

The Standard



Volume 51, Number 1

The Voice of the Ohio Pest Control Industry

Winter 2011

OPMA Delivers and Informative and Enjoyable 2011 Winter Meeting

Approximately 150 OPMA members were on hand for the OPMA Winter Meeting in early December. The educational sessions were fantastic and the legislative forum was very well received.

Monday's Legislative Summit was a Homerun

On Monday, December 6th we started the day with a Board meeting and then a business meeting. At 5 p.m., the Regulatory, Legislative and Political Summit got underway and was enjoyed by members in attendance. Andrew Christman and Lonnie Alonso (President of OPARR) were moderators. Addressing our members were Belinda Jones, Executive Director of OPARR and our lobbyist at the state level; Bob Rosenberg, Government Affairs Director of the NPMA, representing us at the federal level; and Rob Lederer, Executive President of the National Pest Management Association (NPMA).

Bob Rosenberg told us that Ohio is home to the best government affairs program in the country. "There isn't another state in the country that has as distinguished a reputation as OPARR." He also pointed out that what is going on in Washington affects the tools that we have at our disposal. "We end up doing business according to the treatment and tools on the market," he said. "At the end of the day, the companies that know what's coming are the companies that thrive."

Rosenberg also mentioned the Food Quality Protection (FQPA) Act of 1996, which revolutionized the way pesticides are regulated – and determines which pesticides are deemed too toxic and which are not too toxic.

Furthermore, FQPA would now require a re-evaluation every 15 years. Before 1996 there was a 100 fold risk assumption built into the process of pesticide registration. Manufacturers would now have to meet an added safety factor of 10x changing the assumption of risk from 100 fold to a potential of 1000 fold. So products that were acceptable under the old standards may not now be under FQPA. There will be more to come on this. He also discussed ecological risks, spray drift and spraying near water. While there has never been a time when there is more danger to our industry (the government is making

it harder for us to kill pests), there has never been more opportunity.

Belinda Jones has been involved in state legislative issues for 20 years. She mentioned that any bill that had not made it through the Ohio House or Senate by the end of the year has to go through the whole process again. Our industry is keeping an eye on Worker's Compensation bills. We will also be reaching out to the new governor. Jones predicts that some government agencies may be combined under the new administration, such as ODA. The state budget will need to be balanced by June 30, 2011. As far as recent steps regarding the Section 18 request, the latest talk is to give us a "one time use" for senior citizen's homes. There are many questions related to this, particularly as to exactly what "one time use" will actually mean.

Jean Schmidt from Cincinnati will be the chair of the U.S. House of Representatives' Subcommittee with direct jurisdiction over pesticides for the 112th Congress. Schmidt has been interested in enacting bed bug legislation. A goal is to come up with a comprehensive bed bug bill. Lonnie Alonso mentioned that there will be a fundraiser for Jean Schmidt, and announcements will be sent out before legislative day in March.

Rodenticide labels go into effect in June. If you have bait application beyond 50 ft from a building, this will be affected. Watch for more on this. As an industry, we are waiting to see if there is any agency restructuring with the new Kasich team.

We need to get to know our legislators so that they can be champions for our industry. Check with Jones to find out the best way to contact your local legislator. Today we are very involved as an organization in grass roots political work on the state and federal level.

After the NPMA's bed bug summit takes place, the OPMA plans to have their own summit. The goal is to make them complimentary.

There was also reference to the Clean Water Act and

(Continued on page 2)



Pest Control Events Calendar

For registration and other information about these events or others, visit www.ohiopma.org, e-mail us at info@ohiopma.org, call OPMA at (937) 424-3300, or use the contact information given for the event. Event dates and locations are occasionally subject to change, and new events may be added to the schedule. Stay current on industry events by regularly viewing the calendars at www.ohiopma.org and www.npmapestworld.org.

March 13-15, 2011

NPMA Legislative Day 2011

Holiday Inn Cleveland South
Washington, DC

March 24, 2011

OPMA Training School

Holiday Inn Cleveland South
6001 Rockside Road
Independence, OH 44131

July 14-16, 2011

OPMA Summer Meeting

Embassy Suites & Hotel
5100 Upper Mentro Place
Dublin, OH 43017

September 15, 2011

OPMA Training School

Ohio Department of Agriculture
8995 East Main Street
Reynoldsburg, OH 43068

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needing a permit if a pesticide will go into water. New rules go into effect in April 2011. You have to file a notice of intent with the Ohio EPA. If you don't get a permit they could sue you and the state agency in the future. If anyone has more questions about the legislative summit at our Winter Meeting, please contact the OPMA offices.

Tuesday's Awards Ceremony

On Tuesday, December 7th 300 raffle tickets were sold for the OPMA Past President's Scholarship Fund and \$1,000 was raised. Winners of the raffles included Jeff Teague, who won a 32" plasma screen television, Marie Miller of Mattress Safe who won a Kindle with Wifi, and

Loren Cunington of Central Life Services/Zoecon, who won a TomTom GPS navigation system. Rick Prebles of SuperFleet donated a \$50 gift card from Speedway which was won by Rich Kozlovich. Thank you to Univar USA and JT Eaton & Company, sponsors for the raffle.

We also had 27 vendors on hand throughout the event and they spent a lot of time with our attendees. They were intrigued by the issues facing association members.

Several awards were handed out (see Andrew Christman's article on page 3 for details), and the winner of the OSU Scholarship was Calland "Callie" Kluchar, daughter of John Kluchar – Aardvark Pest Control. She won \$3,000 toward her studies. Congratulations!!

Special kudos go to Pat Boland and the Future Pest Managers of Ohio (FPMO) who raised \$1,000 for the OPMA PAC fund.

Our new board was also installed at the meeting. They included:

President - Jeff Teague, Responsible Services, Inc.

Vice President - Hank Althaus, Scherzinger Corporation

Secretary/Treasurer - Bryan Beining, Buckeye Exterminating, Inc.

Directors: Mike Faler, Critter Control of Columbus; Steve Kmetz, Certified Pest Control; and Brian Alonso from Columbus Pest Control.

Thanks to all who made our Winter Meeting a success!

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Past President's Recap of the OPMA Winter Meeting

By Andrew Christman, Ohio Exterminating Company



I would like to start off by thanking all OPMA supporters for allowing me to serve you in 2010. I look forward to working with our new President, Jeff Teague, in 2011.

Our Annual Winter Meeting & Training School in Columbus, Ohio, on December 6th and 7th was a HUGE success. The meetings were extremely well-attended and the

accommodations were perfect. I would like to thank Jason Carpenter, Winter Meeting Committee chair, for coordinating such a great meeting. I would also like to extend a special thank you to Cam Renn and Gerald Moore for arranging such a great training school agenda and speakers.

The success of the event started early Monday morning at the board of directors meeting. With over 26 OPMA members in attendance, we had to use additional chairs as the board table was full. The momentum continued to the special "bonus" meeting that afternoon. I was pleased to see a very well attended Annual Business Meeting followed by the Legislative, Regulatory & Political

Summit and dinner. We were fortunate enough to have Rob Lederer – Executive President of the National Pest Management Association (NPMA), Bob Rosenberg – Vice President of the NPMA, Lonnie Alonso – President of the Ohio Professional Applicators for Reasonable Regulation (OPARR) and Belinda Jones – Principle of Capitol Consulting and Executive Director of OPARR and OPMA's Lobbyist, all in attendance sharing their wealth of knowledge in regards to State and Federal issues facing our industry. This was certainly an eye-opening meeting that all pest management professionals should be aware of and benefit from.

During the Winter Meeting, OPMA was able to double the size of our PAC (Political Action Committee) fund. This will be increasingly important over the next 22 months.

We raised nearly \$1,000 towards the OPMA's Past President's Scholarship Fund through our raffle ticket drive that awarded the lucky recipients a 32" Plasma Screen TV, 3G Kindle with WIFI, a TomTom GPS unit and a \$50 Speedway gift card. Thank you to J.T. Eaton & Company, Univar USA and Speedway SuperFleet for donating such generous prizes!

I had the distinct pleasure of awarding OPMA's first Lifetime Achievement Award to Tom Evans, formerly of Southern Mill Creek Products. It was a true honor to present this award to Tom and to be able to have his wife RoseAnn in attendance.

It was also special to have Tom Evans in attendance as he was able to present the Greater Cleveland Pest Control Association's "Tom Evans" Award to the deserving Belinda Jones, Executive Director of OPARR, principle at Capitol Consulting and OPMA's Lobbyist.

I was fortunate to catch Rich Kozlovich of Pest Management Incorporated by surprise as, unbeknownst to him; he was awarded "The Rock" Award. Rich truly has been and continues to be the rock of our organization. Through passion, dedication and tireless efforts, Rich continues to better OPMA and defend our industry. It is because of Rich we are able to craft and distribute our nationally recognized newsletters.

I hope you all enjoyed the 2010 Winter Meeting as much as I did. I look forward to seeing you again during the 2011 Summer Meeting. Wishing you a prosperous New Year!

Best Regards,

Andrew Christman

Immediate Past President, OPMA



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There are Many Issues we will be Following in 2011



Every year, a new Ohio Pest Management Association President sits in front of their lonely keyboard thinking about what should be said. The first thing that comes to my mind is to thank Andrew Christman and all of the OPMA Board of Directors for their work during 2010. With bed bugs and other issues, there was quite a lot covered during 2010. I want to thank all of you,

our members, for continuing to support the association during some tough economic times throughout Ohio.

My thoughts then wander to our future and to the needs of the association; we are a growing industry and we will continue to have issues we must address. We are made up of volunteers who work towards a professional representation of our industry. I know it is a big investment, but I would like to encourage those willing to take time to try to get involved in the running of the association. This investment of your time will benefit your company tremendously because you will learn about legislation on local and national levels that affect our businesses every day. You will also learn from peers that are not always competitors, and you can help those who have not yet attained the experience you have.

What will we be dealing with in 2011:

Bed bugs: As the bed bug situation throughout the country continues to grow, I am predicting the consumer outlook will change about pest control companies. We will be following the National Pest Management Association's lead on standards for bed bug treatments and acceptable practices when treating for bed bugs. Please take the time out of your schedule and make sure you stay up to date on the latest treatments and acceptable practices to insure Ohio doesn't become any more of a headline story for improper treatment or practices.

Ohio Schools Legislation: There will be a concerted effort to inform schools in Ohio about the new school regulations and IPM standards. They are two separate issues in Ohio, but many of the presentation programs I have reviewed appear to blend the two of these topics as one issue. Again, I urge you to stay on top of the Ohio law and insure you are following these requirements and educating your customers that are schools.

Ohio's budget: At this time, Ohio has a projected deficit of \$8 billion, and since our state laws mandate a balanced budget we can expect some serious changes to meet these requirements. Governor Kasich has already alluded that there will have to be some consolidation of government in order to cut expenses. This will surely affect all of us in some shape or form.

Ohio Department of Natural Resources issues:

There are a number of issues that are unclear (in the law) with regards to using toxicants in many circumstances with regards to rodents and moles in Ohio. We will be working with the state to obtain clarification in the law on these and other trapping issues.

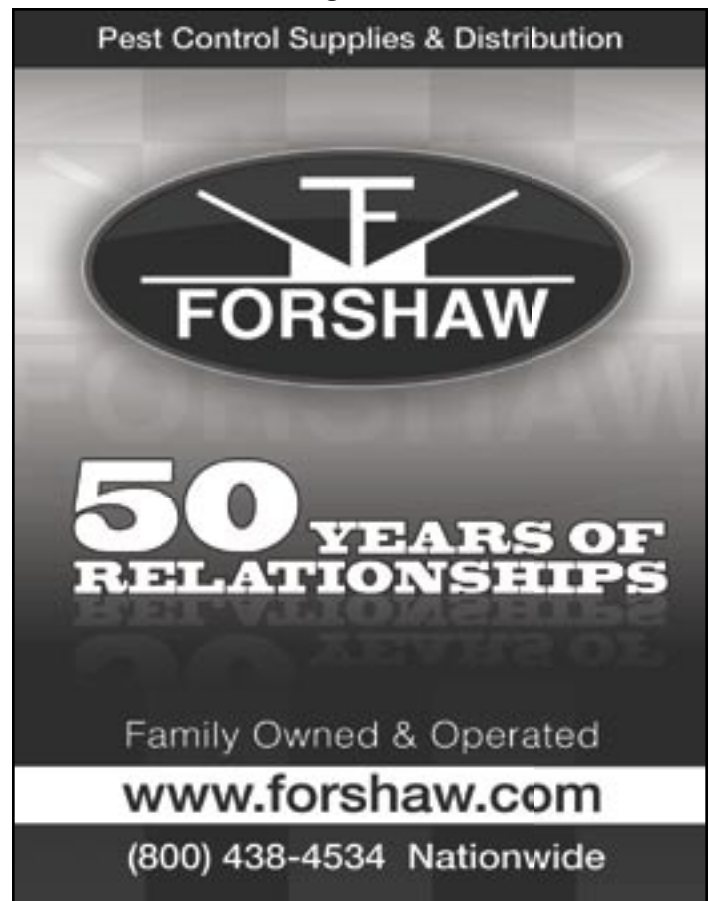
I would like to say this is about as brief of an overview as I could make on what we have ahead of us in 2011. Please consider how you might want to contribute your time to better the association. We all have unique skills and ties that can help out. If you are unsure about how you might be able to help, feel free to contact me at (513) 737-7783, or contact the Association office at (937) 424-3300 or info@ohiopma.org.

Thank you all for taking a minute to read about our future. I look forward to meeting more of you during the next year. As always, if you need help with an issue or just need to talk about business please call me; if I can't help, I will work to find you someone who can.

Sincerely,

Jeff Teague

President, Ohio Pest Management Association



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Spotlight on our New President: Jeff Teague of Responsible Services



Q. How long have you worked in the industry?

A. I have worked in the industry for over 20 years.

Q. How long have you owned Responsible Services?

A. I started Responsible Services in March of 2008, so not quite three years ago.

Q. Is it a family business?

A. No, it is not a family business, but I understand what it is like to work in a family business.

Q. What is your background?

A. I have pretty much grown up in the industry; my father has worked in the industry either for one of the national firms or for the company he owns today. I learned a lot through my experiences in a family business and wouldn't trade those experiences for anything – well, most of them at least! I have worked as a termite tech, pest tech, residential salesperson, commercial salesperson, branch manager and vice president of operations, so I understand the business from many perspectives. Currently, I see things from a small (start-up) business perspective, and I value resources and realize that how they are used is critical. When you have a brand built it is much easier to maintain it and fix it because people know who you are.

Q. How would you encourage members to get involved in our organization?

A. When you are doing your own thing it is hard to find time to serve, and I completely understand that. But getting involved in the industry can benefit you and your company in many ways. The landscape is always changing: whether it is the IPM issue in Ohio, or with the changes in the rodenticide labeling that are coming in 2011. As a business, you will be better prepared if you are involved and educated on what is going on and knowing when we will be facing it. With electronic resources available today and NPMA support, it is easier than ever to get assistance. There are many ways to get involved in the OPMA – from joining a committee to serving on the board of directors, or having some of your younger staff learn through our Future Pest Managers of Ohio group. I think that the thing I have learned the most from serving is perspective – there are many different perspectives within the organization, and sometimes we learn there are other ways to do things! This is huge – just ask anyone who knows me. I say this jokingly, because most of my colleagues would tell you I have only one perspective and that's mine. But as we age, we learn more about ourselves!

Q. Other thoughts?

A. I just would like to challenge our members to get involved, and offer my assistance – if I can help anyone in any way with their business to give me a call. My office can always find me 24/7 at (513) 737-7783.

Providing Health and Safety through Insect Elimination

Reprinted with permission from Healthcare News – November 2007

By Jay Lehr, Ph.D., Science Director for The Heartland Institute (lehr@heartland.org)

I live in a log home deep in the woods of Ohio. It is a beautiful place we must share with countless insidious insects that would threaten the very foundation of our home, its superstructure, and our personal health if we let them. Only our exterminator stands between that terrible outcome and the reality of our beautiful, sound home and the good health we enjoy.

I use the old-fashioned term “exterminator” because it far better describes and suits the people who protect our home and health than the more modern name most of those in the insect elimination business now use (and what a shame it is). “Pest management,” in my opinion, is a pathetic description of what they do.

A “pest” is a noisy child we wish to quiet down and remove from our presence.

We are not dealing with pests in our cabin—we are



dealing with vermin that willingly infect our bodies, our homes, and our food. They are far worse than simple pests. What exterminators do is provide health and safety through insect elimination.

Health Care Professionals

Exterminators are, in fact, in the health care industry as much as any medical doctor you know, and they need to explain this to their customers and the public at large. It is time for them to stop being on the defensive against environmental zealots who have poisoned the public

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Health & Safety (Continued from page 5)

mind toward the true health and safety that exterminators provide.

Environmental zealots have preached a form of chemophobia that has methodically cost us the use of the powerful weapons we previously had available against the vermin with which we do battle.

“Integrated Pest Management” is simply a fancy name for the common sense we all use in attempting first to reduce the potential of insect proliferation through simple physical sanitation techniques before using insecticides to finish the job. But the public has been hoodwinked into thinking such common-sense techniques without the use of chemicals can completely eliminate insects. In most cases, common-sense sanitation is not enough.

People Priority

I think every state pest management association should consider changing its name to the state “Insect Disease and Structural Damage Control Association.” Sure, it’s long, but it tells the real story.

We should find something shorter and equally effective if possible, but the industry needs to stop offering up the current wimpy title as cannon fodder for those who would eliminate them instead of the insects that threaten us.

These environmental zealots would rather stand up to protect the life of insect vermin than to protect the

human species which, deep down, they commonly loathe. I ask you, have you ever met a happy-go-lucky, upbeat environmental zealot?

Family Business

Exterminators are the good guys, not the bad guys the public too often believes them to be. The industry itself must change this. They must make an effort to spend time with customers explaining what they do and why they do it.

More often than not, people in the extermination business are defensive about their work and choose not to talk about it either on the job or in social situations. They need to explain to every customer how important the insect disease control industry is and why using their services is a very wise decision.

In social settings, exterminators should not shy away from discussions of what they do professionally, but instead enter into positive and aggressive educational discussions that will render friends and neighbors more knowledgeable about the industry’s importance and the role it plays in health care.

Will it change public attitudes overnight? Of course not. Can it change public attitudes within a generation? Or less? Absolutely.

After a decade of effort in educating everyone in their spheres of influence, the industry can make sure its work is as appreciated as it was decades ago.


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Interview with Dr. Jay Lehr, Defender of Our Industry

By Michelle Crawley, Editor of *The Standard*

Editor's Note: Carrying over the theme from our Winter Meeting, where we discussed the many current legislative issues out there and how we can get involved, the OPMA would like to highlight those working behind the scenes to defend our industry. Over the years, there have only been a handful of courageous people in science that have stood against the government, the green movement and the media. Dr. Jay Lehr is one of those people, placing scientific integrity over advancement. Here is his story.

Background

Jay H. Lehr., Ph.D., earned one of the nation's first Ph.D.'s in Environmental Science from the University of Arizona. He also holds a degree in Geological Engineering from Princeton. He began his career with the U.S. Geological Survey after serving in the U.S. Navy's Civil Engineering Corps in the Far East, rising to the rank of Lt. Commander. He founded and sold two education companies to Fortune 500 Corporations, and has written 19 books and over 900 journal articles in his fields of expertise. On 36 occasions he has testified in Congress to explain the realities of environmental issues as they relate to pending legislation, including having a hand in forming all the environmental legislation of the 1970s.



"We found threads of green in the conservation movement and in philosophical writings. The idea that the earth and nature is superior to man goes back a very long way"

Dr. Lehr is currently the science director with the Heartland Institute, a Libertarian think tank, where he has worked for the past 14 years. He is also president of Environmental Education Enterprises, which teaches advanced technology short courses for environmental professionals. Dr. Lehr is an avid cyclist, ice hockey defenseman, lacrosse goalie and nine-time Hawaiian Ironman finisher. He is also a serious skydiver, having completed over 1,200 jumps and has not missed a month of diving in 25 years.

I recently got to speak with Dr. Lehr to discuss how the environmental movement has changed over the years and where it is going. Following is that discussion.

Michelle Crawley (MC): Tell me about your past and your contribution to the building of the environmental movement.

Jay Lehr (JL): My Ph.D. is essentially in environmental

science, going back to 1962. It was a mix of water resources, agricultural economics, civil engineering, meteorology and other sciences. I created this degree at the University of Arizona, studying in seven different departments – all of which touched on environmental issues. In the late 1960s, I got involved in the formation of the U.S. EPA, and in the '70s was instrumental in the establishment of a safety net of environmental regulations. I had my hand in the writing of seven different pieces of legislation: the Water Pollution Control Act (which later became the Clean Water Act), the Clean Air Act, the Resource Conservation and Recovery Act (which dealt with waste disposal), the Safe Drinking Water Act, the Federal Insecticide, Rodenticide and Fungicide Act (FIRFA), the Superfund, and the Surface Mining and Reclamation Act. During this time, several of us had to teach environmental science to the Legislature and get them to pass different bills that would wake the public up to the need to maintain clean air, water, soil and groundwater, and to dispose of our waste in a more reasonable manner. During that decade we did a terrific job. However in the '80s that work was complete and then the pendulum swung. Environmental advocacy groups saw the environment as a way to promote big government and liberal ideas that reduced individual freedom, and threw a monkey wrench in the path of progress and capitalism. Quite frankly, the U.S. EPA has done nothing useful since 1980, and is, in my opinion, the worst agency today in the federal government and one that could be disbanded with no negative impact on the public. Each state has their own EPA and they do a good enough job that we really don't need the Feds anymore. I began to realize that everything was being taken to an extreme during the '80s and in 1991, I published a book called "Rational Readings on Environmental Concerns," where I contacted 50 different experts on various environmental issues and asked them if the government was handling their issues correctly or in an overbearing manner. All 50 of the scientists said things had gotten out of hand and there were distortions and mythologies creeping into their areas of environmental science. Each of them wrote a paper on this topic for the book, and it was a huge success. I focused attention in the '90s on the overbearing anti-progress that the environmental movement had taken on. Some years later, I began to realize that this concept wasn't really new, and one of my colleagues and I wrote a book where we actually traced the use of green over centuries. We found threads of green in the conservation movement and in philosophical writings. The idea that the earth and nature is superior to man goes back a very long way, and I've been writing about it now for the better part of 25 years.

MC: It takes courage to stand up to the government, green movement and media. Do you ever receive backlash for your views?

(Continued on page 8)

Jay Lehr (Continued from page 7)


JL: Yes, I have in the past, but I keep a low profile working mostly through the Heartland Institute. I was very unpopular decades ago in the halls of government, but am off their radar screen now. The Heartland Institute gets the brunt of any backlash. The Heartland Institute was started 26 years ago by Joseph Bast, who today remains its president. It's a free market think tank – a Libertarian organization. Essentially, it tries to increase individual freedom and decrease the government's role in people's lives. It began by being heavily involved in the environmental area, but now is equally strong in school reform, health care, acts and budget issues, insurance issues and information technology. The organization puts out seven different monthly publications free to all state-elected officials—including 8,000 state representatives and senators, and the mayors and city councils of the 342 largest cities in America. Our aim is to give them objective info to assist them in making good decisions in their votes. We do no lobbying, and we don't get involved politically; we just present factual info in a newspaper format. We don't editorialize, but just present the info that will help plain folks make the decisions that govern much of our lives. Everything also gets sent to the federal government (the

House and Senate), but has less impact there than at the state level, which is looking for help. We do a survey each year and find that 76 percent of our recipients read one or more of our publications, and that nearly half of them make decisions or votes based on them. We are not as big as The CATO Institute or The Heritage Foundation, but think we are just as effective.

MC: You helped to draft the environmental legislation in the 1970s – how does it make you feel now that, as you say, things have been taken to the extreme?

JL: I spend half my time on the road speaking to groups and open my speeches saying "I'm here doing penance for the things I did back in the '70s." What I did in the '70s really was necessary, because people didn't realize that what they were doing was fouling the environment. It was an education process. I did write a piece shortly after that time, recognizing that the debate over the legislation is generally more useful than the legislation itself. I explained that once the debate is over, we almost don't need the bill itself because we've already awakened the public to the need for voluntary action. But I wasn't aware of that as I was working on all this legislation in the '70s. I joke about doing penance, but I was openly part of the problem – I strengthened the environmental movement. As soon as I realized what was

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happening, I changed sides. I suppose to a certain extent I do regret helping to form the U.S. EPA, but it would've likely happened without me. At the time, I was probably one of the six strongest voices in Washington promoting it. Now I spend most of my time trying to thwart it, or at the very least educate the public to what a negative impact it had.

MC: You have said in your speeches that science follows the government money. How does science following government money have an impact?

JL: Yes, science is following the government money, and it's a problem in all industries. We've totally distorted science, not all of it, but certainly at the university level. They know they have to say what the government wants to hear in the grant proposal process in order to get their money. The U.S. EPA rules the roost, and if they're not out to prove or say bad things about chemicals of all kinds, they won't likely get the money. This is all driven by the environmental advocacy groups that control the U.S. EPA today. It's a horrible thing, and what it has done to science mostly at the academic level is bad. But the U.S. EPA's goal is to remove every useful chemical from the environment. They are driven by environmental advocacy groups, who are basically Socialists wanting to destroy capitalism and progress and make us a weaker nation. It's hard to understand their motivation but they are an unhappy bunch. Over time, I'm somewhat confident and hope that the new Congressional administration coming in will right the ship somewhat.

“. . . we need to be more of an activist, and by being an activist I don't mean standing on the street corner yelling, but talking to our friends about these things whenever we can.”

MC: Do you see this getting any better in the future, or do you see the green movement getting more out of control. And will the younger generation take action?

JL: I'm a total optimist. I think people are waking up. We've tilted the tide on global warming over the past few years, which is a total fraud, and most people on the street are now skeptical of the global warming delusion. The "green fatigue" (as your colleague Rich Kozlovich calls it) is also evidence of that. But we need to be more of an activist, and by being an activist I don't mean standing on the street corner yelling, but talking to our friends about these things whenever we can. We need to spread the word to people that trust us that they are being hoodwinked by all the fear mongering. I am seeing improvement, and am optimistic that it will get better and not worse. Until I learn differently, I think that the shifting of the Congress will slow the U.S. EPA down. Equally important is that we get rid of this President in two years and find someone that is more an advocate for our side. I'm an optimist – I couldn't

(Continued on page 10)



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Jay Lehr (Continued from page 9)

get up everyday and fight the battle if I weren't. And I preach optimism because it pays – both negativism and optimism are self-fulfilling prophecies.

MC: You knew Norman Bourlaug, the Father of the Green Revolution. Could he have done his work today, winning the Nobel Prize for his work developing a strain of disease ridden dwarf wheat and defending the use of DDT to control malaria, with all of the current restrictions from the U.S. EPA and the FDA?

JL: Yes, he won the Nobel Prize in 1970 for increasing world peace through his work increasing the food supply. We shared many stages together and were involved in many projects together, and he was an outstanding human being. He defended the use of DDT to control malaria. It's sad – Rachel Carson did more harm than Stalin or Hitler – and it was unintended – she meant well – but her book "Silent Spring" was a horrible piece of journalism, and was a spring board for the environmental activists to spread their lies. I think that today Bourlaug could have still done his work, but it would have been slowed down. The U.S. Department of Agriculture and U.S. EPA are starting to impede more genetically modified crops today than they did a couple years ago. The new head of U.S. Agriculture is the worst we've ever had, and we have the worst head of the EPA we've ever had. I think both are doing horrible damage. I'm hoping a new administration in two years will change that.

MC: How do we compare to other countries – are we being limited in our producing innovations?

JL: Other countries are as green or greener than us. It's the worst in the Socialist countries of Europe. "Green" is also smartly used as trade barriers—keeping our grains out of their countries because they are genetically modified. But we're better than many countries at the energy level. In my opinion, supporting solar and wind energy is stupid. The lack of density means it can never be of any value in supplying the world with a significant percentage of their electric power, but our government is promoting it and giving it subsidies. But this is even worse in other countries. But again, I think we'll see a slowing there. Biofuel makes more sense than wind and solar, but not a lot of sense. I think the government will one day – maybe in 10 years – stop subsidizing them. You have to realize that these industries would not even exist without the subsidies. A lot of people will get rich at the expense of the public.

MC: What do you think is the best way to fuel our country?

JL: We are the Saudi Arabia of coal and natural gas. We probably have 200 more years of oil left. So there is no energy problem at all – there is a political problem and an imagined environmental problem. We'll be using fossil

fuels for our lifetime, and then I think the world will convert to nuclear energy within 100 years. But there is no energy problem - it is a myth. We'll wake up to that, too.

MC: Any thoughts for our industry?

JL: I follow your industry and I lecture to many pesticide groups that they must explain that they are in the healthcare business. Because you're all about healthcare. You're vilified as the bad guys when, in fact, you are the good guys. I know that the average pesticide applicator won't tell people at a party what they do for a living; they keep a low profile. I think that the pesticide applicator is one of the most important parts of American healthcare. You need to better explain the hazards of vermin and the importance of eliminating them, and you must explain that you'd never over-use these expensive chemicals. You already have every incentive to use only what is needed to protect public health and destroy the vermin that invade and destroy homes and create health hazards. In the pesticide business the government is taking away your tools and foisting on you this integrated pest management program that basically says you'll do everything you can before using a chemical. But isn't there already

the incentive to do this? Everything else is cheaper than the chemicals. That's common sense. But the program of IPM has two sides to it – it is pushed by environmental advocacy groups to eliminate the use

of chemicals. And in so doing, has a negative impact on human health. But it's also promoted by other groups to put the industry on the defensive. So we need to look at IPM as something that is common sense and obvious, but it can never replace the use of chemicals. The industry has to be more proactive, less shy and convince the public that they're in the healthcare business.

MC: Is there any advice you'd give our readers about pursuing what's right in this green movement?

JL: I think people have to be more vocal, and need to realize they don't have to be scientist and don't have to explain technical things. Just talk plainly to people you trust and tell them not to buy into the fear mongering. When dealing with friends, neighbors and colleagues that trust your judgment, you just have to plant seeds of doubt. Fear mongering sells the news – it's all people read, hear and see in conventional media – "if it bleeds, it leads." So if you're in communication with people you have respect for and if they respect you, tell them not to buy into this fear mongering. Recognize that over the last decades our life expectancy has increased, our general health has improved, and our environment has improved – so we're obviously doing a lot of things right. Say that you don't believe in this negative stuff. Doing that has an impact on people.

MC: What are your plans in the future?

(Continued on page 13)

Governor Strickland Makes another Appeal to the U.S. EPA

The Feds are considering allowing use of an insecticide against bed bugs in some senior citizen residential centers, but former Governor Ted Strickland said that's not enough. The following letter was sent from former Governor Strickland's office to Lisa Jackson of the U.S. EPA on December 27, 2010 (and so far the U.S. EPA has not responded) . . .

The Honorable Lisa Jackson
 Administrator, U.S. Environmental Protection Agency
 Ariel Rios Building
 1200 Pennsylvania Avenue, N.W.
 Washington, D.C. 20460

Dear Administrator Jackson,

As the bed bug infestation worsens in Ohio, I am again writing to ask the U.S. EPA to approve the Ohio Department of Agriculture's (ODA) Section 18 request to allow for the use of Propoxur. I understand that the U.S. EPA has proposed allowing a limited, one-time use treatment for managed multiple-unit facilities where senior citizens reside. On behalf of those struggling to rid their homes and belongings of these terrible pests, I strongly urge you to reconsider allowing the use of Propoxur in all residential areas in order to adequately

address this crisis.

Your agency is currently allowing existing stocks of Propoxur to be used in residential settings. It does not seem reasonable that the U.S. EPA can legitimately refuse the ODA's Section 18 request while continuing to allow this product to be used in residences, specifically where young children and elderly reside, if the product poses a significant threat.

I, too, want to protect Ohio's citizens. If it can be determined that Propoxur does actually create an unacceptable risk, then Ohio will immediately rescind its Section 18 request. There could be benefit to U.S. EPA's current offer to move forward in such a limited manner only if the U.S. EPA would commit to gathering data after treatment to further consider our Section 18 request. Otherwise, the proposal does nothing for the core problem—large reservoirs of bed bugs in residential settings. In fact, infestations within senior living facilities are likely caused by employees or visitors bringing bed bugs from home into the facilities. In essence, the U.S. EPA's proposal would inadequately treat one small extension of the problem rather than the root.

The ODA has repeatedly invited the U.S. EPA to come to

(Continued on page 13)

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Jay Lehr (Continued from page 10)

JL: I plan to work every day of my life. I love what I do, and have the opportunity to travel North America almost every week and speak to large audiences, and, while I am preaching to choirs, I try to make everyone in the audience a choir master. My goal is to create activists and make everyone in every industry I talk to recognize that part of the rent they pay for being in their own industry is to spend a few minutes every week setting the record straight. Because if they don't do it, who is going to do it for them? So I plan to continue writing articles and books and giving lectures forever. I love what I do. It's a very rewarding job and it's a never-ending battle. And I try to explain to people that this is the way the world has always been. It's very frustrating when you are in a business like pest management that you can't apply 100 percent of your time solving real problems – that you have to fight negative, false information. But that is how it has always been – it's the classic battle of good versus evil. At every level this exists, no matter what the industry – you always have to fight a rear battle to keep moving forward. I like to tell people to be less frustrated about it – do the best you can every day, and go home to an environment where you have more control, and can recharge your batteries and go back and fight the next day. That's what I do, and find it incredibly rewarding if I can have an impact on people on a weekly basis. I feel I'm doing the best I can, and love what I do.

Strickland Letter (Continued from page 11)

Ohio to conduct live sampling in residential settings where Propoxur is currently being applied. The ODA has also offered to take the samples and conduct testing to assist the U.S. EPA so accurate, scientific decision may be made. To date, the U.S. EPA has not responded to these offers, nor has the U.S. EPA gathered sufficient data on its own to scientifically preclude the use of Propoxur but instead continues to rely on non-laboratory-based assumptions while our citizens continue to suffer.

To make matters more confusing, the ODA discovered a separate label for Propoxur that was approved by the U.S. EPA in April 2010 that is far broader than U.S. EPA's limited-use proposal. Under the label approved in April, the product may be used by the general public, in managed multiple-unit facilities where senior citizens reside, would not have to be used by a licensed pesticide applicator and would not be limited to one-time use. I am disappointed that the U.S. EPA would fail to mention this label to anyone in Ohio while these discussions were taking place over the last nine months.

I urge you to reconsider our request and to work with Ohio to find a real solution to this serious public health problem.

Sincerely,

Ted Strickland
Governor, State of Ohio

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Attention Students

Deadlines are Coming Up to Apply for Scholarships

The Ohio State University Scholarship Fund

This scholarship will have a deadline of February 15 every year going forward. One or more merit scholarships or fellowships shall be provided to, in order of preference:

- Employees and/or family members of OPMA member firms who wish to attend the OSU College of Food, Agriculture and Environmental Sciences or College of Biological Sciences and/or are interested in the field of urban pest management or structural pest control as a career.
- Employees and/or family members of OPMA member firms who wish to attend any other OSU College not food, agriculture and environmental biological sciences.
- Qualified students not employees or family members of an OPMA member firm who wish to attend the OSU College of Food, Agriculture and Environmental Sciences or College of Biological Sciences and are interested in the field of urban pest management or structural pest control as a career.

To be considered for this scholarship, apply online at www.ohiopma.org.

OPMA Past President's Scholarship Fund Application Deadline: February 28, 2011

The OPMA Past President's Scholarship Fund is available to owners, immediate family members, employees, sons or daughters of employees or employees' spouses of an OPMA member firm. The university or college of the student's choice must be based in the United States and preference will be given to students that have an interest in pursuing a career in urban pest management or structural pest management. Second preference will be given to all other majors.

Applicants must have a minimum cumulative GPA of 2.5 with transcripts required for verification and all applicants must be full-time students of the university or college of choice. Awards are limited to one per student per calendar year.

Go to www.ohiopma.org for a downloadable application.

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Please Join Us for Legislative Day – March 13-15, 2011

Renaissance Mayflower Hotel – Washington, D.C.

This spring, pest management professionals across the country will converge on Capitol Hill to increase awareness among their Congressional representatives of the value of the \$6B pest management industry in battling public health and safety issues.

It is more important than ever for you to be actively involved in guiding your industry's future.

Invited speakers include:

- Speaker of the House, John Boehner (R-OH),
- Representative Bob Dold (R-IL)
- Lisa Jackson, Administrator of the EPA
- Karl Rove, Former Deputy Chief of Staff and Senior Advisor to President George W. Bush

Educational Program

With three distinct tracks, Legislative Day offers a focused educational program on key topics that impact your business:

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- Bed Bug Policy Update: New Legislation That Can Impact Your Business
- Bed Bug Research Update



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Technical Track

- Emerging Pest Update: Stink Bugs
- Fleas: The Return of a Time-Honored Foe
- Challenges Facing Fumigators

Sales and Marketing Track

- Tips for Joining the Conversation
- Marketing for Emerging Pests

There will be many meetings and educational events. Below are some of the issues to be addressed:

Clean Water Act - Starting in April 2011, Clean Water Act (CWA) permits will be required for certain types of pesticide applications including mosquito treatments and aquatic weed work. While a relatively small number of PMPs are likely to be captured by the permit requirements it will be costly and a bureaucratic nightmare for those that are subject to the permit. Legislation delaying the requirement or altogether exempting pesticide applications from CWA permitting requirement is likely to be received some consideration between now and early April.

Endangered Species Act - Activist groups continue to undermine the pesticide registration process via legal challenges lodged under the Endangered Species Act. These suits threaten the future availability of many valuable pesticide products. The pest management industry will continue working closely with the pesticide manufacturers and other affected stakeholders to represent the industry and defend the future use of threatened pesticides

Bed Bug Legislation - With the recent Congressional Bed Bug Forum last fall, we anticipate that Members of Congress will consider holding oversight hearings and writing comprehensive bed bug legislation, focusing on research funding, grants for providing bed bug services, and other bed bug related issues.

Accommodations

Legislative Day 2011 is being held downtown in the heart of Washington, D.C. at the Renaissance Mayflower Hotel, located near the White House and three metro subway lines, providing easy access to all points in the city.

To reserve your hotel room, call (202) 347-3000 by February 18, 2011 and mention "NPMA" to receive the group rate of \$275 per night. After February 18, rooms and the group rate and subject to availability.

Registration

When you get registered, NPMA will contact your U.S. Senators to request an appointment between 10 a.m. and 4 p.m. on Tuesday, March 15. Please set up an appointment directly with your House member.

To register for the event itself, go online to <https://www.npmapestworld.org/commerce/legislativeDay2011/>.

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