

The Standard



Volume 51, Number 2

The Voice of the Ohio Pest Control Industry

Spring 2011

This issue is dedicated to the memory of our friend, lifetime OPMA member and industry champion, Tom Evans.
See obituary on page 13 of this issue.

Legislative Day 2011

OPMA Members Teamed Up to Pursue the Issues Facing our Industry

By Michelle Crawley

Twenty-three dedicated OPMA members attended Legislative Day in Washington, D.C. on March 13-15, 2011. According to attendees, there were two important issues that participants focused on during their time on the Capitol Hill – National Pollutant Discharge Elimination System (NPDES) permitting and, of course, BED BUGS!

Bed bugs

“Bed bugs are the primary buzz throughout the industry at this point,” said Hank Althaus, Jr., general manager of Scherzinger Pest Control and attendee at Legislative Day. “As a result, a large part of the discussion was targeted toward that subject.”

Specifically, OPMA members focused on House Resolution 967 – the Bed bugs Management, Prevention and Research Act of 2011 – authored by Jean Schmidt (R-OH). H.R. 967 calls for:

- Federal bed bug research funding.
- Efficacy testing for minimum risk pesticides to protect consumers from purchasing products that are ineffective against bed bugs.
- Adding Quality of Life criteria to EPA risk assessment procedures when registering a public health pesticide.
- Establishing a bed bug prevention and mitigation pilot program to provide subsidized treatments for fixed/low income families.

“There was a fair amount of discussion about this work. It contains a comprehensive look at the various methods of bed bug detection and control and provides ‘best practices’ that should be followed by PMPs,” said Althaus. “There is also a consumer version that puts most of the information in layman’s terms.”

Althaus said there were also several other meetings that OPMA members attended regarding the Bed Bug Best Practices Standard developed by the Blue Ribbon Bed Bug



Photos courtesy of UNIVAR USA.

Back Row: Eric Scherzinger, Unknown, Lonnie Alonso, Andrew Alonso, Ron Belknap, Brian Alonso, Hank Althaus, Mike Grace, Jeff Teague.

Front Row: William Kirchner, Cindy Belknap, Rep. Jean Schmidt, Susan Jones, Brian Beining.

Committee organized by NPMA.

Mike Grace, owner of TNT Exterminating and OPMA Legislative Chair, said that for many of our members, bed bugs have been on the radar for a while and are getting worse, so this subject is definitely garnering attention.

“At the OPMA, we’re focusing on this issue, and we’re trying to help all of our members (and even non-members) by bringing attention to the subject so everyone will benefit,” he said.

Pesticides and Permitting

The other topic of interest for OPMA members who attended Legislative Day was H.R. 872 – the Reducing Regulatory Burdens Act of 2011. This bill seeks to clarify

(Continued on page 5)



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.

May 18, 2011

NPMA Bed Bug Workshop

Doubletree Suites
6300 E. Kemper Road
Sharonville, OH 45241-2364

July 14-16, 2011

OPMA Summer Meeting

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

July 21-23, 2011

NPMA Academy

Westin Kierland Resort
15620 North Clubgate Drive
Scottsdale, AZ 85254

September 15, 2011

OPMA Training School

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

October 19-22, 2011

Pestworld 2011

Hilton New Orleans Riverside
2 Poydras Street
New Orleans, LA 70140

December 5-6, 2011

OPMA Winter Meeting & Training School

Crowne Plaza Columbus North
6500 Doubletree Avenue
Columbus, OH 43229

NPMA Launches New Pest Guide App

Professional Pest Control at Your Fingertips

The National Pest Management Association (NPMA) is pleased to announce the availability of a brand new smart phone application—the NPMA Pest Guide.

The Pest Guide app provides users access to a comprehensive electronic pest database that allows users to search over 200 detailed descriptions of pests. In addition, the interactive Pest Guide allows users to enlarge pictures to show consumers, overlay multiple images and record a detailed history of findings per each account.



FEATURES INCLUDE:

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CALENDAR SYSTEM

Manage your appointments and upcoming events in the integrated calendar system.

COMPANION WEB SITE

By purchasing this application, you have access to the companion website, allowing you desktop access to the Pest Guide. Utilizing the companion website will give you the ability to upload photos that may only exist on your PC or Mac hard drive.

The app is available for \$39.99 to iPad and iPhone users at Apple's App Store. A Droid version will become available shortly.

Congratulations to Bayer's Scott Broaddus

Congratulations to Scott Broaddus, area sales manager at Bayer, on winning the outstanding sales award for the company's professional pest division. Scott has worked at Bayer for the past four years, and is responsible for the Ohio, Kentucky, Indiana and Michigan territories. He also covers some area in the Western U.S.

Take Time to Educate Yourself on the Issues Facing Our Industry



Each time I sit down to write the president's column, I try to think about what our members should understand about things that this association does for each of us, and the ways that we can help each other out. First, I would like to give a round of applause to those who worked with representatives of Congress on Legislative Day issues. Soon after our visit, House Resolution 872

- The Reducing Regulatory Burdens Act of 2011- passed the U.S. House of Representatives with flying colors, and it looks like there will be a Senate bill to marry with it. At Legislative Day, we had a perfect opportunity to ask our representatives to do the right thing and to avoid adding extra burdens on how we do business. Because of the opportunities we had to meet with these representatives, and because your support, we were able to get this bill moving forward. The bill itself will not be explained in this column, but I hope that all of you will take a few minutes to Google it or read the article on page 9 in this issue, so that

you understand what we are facing as an industry without it.

We still have the issue of Propoxur being batted between Ohio and the EPA, with no clear resolution at this point. I know that everyone is busy, but this is an issue for most of us, so please take the time to understand it and other topics facing our industry each day.

On another note, the OPMA Summer Meeting is coming soon! It will be July 15-16, 2011. We will be staying at an Embassy Suites Hotel, close to the Columbus Zoo. This will be a great opportunity to take a break with your families for a few days and enjoy the zoo, waterpark, golf course and to spend some time with friends in the industry. I know I am looking forward to the event this year with my family, as I have a six-year-old son who loves the zoo and water.

For OPMA businesses with young supervisors or with family members coming up in the industry, please remember we have a group called Future Pest Managers of Ohio (FPMO), and they can help you out. FPMO members network and learn from each other while running their association. Getting involved here is a great opportunity to experience new things outside of the confines of a single business, and it is a great way to learn from colleagues throughout the state and build upon experience in the industry.

As far as health care - would there be any interest in the association looking for avenues to deal with group purchasing of health care in Ohio? This would gradually assist us as the health care law changes. We would like to gauge interest as to whether you think that this would help your business? Please contact the OPMA offices to let us know if you would like us to pursue this call (937) 424-3300 or e-mail us at info@ohiopma.org.

In closing, I want to personally remind you that when you are in the thick of the spring/summer season and are running yourself ragged, that there is no more important time spent than with your family. If at all possible, don't miss that game your kids are counting on you to attend. Schedule yourself smart, and invest your time wisely - because when you run out of time, I am sure your headstone won't read, "Made every after-hours call on time, but missed out on so much!" Work smart, not hard! Have a good spring everyone!

Sincerely,

Jeff Teague

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Legislative Day (continued from page 1)

that pesticides registered and regulated under FIFRA are not subject to the restrictions of the Clean Water Act. This is vitally important when controlling mosquitoes, but also significantly impacts the management and control of a variety of water borne and near-water organisms and plants.

Grace says this NPDES permitting issue is something that is even bigger than the pest management industry, as it touches agriculture and other industries. “It affects the Clean Water Act but in my opinion doesn’t correct anything, which is why our industry is so adamantly opposed to it,” he said. “We are supporting the bill to limit the permitting process and to correct the legislation so that it is more favorable to our industry. As PMPs we’re getting an audience on this issue, our voices are being heard, and we’ve already had an impact for our members in a positive way.”

Althaus agreed, “We had great traction on H.R. 872 in our meetings on the Hill. In fact, the day after our visits, the bill moved from the Transportation & Infrastructure Committee to the full House. While I cannot say that we impacted the timeline, it was our understanding that it wasn’t due to be considered for another couple of days. That bill has since successfully passed the U.S. House of Representatives and now goes on to the Senate.”

Strength Comes in Numbers

Each OPMA member met with several congressmen, including Congresswoman Jean Schmidt, Representative Betty Sutton, Congressman Steve Cabot, Congressman Bob



Gibbs, Congressman Steve LaTourette, Representative Marcy Kaptur, Congresswoman Marcia Fudge, Senator Sherrod Brown, Senator Rob Portman and Speaker Boehner’s chief legislative assistant (just to name a few). All attendees said that by having more OPMA members in attendance, and from all areas of the state, we could greatly expand our reach and impact.

“We got to see a fairly large number of representatives, but certainly not all of the Ohio Representatives,” said Althaus. “We just didn’t have the manpower and time to get to everyone. But it’s important moving forward that we get in front of all of our Congressmen and women to make sure they understand the issues facing our industry and how those things can impact their constituents. It’s good to remember that besides representing our industry, Legislative Day is a wonderful opportunity to network with other PMPs, both from Ohio as well as the rest of the country.”



Grace agreed, and said that while we definitely made a difference, a larger group certainly would certainly carry more weight.

“There was definitely an impact from our

members meeting with these representatives, said Grace. “But a disadvantage is when you go to meet with someone who isn’t your representative—they want to meet with their constituents, or the people that will be voting for them. That really makes a difference to them. It’s nice to have 50 OPMA members from Cleveland attend, but it’s even better to have people from every Ohio district in attendance.”

Lonnie Alonso of Columbus Pest Control agreed. “Our members should keep abreast of what is going on and continue to contact their reps on these issues. And they should begin to make plans to attend Legislative Day next year. The reality is that none of these issues ever go away, they just change. There is always some kind of legislation going on that we need to be involved in. Locally, members can attend fundraisers and contribute to the OPMA and NPMA PACs so that the funds can be used to support people on both sides of the aisle that view the world the way that we do in our industry.”

Most OPMA members in attendance remain optimistic that these issues will move forward. “We have a very favorable Legislature right now,” said Grace. “They’re very receptive and want to listen. Given the economy and national debt, the mood on the Hill is certainly ‘don’t spend money’ – so if we can come with a message or a way that will help the public without spending money, that is important. And the fact is that we had that message—nothing that we asked for requires additional expenditure.”

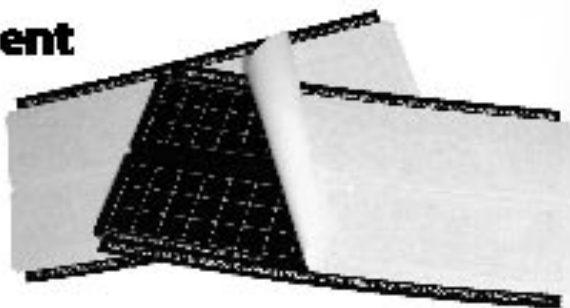
Alonso said, “Attending Legislative Day is a way for all of us to be involved in the political process - one that we have the freedom and the right to be involved in and that we should exercise it. Whether we are or are not involved, we know that are opponents are. That should create a heightened awareness for all of us to be more involved, not only in attending the meetings but contributing to PACs and being involved in things that support our industry and our livelihood.”

Grace said he has been attending Legislative Day off and on since 1991, and that the OPMA has been going for 24 years. He said it is vital to our industry as a whole that we follow the legislation that affects our members. “Politics are being a bigger and bigger part of how we’re doing business these days,” he said. “You need to be engaged, have a rapport with your Representatives in Congress and contribute your time and money. If you can’t drive to D.C. you can have the same impact by picking up the phone and calling your district office.”

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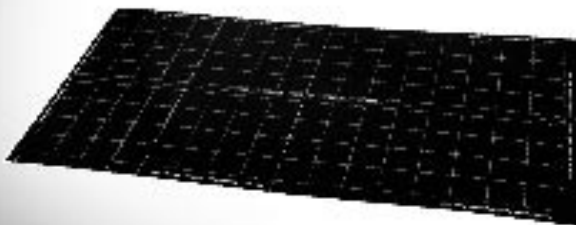
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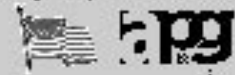
909 Universal Fly Board



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Join us for the OPMA Summer Meeting

Mark your calendars for July 15-16, 2011, to join your pest management colleagues for the OPMA Summer Meeting. The weekend will begin on Friday, July 15th with a Board of Directors Meeting, followed by a membership meeting. Family time will take place from noon to 6 p.m. at the Columbus Zoo and will include a luncheon and animal show, with time to walk around the zoo. This will be followed by a social hour and networking with vendors back at the hotel, before the Dinner and PAC auction. At the social hour, vendors are invited to set up their display for the reception and dinner.

Saturday, July 16th will have an optional morning golf outing at the Safari Golf Club located at the Columbus Zoo, and then an optional family fun day at Zoombezi Bay waterpark.

Registration fees include the family fun time at Columbus Zoo, the social hour, dinner, presentations and vendor interaction. The optional golf outing and Zoombezi Bay are separate fees.



Hotel accommodations are at the contemporary, yet comfortable Embassy Suites Columbus hotel in Dublin. The OPMA has negotiated a special sleeping room rate of \$129.99, plus applicable taxes. Included in your room rate are free parking, complimentary cooked to order breakfast each morning, and a complimentary manager's reception each evening. Make your reservation by June 23rd by calling the hotel at (614) 790-9000.

Details on all aspects of the OPMA Summer Meeting can be found on the OPMA website at <http://www.ohiopma.org/2011summermeeting/details>.

The vendor registration form can also be found there for those vendors who are interested in participating. We are looking for sponsorships for both the luncheon and dinner on Friday as well as the golf outing

on Saturday. You may also call the OPMA offices for information at (937) 424-3300.

See you in July!



What does the PAC Fund do for you?

By Patrick Boland, A.C.E., Scherzinger Corporation

An OPMA PAC Fund helps all of Ohio businesses, and a rising tide lifts all boats. How many of us appreciate the value of, and understand what a PAC Fund is? Actually quite a few!

First, let's describe what the PAC Fund is. PAC stands for Political Action Committee. Money contributed to this fund is completely on a voluntary basis and is used towards electing legislators who have views that will benefit Ohio businesses and our industry in particular. It is a non-profit political structure that is not affiliated with any political party. PAC money is used to put in (and keep in) political office in Ohio those who are friendly to our industry and business in general.

Because of term limits, we have the opportunity to educate new legislators on what we do and why we do it, and show them how our work benefits society. Issues involving pesticides may not be where their personal knowledge and experience lies; so they need our expertise to advise them. If they don't know about us, they can't call on us.

Going forward into 2011, our industry needs to continue to

have friends in Columbus hearing our voice. With a change in power in the General Assembly and the Governor's Office, OPMA must continue our efforts and support those in political office that will help our industry and small business.

In recent years, there have been legislators who have stepped up and took a principled stands on issues that impacted Ohio businesses. Sometimes issues have impacted the professional application industries and sometimes they have not; but we all still benefited from these principled actions. These are the legislators we wish to support. PAC Funds are all about supporting those who deserve our support.

Even though OPMA's PAC Fund is extremely important to continue to support these friends in the Ohio Senate and General Assembly, we should not just rely on the PAC Fund for political strength. We need to continue to get out and vote in elections for these allies. To contribute to the PAC Fund, please contact the OPMA office at (937) 424-3300 or go to www.ohiopma.org and click "Donate."



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NPMA Announces Women of Excellence Award

The National Pest Management Association (NPMA) announced today a call for nominations for NPMA's Women of Excellence Award, presented by Orkin. This is the third year the NPMA will recognize women who advance the pest management industry every day, in every way. Nominations are open and may be submitted online at www.npmapestworld.org/woe2011.cfm by no later than May 31. Self-nominations will be accepted.



"NPMA is proud to provide a forum through the Women of Excellence Award to honor women who are creating significant and lasting impacts upon the industry. This is the premier recognition program for professional women in pest management, those whose legacies will be forever felt," said Rob Lederer, executive vice president for NPMA.

The international honor is open to women throughout the pest management industry. Deserving candidates who demonstrate outstanding leadership and make notable contributions to the development and growth of the profession and to other women are encouraged to apply.

Nomination criteria:

An eligible nominee meets the following criteria:

- Works in the pest control industry (pest control operator, manufacturer, researcher)
- Demonstrates leadership in her professional career
- Makes notable contributions to the good of her profession
- Helps other women succeed in the industry

The winner of NPMA's Women of Excellence Award will be chosen by an independent judges' panel comprised of professionals with diverse backgrounds. The judges are Karie Keown, 2010 Women of Excellence Award recipient; Rob Lederer, NPMA; Laura Simpson, Dugas Pest Control; Jodi Dorsch, PCT Magazine; and Barbara Thorne, Department of Entomology of the University of Maryland.

The award recipient will be notified in July and formally announced at a special award presentation during PestWorld 2011, Oct. 19-22 in New Orleans.

"We are proud to celebrate women who have made significant strides to advance their companies, their colleagues and the pest control profession overall," said John Wilson, president of Orkin USA, the presenting sponsor of the annual award.

For more information about the NPMA Women of Excellence Award, please visit www.npmapestworld.org/woe2011.cfm or contact Dominique Stumpf at dstumpf@pestworld.org (703) 352-6762.

H.R. 872 Passes U.S. House by a Vote of 292-134

House Resolution 872 (H.R. 872) – The Reducing Regulatory Burdens Act of 2011 – recently passed the U.S. House of Representatives by an overwhelming, bi-partisan majority of 292-134. The purpose of this legislation is to amend the Federal Insecticide, Fungicide, and Rodenticide Act and the Federal Water Pollution Control Act to clarify Congressional intent regarding the regulation of the use of pesticides in or near navigable waters, and for other purposes.

Fifty-seven Democrats joined 235 Republicans in voting for this important bill, which was sponsored by Rep. Bob Gibbs (R-OH18). Once fully passed and signed into law, this bill will protect the public from insect-borne diseases, protect our environment from harmful invasive species and reduce regulatory burdens on businesses by ending the threat of a duplicative permit process for pesticides applications.

This hurdle could not have been done without your help. However the work is not over. This bill still needs to be passed by the Senate and signed into law. Both of those tasks will be much harder to complete. Continue to watch for updates as this bill moves toward becoming law.

2011 OPMA Board of Directors

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The SuperFleet program is a benefit for OPMA members. Visit www.superfleet.net to watch a video presentation. For an application go to www.ohiopma.org or contact Rick Prebles for more information at (513) 360-0999 or rjprebles@ssallc.com.

1099 Repeal Signed Into Law

On April 5, 2011, The Senate Passed a 1099 Repeal with a vote of 87-12 and sent the bill to the White House for signage. President Obama signed the bill into law on April 14, 2011.

Many of our members were opposed to the new 1099 rule, which added extra burden, time and cost of doing business. The provision that would have required businesses to issue IRS Form 1099s to any individual or corporation from which they buy more than \$600 in goods and services in a tax year.

According to research by the U.S. Small Business Administration's Office of Advocacy, the cost of complying with federal regulations totals more than \$1.1 trillion. That equates to an annual cost of \$10,585 per employee for firms with fewer than 20 employees. This burden is disproportionately harsh on small businesses. The SBA research shows that small firms shoulder 36 percent more regulatory compliance costs than their larger business competitors.

BWC Safety Requirement for Grouped Public Employers

The Bureau of Workers' Compensation requires that all policies in the January 1, 2011 Group Rating Program or Group Retrospective Rating Program who had a claim within the two preceding calendar years are required to attend two hours of safety training by December 31, 2011.

The Frank Gates Service Company will notify all impacted participants in the Programs administered by Frank Gates – when the list is released by the BWC. If your entity had one or more claims during calendar years 2009 or 2010, and your company participates in one of the January 1, 2011 Programs, the BWC has indicated that you must meet the safety training requirement. Below you will find multiple opportunities offered by Frank Gates/Avizent around the state to help fulfill the requirement:

2 Hour Frank Gates Safety Sessions for 2011

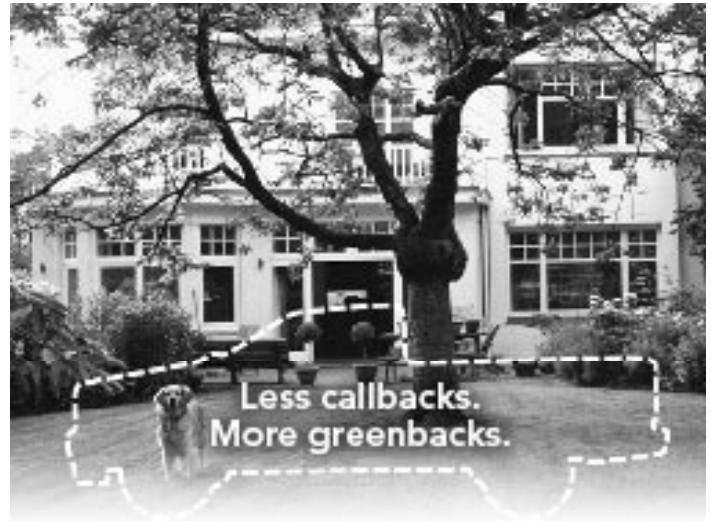
June 14	Dublin, BMI Credit Union
July 6	Toledo, Hampton Inn & Suites
August 16	Cleveland, West Shore Unitarian Universalist Church
September 13	Massillon, Jackson Township/Stark County
October 18	Cincinnati, Colerain Senior Center
December 13	Dublin, BMI Credit Union

Frank Gates University – Half Day Seminars

Join Frank Gates for these half-day, morning educational sessions to stay informed about Ohio Bureau of Workers' Compensation (BWC) changes and total workers' compensation cost control recommendations. In addition to Frank Gates, Working Partners® and the Division of Safety & Hygiene will also be presenting.

May 10	Columbus (Powell), Bridgewater Banquet & Conference Center
May 11	Cincinnati (Loveland), Oasis Golf Club & Conference Center
May 12	Dayton, The Mandalay Banquet Center and Catering
May 17	Canton, Courtyard by Marriott
May 18	Cleveland (Strongsville), Holiday Inn Strongsville
May 19	Toledo, Holiday Inn French Quarter

Visit www.frankgates.com and click on "Events Calendar" under "News & Resources" to find additional information on each of these locations, including maps and directions.



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Remembering Veteran Distributor and Lifetime OPMA Member Tom Evans

By Dan Moreland, Pest Control Technology

Tom Evans, former CEO of Southern Mill Creek Products of Ohio (SMCP), passed away on April 8. He was 74.

A 40-year veteran of the pest management industry, Evans was director of marketing for Velsicol Chemical Corp., Chicago, Ill., before joining SMCP in 1980 as vice president of sales, eventually rising to the position of CEO. In fact, Evans resigned from Velsicol on his 20th anniversary with the company, taking an ownership stake in Southern Mill Creek Products of Ohio shortly thereafter, a company he called on as a salesperson early in his career.

Evans was elected to *Pest Management Professional* magazine's Hall of Fame in 2001 and is one of only 10 industry professionals named an honorary/lifetime member of the Ohio Pest Management Association (OPMA), where he championed the creation of an Ohio State University college scholarship for association members.

"Tom freely gave of his time, energy and money for the benefit of our industry, and he did that consistently all the years I knew him," observed Lonnie Alonso, president of Columbus Pest Control, Columbus, Ohio. "Tom was instrumental in establishing the OPMA – OSU scholarship. He had the idea, he put his energy behind it and he showed us a way to get it done ... and it continues on today."

Alonso said Evans also played a key role in ensuring Ohio PMPs were actively involved in the legislative process nationally. "Tom understood the need to get Ohio PCOs involved politically, and three to four years after NPMA

The Greater Cleveland Pest Control Association annually presented the Tom Evans Award to a worthy industry member at its spring meeting. Here, Evans presents the award to former NPMA President Jim Steckel (left) who passed away in 2008.



and FMC partnered to hold an annual Legislative Day in Washington, D.C., Tom ... contacted Dow Chemical (Marty Morgan) and they put together a plan to get a bus load of Ohio PCOs to D.C. for the event." Approximately 50



After being installed he called Mrs. Evans to the podium and stated that his family is his greatest joy, especially his charming bride.

of Alonso's colleagues attended Legislative Day that first year and "to this day Ohio usually is in the top one to three states in attendance at Legislative Day," Alonso said.

Throughout his career, Evans also was active in a number of industry groups, including the United Producers, Formulators & Distributors Association (UPF&DA), Greater Cleveland Pest Control Association and Speckoz, a national network of distributors, where he served as

chairman and on various committees.

"If you wanted an honest opinion, ask Tom Evans," observed Valera Jessee, executive director of UPF&DA.

"He was a statesman, but he would not tolerate 'politically correct' conversations that only filled space. It was his integrity, gravelly voice and consistent straight-talk that earned him a place of admiration among his peers. Tom was a man's man, but also a thoughtful gentleman" who was a "role model for many to follow," she added. "UPF&DA benefited from his leadership and values, as did the entire industry."



Tom Evans and Velsicol colleague Larry Carls.

"Tom had a great sense of humor and could always be counted on to give the 'other viewpoint,'" added Lon Records, president of Target Specialty Products, Santa Fe Springs, Calif., "both very important traits in contributing to group discussions."

(Continued on page 23)

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Cleveland Association Recognizes OPARR with Tom Evans Award

By Brad Harbison, Internet Editor & Managing Editor, PCT Magazine

CLEVELAND — This year's Greater Cleveland Pest Control Association (GCPCA) annual meeting, held April, 18, 2011 at John Q's Steakhouse in Cleveland, was an opportunity to celebrate the life of one of its prominent and colorful members, Tom Evans, who died just days before the meeting at age 74.

Evans was the former CEO of Southern Mill Creek Products of Ohio who was involved in the pest management industry for 40 years.

GCPCA member Rich Kozlovich said that Evans' cryptic way of conversing with people was purposeful. "Tom was the kind of guy that would mold you and motivate you to find out what you were about — to find out what you could contribute to the industry," he said. "If you were going to be involved in this industry he wanted to know the quality of your character."

Evans was an active member of both GCPCA and the Ohio Pest Management Association (OPMA), where he championed the creation of an Ohio State University



Rich Kozlovich giving the 2011 Tom Evans Award to Mike Grace, Vice Chairman of OPARR.

college scholarship for association members. Each year for the last 15 years, GCPCA has recognized an outstanding member, or group, with the Tom Evans Award. This year's award was presented to the Ohio Professional Applicators for Responsible Regulation (OPARR). OPARR is an alliance of associations, businesses, and individuals in

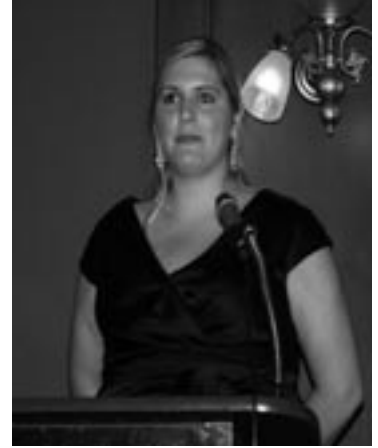


OPARR Vice Chairman Mike Grace of TNT Exterminating, Inc.

the lawn care, pest management, tree service, grounds keeping, landscaping, parks and recreation, and related industries who work to ensure that pesticides are used in an intelligently-regulated professional environment.

OPARR does important work for the pest control industry in Ohio including lobbying state representatives to consider the industry's position on issues that impact them. For example, last year OPARR was instrumental in getting defeated a proposed Ohio bill that would have officially named a month of the year the "Multiple Chemical Sensitivity Syndrome Awareness Month."

According to WebMD, multiple chemical sensitivity (MCS), is the name given by some to a condition in which various symptoms reportedly appear after a person has been exposed to any of a wide range of chemicals. MCS is controversial because many medical professionals, including the American Medical Association (AMA), do not recognize MCS, as a medical illness. OPARR was concerned that this bill would have given more credence to MCS. OPARR Vice Chairman Mike Grace, president of TNT Exterminating, Akron, Ohio, accepted the award on OPARR's behalf.



Newly installed (and first woman) President of the Greater Cleveland Pest Control Association, Molly (Patton) Marsh of Patton Pest Control, Inc.



GCPCA also swore in its new officers including: Molly (Patton) Marsh (president); Scott Storc; Tim Hughart; Jeremy Kozlovich; Billy Kirchner, Mike Marsh and Pat Varga.

Molly & Mike Marsh are the first ever married couple to serve on the GCPCA board at the same time.

My Own “Random Thoughts”

By Richard Kozlovich, Pest Management Incorporated

Thomas Sowell is one of the finest thinkers and writers in the nation today. He has the unique ability to make very complex problems understandable. That . . . is no small skill. On a regular basis he writes a column called “Random Thoughts on the Passing Scene.” I love reading his insights and his basic common sense, thought provoking and sometimes humorous approach about the real world. This has inspired me to publish my own “Random Thoughts.” Probably just this once. . . because much to my surprise. . . it isn’t as easy as it seems.

I have noticed over the years that the trade journals that support our industry are filled with advertising. Many of the advertisers are pesticide manufacturers and distributors. It amazes me that the industry’s trade journals work so hard promoting “green” pest control and IPM, which is promoting the elimination of pesticides. If that happens; who will advertise in the trade journals? It kind of reminds me of those churches and ministers that went around saying that God was dead, and the Bible is a myth, and then expected the churches to be full.

It seems to me that “green” pest control and IPM are largely indefinable and must be taken as an article of faith. Should the EPA be promoting this “faith based intuitive?”

So many pest control industry leaders have been working hard to promote “green” pest control and IPM. If we give in to these activists and become “green.” will we need trade associations, or will the Sierra Club sufficiently fulfill that function?

Socialism has been an abject failure everywhere in the world where it has been tried; yet we hear socialist concepts being touted as the answer to our problems. Why? If it has failed everywhere else, why would we think it would prosper here?

Environmental policy has seriously influenced or been imposed by green activists and organizations on the Third World, and it has consistently produced misery, squalor, disease, death and suffering. Yet we insist that these are the very same concepts and programs that we should adopt here. Why? If environmentalism promotes dystopia everywhere else in the world, why would we think that it will be different here? Why shouldn’t we think that this is what the activists want?

If creating green jobs cost 2.2 jobs for every “green” job elsewhere in the world, why would we think it would be different here?

If green policies increase costs and reduce the quality of life everywhere else in the world; why would we think it would be different here.

Michael Mann’s Hockey Stick Graph has been shown to be fraudulent. James Hansen’s climate figures had easily

discovered “mistakes” and the IPCC has shown itself to be thoroughly corrupt. Why do those who promote anthropogenic climate change still cite them as sources?

When the leaders of the environmental movement make misanthropic comments about humanity and that the Earth is better off without mankind; why do we believe them when they say that we should adopt their policies, “because it is for the children”?

The greenies are against nuclear power. Then they are for it. Then they are against it again. They loved wind power. Then they hated it. They loved solar power. Then they hated it. Why is it that greenies are always hot for technology that doesn’t exist? Why is it that they hate that self same technology when it has the potential to become reality?

The green activist organizations have no command and control structure. That means they can be for and against something at the same time and still be right. Must be nice!

We have a real problem with words in this country. We love the words fair and sustainable. We just can’t define them; and yet we wish to make them the basis for programs that also can’t be defined and are therefore open ended. Much like green pest control and IPM!

We have had the “best” and “brightest” tell us that everything we have done for 60 years is all wrong. We also have had more people live longer, healthier, happier lives than ever in human history. Someone must have done something right!

No matter how much technology we develop to make life better; we keep hearing and believing that it is making us sick. Why then are so many more people living longer healthier lives?

I am convinced that the “best” and “brightest” amongst us believe that as long as they keep dumping more and more horsepucky on us that eventually we won’t notice the smell. Or worse yet; we will think that the smell is normal.

There really isn’t anything quite like a good epidemic to get things started.

If “green” is so much better, why did anyone abandon it in the first place? If “green” was so good, there wouldn’t have been pest problems...right? How then, did manufacturers convince anyone that they needed pesticides?

For years I have noticed that the activists in the green movements don’t seem to have jobs. If they never had a real job; how did they become so expert in everyone else’s business?

Thomas Sowell once commented that “One of the painful signs of years of dumbed-down education is how many people are unable to make a coherent argument. They can

(Continued on page 23)

Relationships Make the Difference

By Mike Grace, Vice Chairman of OPAAR & Legislative Chair for OPMA, T.N.T. Exterminating Co.

Anyone that follows politics knows change is constant. Ohio is no exception. All the odd years are budget years. Governor Kasich has to balance a budget by July 1, 2011, and that budget will last for the next two years. There currently is an \$8 billion shortfall. I was in Senator Daniels' office in February and he assured me and others that "no one will escape some level of cuts." As owners and associates of pest control companies, we know that, in order to cut costs, labor has the biggest impact on our financial statement. Well, government is the same. People will be losing their jobs.

If there is good news it is that through the efforts of the OPARR board, led by Chairman Lonnie Alonso and Executive Director Belinda Jones, we are being well-represented. Belinda and her husband Danny Jones own Capitol Consulting Group. Belinda is very well-connected and respected throughout Columbus.

Through the efforts of the Executive Director, the OPARR and OPMA board members, we have been able to make personal contacts with regulators and legislators that have proven very productive, even to the point of bringing these legislators to OPARR board meetings.

Through their testimony, Belinda, Lonnie, Andrew Christman, and Susan Jones have been the face of the application industries, appearing and successfully

testifying before committees of the General Assembly and the Ohio Senate regarding issues we face.

This last OPAAR meeting, Senator Jason Wilson (Democrat from Columbiana) stopped in and shared his concerns regarding Ohio's economy and assured us that he was doing all that he could do to encourage the business community. He is currently the Minority Whip, which means he is a leader within the Democrat party. The good news is that we have a relationship with him as a result of him attending our dinner last year in Columbus. Representative Dave Hall (a Republican from Killbuck) is the current House Agriculture Committee Chair. Representative Hall stopped and had lunch with the OPARR board and discussed his agenda and his opinion of the issues that face all Ohioans. We also met with Director Zehringer of the Department of Agriculture during a meeting in February. At that time he announced that Matt Beal is the new Chief of Plant Industry. This is a position that has been held most recently by Dave Schleich. Again, a long-term relationship is in place.

Another friend of the industry stepped up and introduced a bill to help anyone that uses a ¾-ton pickup or vehicle with a GVWR of 10,000. The PUCO had created a rule that would require companies to make sure all drivers follow the DOT rules and inspections of their vehicles. Representative Cheryl Grossman (R-23rd District) introduced the bill to curtail the rule by PUCO. Just the introduction of this bill caused ODOT officials to rethink this rule and it has since been rescinded. Again, relationships count.

On the bed bug front, Representative Mallory, Democrat from Cincinnati, introduced a resolution in the House to urge the Director of USEPA to allow the emergency use of propoxur. Andrew Christman gave strong testimony and Dr. Susan Jones (OSUE) also provided testimony and showed bed bugs treated with different products, and those treated with Propoxur were DEAD. That helped seal the deal on this issue. Here we have another Democrat that we have established a relationship with who got a resolution in the Republican House committee. It would not have happened without our involvement, and Representative Mallory knows that we assisted him. Again, this shows the importance of relationship building. Just last week, Senator Kearney sponsored a similar resolution in support of the use of Propoxur in the Senate.

These issues have consumed many hours of many people's time. Another important issue has been wildlife matters with The Ohio Department of Natural Resources. ODNR regulates the nuisance wildlife control service regarding squirrels, raccoons, skunks, etc. Squirrels used to have to be released. This was a big problem for anyone that traps them, because if you catch 10 per day where do you release



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(Continued on page 23)

NPMA Applauds Rep. Schmidt for Introducing the Bed Bug Management, Prevention and Research Act

Pest management professionals take to Capitol Hill in support

The National Pest Management Association (NPMA) announces its support of H.R. 967, the Bed Bug Management, Prevention and Research Act of 2011, introduced by Representative Jean Schmidt (R-OH). The measure was introduced in response to the dramatic resurgence of bed bugs in the United States in recent years and aims to find ways to help Americans cope with this pest.

Specifically, the bill authorizes a federal bed bug research funding program to resume research that has been neglected for 50 years; requires efficacy testing for minimum risk pesticides to protect consumers from products that don't effectively manage bed bug infestations; adds criteria the EPA must consider for the registration of a public health pesticide so as to help provide professionals and consumers more safe, affordable and effective tools; and establishes a Bed Bug Prevention and Mitigation Pilot Program to provide subsidized treatments for those on fixed and lower incomes.

"The bed bug invasion of America is real and severe and many Americans are turning to the government for help,"

said Bob Rosenberg, NPMA's senior vice president. "NPMA is pleased Representative Schmidt is taking a strong lead to assist the public in managing this pest. Our members will visit their Congressional representatives this week to encourage support for this important legislation."



"Pest management professionals are on the front lines of the bed bug war, but cannot go at it alone. It is important the government, the public and the pest control industry work together to minimize infestations through education, building awareness and assistance. This bill sets the stage for this crucial cooperation," added Rosenberg.

According to NPMA, 95 percent of pest professionals reported treating bed bugs over the past year, up from 25 percent of professionals in 2000. Moreover, bed bugs have been identified as the single most difficult pest to treat by the pest control industry.

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Ohio House Health Committee Unanimously Passes H.R. 31

By Belinda Jones, Executive Director of OPARR

We are pleased to report that the Ohio House Health & Aging Committee unanimously passed House Resolution 31 (Mallory D-Cincinnati). OPMA member Andrew Christman and Dr. Susan Jones testified as proponents. H.R. 31 urges the U.S. Environmental Protection Agency to grant an emergency exemption for the use of the insecticide Propoxur to control bed bugs in Ohio.

Dr. Jones wow'd the committee by passing out clear boxes containing petri dishes of live and dead bed bugs and circulating a can of Propoxur. Andrew Christman "sealed the deal" with his testimony that thoroughly gave the history of bed bugs and the unavailability of Dursban. Long-serving House member Rep. Randy Gardner asked a few questions of Andrew and then thanked him for his "excellent and thorough" testimony. We are all to commend Andrew for taking time off work on short notice, talking with Rep. Mallory's office numerous times, and preparing testimony. Although Andrew has testified before, please know that it is never easy to testify before a body of elected officials. Thank you also to Lonnie Alonso who met with Rep. Mallory, Rep. Gonzales, Sen. Kearney and House Health Committee Chairman Lynn Wachtmann to tee-up today's vote. Andrew, Lonnie, Billy Kirchner and others have worked tirelessly on this issue. We still need to get the Resolution on the House floor but yesterday was a good first step.

(Continued on page 23)

Dates Announced for PestWorld 2011

For 78 years, the National Pest Management Association (NPMA) has been bringing pest management professionals, distributors, and suppliers from across the globe to its annual convention and exposition, PestWorld.

NPMA is pleased to announce that PestWorld 2011 will be held October 19 - 22 at Hilton New Orleans Riverside in New Orleans, Louisiana. With targeted information on the latest products, services, technologies, and business applications, PestWorld is the destination for networking, education, products, and research in the pest management industry.

For hotel reservations, call The Hilton New Orleans Riverside at (504) 561-0500 to receive the NPMA group rate of \$239 per night. For more information about PestWorld 2011, visit www.npmapestworld.org/pestworld2011/index.cfm

Exhibit hall space is still available. For more information contact Alexis Wirtz at (703) 352-6762 or via e-mail, awirtz@pestworld.org.

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Ending: 4:30 PM

What?

CORE, 7, 10A, 10B/12, 10C, and 10D. Agendas TBD.

Cost:

OPMA member companies may register individuals for \$90 each or \$80 each for two or more persons. Non-OPMA member companies may register individuals for \$120 each. At the September training school, OPMA member companies may register individuals for \$120 each and non-member companies may register individuals for \$140 each. Please note that if the registering non-member company joins OPMA within thirty (30) days of the training session, then the cost difference will be applied to membership dues. Fees include morning coffee, refreshment breaks, lunch, and course materials. Registrations must be received at least three (3) business days prior to the event. No refunds will be issued after this deadline. Substitutions may be made at any time.

To register:

For OPMA and NPMA membership information or to sign up for training, contact the OPMA office at 136 South Keowee Street, Dayton, OH 45402; (937) 424-3300 or fax (937) 222-5794; info@ohiopma.org.



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Traveling Bed Bug Workshop Series Coming Near You

Last year saw an unprecedented spike in the resurgence of bed bugs, with one in five Americans reporting they have had an infestation or know someone who has encountered bed bugs at home or in a hotel, according to a survey by the National Pest Management Association (NPMA).

In response, NPMA has partnered with the American Hotel and Lodging Association, the National Apartment Association, the Association of College and University Housing Officers International, and the U.S. EPA's Pesticide Environmental Stewardship Program to deliver a series of workshops across the country to educate property and facility managers on how they can effectively respond to the threat of bed bugs.

From identifying bed bugs to inspection techniques to public relations issues and legal ramifications, NPMA has gathered nationally-recognized experts to provide management tips, both preventative and corrective, to help

these groups make informed decisions and stay out of the newspaper -- and the courtroom.

The following dates and locations have been confirmed for the Bed Bug workshop series. For the most up-to-date information, visit www.npmapestworld.org/events/bedbugworkshop.cfm.

May 16 - Louisville, KY

May 18 - Cincinnati, OH

The traveling workshop series is the most recent product offered by NPMA in its continuing effort to offer education and guidance as pest management professionals and consumers develop their response to the bed bug pandemic. For more information, to register, or to sign up to sponsor or exhibit at any of the above events, please visit <http://www.npmapestworld.org/events/bedbugworkshop.cfm>.

NPMA Announces National Canine Conference

Canines have quickly emerged as an important and widely accepted tool to detect bed bugs and termites. In response, the National Pest Management Association (NPMA) has created the National Canine Conference: Solutions for Scent Detection Professionals.

This one-of-a-kind event is designed to provide guidance to pest management professionals who own or are interested in using canines to detect insects. Attendees will receive the information they need from a legal, technical, business, and customer-oriented perspective.

In addition, NPMA will be cooperating with third-party canine scent detection certification organizations to facilitate certification testing on site throughout the National Canine Conference. Canine teams are encouraged to attend to get certified in accordance with the NPMA Bed

Bug Best Management Practices.

The traveling workshop series is the most recent product offered by NPMA in its continuing effort to offer education and guidance as pest management professionals and consumers develop their response to the bed bug pandemic. Right now, there is a class scheduled for June 1-3 in Philadelphia. For more information, to register, or to sign up to sponsor or exhibit, please visit www.npmapestworld.org/events/canineconf.cfm.

The NPMA, a non-profit organization with more than 7,000 members, was established in 1933 to support the pest management industry's commitment to the protection of public health, food and property. For more information, visit NPMApestworld.org.

Safety Focus – Use Ergonomics to Reduce Injuries

Employers can improve employee comfort and reduce injuries by applying ergonomic principles in their workplace. Ergonomics is the science of arranging and adjusting the work environment to fit the worker. For employees who type a great deal or spend a large portion of their day on computer-related tasks, here are some items to check:

- Monitor – The top should be at or below eye level, slightly lower for those wearing bifocals. The screen should be 18 to 24 inches from the eyes.
- Document holder – Place at the same height and distance as the monitor to reduce head movement and eyestrain.
- Chair height and back – Adjust so that feet are flat on the floor.
- Keyboard – Place directly in front of the monitor at the

proper height to keep wrists straight and relaxed on a padded wrist rest. Forearms should be parallel to the floor.

- Lighting – Use indirect lighting to avoid screen glare and use a glare shield if necessary. Place monitor at a right angle to the window and use shades to block sunlight.
- Other equipment – Place phone, notepad and mouse in easy reach.
- Under desk – Provide enough room to stretch or change leg positions.

Most of the recommended changes require simple adjustments to existing equipment and work areas. A new or different chair may be required but the expense will be worthwhile if you can avoid injuries and improve productivity.

NPMA Academy 2011 to Focus on Emerging Leaders in Pest Management

Technology and other social changes are constantly altering the way pest management professionals do business. And we are quickly realizing that many traditional strategies that once proved successful no longer generate the same satisfying results.

In response, Academy 2011, presented by the National Pest Management Association (NPMA) July 21-23 at the Westin Kierland Resort and Spa in Scottsdale, Arizona, will challenge attendees to think beyond conventional wisdom and identify new opportunities that can dramatically impact their company's bottom-line.

"Busy. Overloaded. Overwhelmed. It's amazing how these simple words dominate our conversations, influence decision making, and affect the quality of our lives," stated NPMA Executive Vice President Rob Lederer. "Whether you are an owner, manager or emerging leader three days

at Academy will provide you with the skills you need to remove these words from your vocabulary."

Sponsored by Dow AgroSciences, the Academy is a unique opportunity designed to advance the professional and business development of the industry's emerging leaders in a hands-on, interactive environment. Building on the theme Get Connected. Get Inspired. Get Results., all educational workshops and team-building exercises will inspire attendees to affect change in both their professional and personal lives.

For hotel reservations, call The Westin Kierland Resort and Spa at (800) 354-5892 to receive the NPMA group rate of \$119 per night. To register for the Academy 2011, visit www.npmapestworld.org/events/academy.cfm. For more information, contact NPMA at npma@pestworld.org.

Are You Maximizing Your Membership?

Many members of OPMA aren't aware of all the benefits that the association has to offer. Here's a few that you should consider:

Your Voice in Ohio & Washington

OPMA has teamed with Capitol Consulting Group in Columbus to lobby the Ohio State Congress on behalf of the Pest Management Industry.



OPMA meets and communicates regularly with representatives of the ODA, ODH, ODNR and other state legislative and regulatory agencies.

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Tom Evans (continued from page 13)

Despite his often brusque, “tell-it-like-it-is” manner, Evans was a softie who “truly loved people” and took great pride “in seeing those around him succeed and grow,” according to long-time friend Lonnie Alonso. “Second only to my dad, Tom has had the greatest impact on my life,” he said. “Tom was a wonderful leader, visionary, mentor and friend and I will truly miss him.”

“I remember a dinner that Bell had with Southern Mill Creek. It was a rather large group of 14 or so people,” recalled Steve Levy, president of Bell Laboratories, Madison, Wis. “We had a brand new Bell salesman in attendance who was clearly the junior person at the table. Tom made a point early in the evening of singling out the individual to learn about him and his family in an effort to make him feel like an important member of the group. Many people in Tom’s position would not make such an effort in that situation. This spoke strongly to Tom’s character.”

Another colleague, Tom Wright, who worked closely with Evans at Speckoz, described him as a “friend and mentor” who “was at peace as he faced the trial of cancer. He viewed himself being in God’s hands. Every conversation

Random Thoughts (continued from page 16)

vent their emotions, question other people’s motives, make bold assertions, repeat slogans— anything except reason.” I was once told to not focus on the negative aspects of a program, but rather focus on the positive aspects. I said that I would if they would just explain to me what they were. I never got an answer.

Why do we keep trying to find a third way? Clearly, in

Relationships (continued from page 17)

that many squirrels? With much discussion, Belinda, Lonnie, Scott Steckel, and Mike Faler led the charge for a change to allow euthanasia and a statewide permitting process, rather than the county-by-county process we have had to deal with in the past. And the efforts continue in order to try to resolve the use of toxicants for moles and chipmunks, and the way that we as nuisance animal control firms are regulated by ODNR.

Committee Passes H.R. 31 (continued from page 19)

The subject was a front page story of the Columbus Dispatch. Here is the article from Gongwer News Service:

Bed bugs, dead and alive, were exhibits to demonstrate the lethal power of Propoxur, a long-used pesticide, to kill bed bugs. Dr. Susan C. Jones, state extension specialist in entomology at Ohio State University, presented the bugs in sealed containers to show that the federal EPA should lift the ban on the use of the chemical that kills more effectively than any pesticides now available.

with Tom somewhere involved (wife) Roseann and/or his daughters.”

A member of St. Gabriel Catholic Church in Concord Township, Ohio, Evans is survived by his wife of 46 years, Roseann, along with daughters Maryrose (Michael) Sylvester, Maureen (Christian) Mazurek and Bridget (Matthew) McAuliffe, and grandchildren Lauren Mazurek, Julianna and Gabriella Sylvester, and Jacqueline and “Baby Tommy” McAuliffe.

It is both ironic and appropriate that Tom Evans was laid to rest the same week the Greater Cleveland Pest Control Association presented its Annual Tom Evans Award at its spring meeting (see page 15 of this issue for the story), where Evans regularly regaled his industry friends eager to hear his stories, colleagues who will long remember one of the industry’s truly unique personalities.

A funeral mass was held on Tuesday, April 12, at St. Gabriel Church in Concord Township, Ohio, with interment at All Souls Cemetery in Chardon, Ohio. To sign the funeral home’s guest book, visit www.brunners.com.

order for there to be a third way, there had to already be two different ways. It seems likely that one way had to be right and one had to be wrong. Why can’t we just take the right way?

Why is it that someone who pays \$20,000 in real estate taxes won’t pay the exterminator \$500 for pest control services?

The new administration in Columbus understands government has to work with businesses. The relationships that we keep building are making a difference. But this effort takes people and it takes money. We need both. We need you to be involved with your Representative and/or Senator. And we need you to donate to the OPMA political action fund. The leader picks the song. We are all needed to make great music.

Andrew Christman, owner of The Ohio Exterminating Co., Inc. said the chemical would be limited to professional application if and when the EPA authorizes it to be made again. The committee’s quick action to report the bill came after witnesses discussed the extent of the bedbug infestation that’s spreading. Written support also came from the Central Ohio Bed Bug Task Force, which found infestations in 2,125 Columbus locations in 2009 and 6,082 infestations last year.

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