets (with those tarsal pads) to pick-up a lethal dose. Tarsal pads contact the droplets and the insecticide penetrates and immediately enters the blood stream.

The amount of liquid insecticide used to make a 'droplet deposit' is significantly less than the amount used to 'wet' the surface. Although the amount of insecticide is less, the effectiveness is not decreased.





A spray of droplets that has 200 times less insecticide than a spray that wets the surface provides effective kill. Spraying more insecticide—wetting the surface, does not make the cockroach more dead, but it does waste insecticide and is completely unnecessary.

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NOTICE OF PROPOSED INTERIM DECISION FOR PYRETHRIN PESTICIDES

FROM NORTH DAKOTA DEPARTMENT OF AGRICULTURE

www.regulations.gov/document/EPA-HQ-OPP-2011-0885-0165

The EPA has released their proposed interim decision for pyrethrin pesticides. Pyrethrins are derived from chrysanthemum flowers and have several labeled uses including in and around homes, buildings, food processing facilities, livestock holding facilities, direct application to pets and livestock, lawn and turf insect control and agriculture (traditional and organic). Overall, it is estimated that pyrethrins make up a small percentage of use in all categories compared to other active ingredients; however, we believe many of these products are widely used in North Dakota, especially for organic producers, livestock producers, professional pest control companies and veterinarians.

There are a lot of use changes being proposed. The ones we feel are the most concerning to North Dakota stakeholders are summarized below. The link to the full document is listed above.

Application Method and Use Site Prohibitions

- EPA proposes the prohibition of the following application methods for indoor uses:
 - Liquid products
 - Broadcast treatments to carpets
 - Broadcast treatments to hard surfaces
 - Perimeter/spot treatments to carpets
 - Dusts-Broadcast treatments to carpets
 - Aerosols-Indoor aerosol broadcast spray
- EPA proposes the prohibition of the following application methods for outdoor uses:
 - Liquid products: lawn and turf uses
 - Dusts: lawn and turf uses
 - Aerosols: outdoor aerosol space spray, lawn and turf uses and garden and tree uses
- EPA proposes the prohibition of indoor residential treatments with handheld and portable fogger products
- EPA proposes the prohibition of applications via misting systems for outdoor residential and animal barns
- EPA proposes to prohibit the use of liquid trigger-spray bottle for applications directly to companion animals and livestock
- EPA proposes to prohibit the use of ready-to-use dust shaker can products for treatments in warehouses and direct applications to livestock
- EPA proposes to prohibit pressurized liquid, aerosol can applications directly to livestock
- EPA proposes to prohibit dust applications with plunger dusters to foundations/perimeters, turf, landscaping, fields, underpasses, etc.
- EPA proposes to prohibit applications with handheld and portable fogging equipment to the following use sites:
 - Outdoor industrial/commercial areas (including tires, railyards, and junkyards), greenhouses (ornamentals, roses, cut flowers, container stock, vegetables), food handling establishments and warehouses, poultry houses and Indoor residential living areas

- EPA proposes to prohibit applications with manually pressurized hand wands (both broadcast and crack and crevice uses) to the following use sites:
 - Residential living spaces, childcare centers/schools/institutions, food handling establishments and warehouses
- EPA proposes to prohibit applications with mechanically pressurized handguns to the following use sites:
 - Nursery ornamentals, vegetables, trees, container stock and warehouses, livestock (direct treatments), livestock housing/poultry houses/horse barns/feed lots
- EPA proposes to require applicators, mixers and loaders to wear PF10 respirators for almost all remaining uses (21 listed in document)
- EPA proposes to cancel several pre- and post-harvest uses because of a lack of residue data

The following commonly used pyrethrin products are registered for use in North Dakota:

Aqueous Fly Spray PBI-Gordon Farm & Home	Harmonix™ Bayer Environmental	Pyrethrin Fogger™ FMC Professional Solutions
AZERA® Gardening MGK Company	Horse & Pony Spray PBI-Gordon Farm & Home	Pyrethrum TR Total Release Insecticide BASF Professional
Azera® Insecticide Valent U.S.A. LLC	Microcare® 3% CS MGK Company	Pyrocide® 100, 300 MGK Company
BotaniGard® Maxx BioWorks, Inc.	PT® 565 Plus XLO® Pressurized Contact Insecticide BASF Professional	Pyrus™ TR Atticus EcoCore Products
CB-80™ FMC Professional Solutions	PT® Clear Zone® III Metered Pyrethrin Spray BASF Professional	RIPTIDE® Waterbased Pyrethrin ULV MGK Company
Clear Zone® Double Impact Farm Fly Spray BASF Professional	PT® Microcare® CS Pressurized Insecticide BASF Professional	Shockwave® 1 Flushing, Killing & Residual Aerosol MGK Company
Dos™ Flea and Crawling Insect Spray FMC Professional Solutions	PT® P.I.® Pressurized Contact Insecticide BASF Professional	SHOCKWAVE® Fogging Concentrate MGK Company
Drione® Bayer Environmental Science	PT® Pro-Control® Formula 2 Total Release BASF Professional	Tersus® Insecticide Valent U.S.A. LLC
EverGreen® 100 Synergized ULV Concentrate MGK Company	PT® Pro-Control® Plus BASF Professional	Tri-Die® Silica & Pyrethrin Dust BASF Professional
EverGreen® Crop Protection EC 60-6 Valent U.S.A. LLC	PT® Tri-Die® Pressurized Dust Insecticide BASF Professional	Troika® Misting Concentrate MGK Company
EverGreen® Mosquito Adulticide EC 60-6 MGK Company	PT® Ultracide® Pressurized Flea Insecticide BASF Professional	ULD® BP-100 Contact Insecticide II MGK Company
EverGreen® Pro 60-6 MGK Company	Purge III FMC Professional Solutions	ULD® BP-100, BP-300 Contact Insecticide II BASF Professional
EverGreen® Pyrethrum Concentrate MGK Company	Pycana™ OHP, Inc.	ULD® BP-300 Contact Insecticide II MGK Company
EverGreen® Pyrethrum Dust MGK Company	PyGanic® Crop Protection EC 1.4 II, EC 5.0 II Valent U.S.A. LLC	ULD® HydroPy-300® Formula 2 Pyrethrin Concentrate BASF Professional
EverGreen® ULV 12-60 Concentrate MGK Company	PyGanic® Gardening MGK Company	Vampyre® Misting Concentrate MGK Company
EverGreen® ULV 5-25 Air, ULV 5-25 Ground MGK Company	PyGanic® Specialty MGK Company	



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Ridesco WG insecticide will be available for purchase in early 2022.

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

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