
The PMP Reporter



Summer 2023

Spotted Lantern Fly: You can make a difference

by David Moore, BCE; Dodson Bros. Pest Control

The first thing I want to talk about is you and your team's safety. Make sure everyone is staying hydrated out there and wearing sun-screen. Late summer temperatures are a bit warmer than we are used to and I don't want to hear any stories of someone being put in a really bad position because they didn't take care of themselves. Have everyone pace themselves and try to utilize cool areas as much as possible while working in the field. Heat related issues can come on fast for many people, even when they think they are doing things right and they feel fine. Make sure you protect yourself and your team so everyone can go home safely.



Adult Lantern Fly. Photo credit: Peter L. Coffey, University of MD Extension

pers native to Asia. They were first reported in Pennsylvania and have started to spread throughout Virginia, where they are causing substantial damage to agricultural crops, trees, and plants. These insects are a threat to various plants, including fruit trees, ornamental trees, and vineyard crops. They feed on the sap of these plants, weakening them and making them more susceptible to disease and other pests. Spotted Lanternflies

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Spotted Lanternflies are an invasive species of planthop-

See Spotted Lantern Fly, page 3.

Virginia Pest Management Association's Vision & Mission

The leadership of the Virginia Pest Management Association works to fulfill the vision of the organization and to promote the values of our mission statement to our members and industry stewards.

VISION STATEMENT - The vision of the Virginia Pest Management Association is to be recognized by the public and the pest industry as the premier resource for supporting the pest management profession.

MISSION STATEMENT - The mission of the Virginia Pest Management Association is to promote ethical and environmentally responsible pest management practices among our members through education, coalition and professionalism to safely protect the general public.

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The PMP Reporter

The PMP Reporter is published quarterly by VPMA to provide articles of interest to members and is not considered a publication of standards and regulations. Your opinions, comments, and advertisements are welcome. Opinions expressed by individual writers are not necessarily endorsed by VPMA. Advertising is accepted at the discretion of **The PMP Reporter** and does not indicate endorsement by VPMA. Send submissions, correspondence and address changes to:

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Spotted Lantern Fly

from page 1

can come in such overwhelming numbers that our customers are going to look to our industry for help. When I was in Winchester late last year, they were EVERYWHERE. I am starting to see them in SW Virginia and expect them to continue to spread over the next couple of years and be pretty much all over Virginia.

The description the USDA gives for adult Spotted Lanternflies is that they are about 1 inch long and one-half inch wide, and have large and visually striking wings. Their forewings are light brown with black spots at the front and a speckled band at the rear. Their hind wings are scarlet with black spots at the



4th Instar, Spotted Lantern Fly. Photo credit: Peter L. Coffey, University of MD Extension.

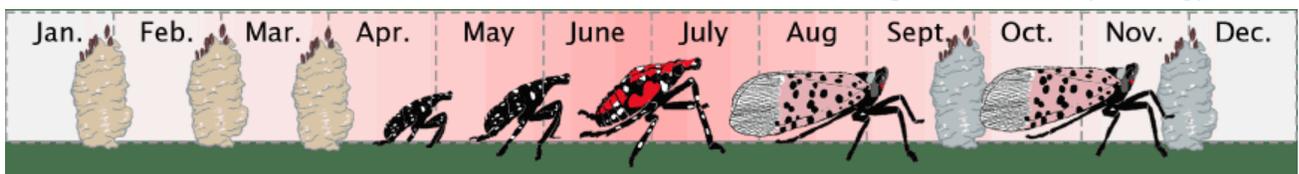
front and white and black bars at the rear. Their abdomen is yellow with black bars. Females will lay eggs throughout the fall and die by winter. The eggs will hatch the following spring.

There are four nymphal

instars with the first three instars being black with white spots. The fourth instars are bright red, covered in black stripes and white spots and about a 1/2 inch in size. The young nymphs hatch out of eggs in April and develop through midsummer. They begin to grow into adults in July. They will feed on a variety of plants, but their preferences change depending on what nymphal stage they are in. They do have a strong preference for Tree of Heaven, but will still feed on other plants as well. Visit the Cornell University website for a description of the biology and life stages: <https://cals.cornell.edu/new-york-state-integrated-pest-management/outreach-education/whats-bugging-you/spotted-lanternfly/spotted-lanternfly-biology-and->



Spotted Lanternfly first instar nymph. Photo credit: Gregory Hoover.



Annual Timeline from University of MD Extension

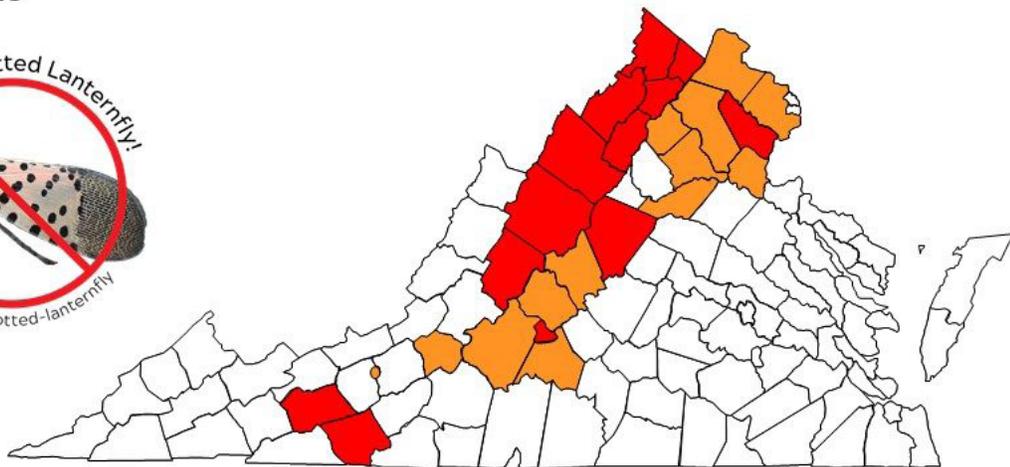
ditionally, there are some products that have systemic properties that you can add to your treatment regiment when the adults are about to emerge that will boost the success of your treatment as well. The Virginia Cooperative Extension has published some Best Management Practices that can be found here: <https://www.pubs.ext.vt.edu/ENTO/ENTO-344/ENTO-344.html>.

Don't forget to report where you have found them to

your local Virginia Cooperative Extension Office so they can investigate them as well. Turning in samples or photographs with specific details of the location you found them will help everyone out in controlling the spread of these pests. If you are outside the City of Winchester, and Frederick, Clarke and Warren Counties, take a picture or collect a sample of SLF after you have killed them and contact your local Extension Agent (<https://ext.vt.edu/offices.html>).

Managing the customer's expectations can be challenging. For pests like these, clearly explaining the biology of how these pests work and what you are allowed to do can hopefully alleviate some stress for both your operation and for the customer. Working with the customer with their yard and the immediate surrounding environment might help alleviate some of these problems as well.

Currently Known Distribution of Spotted Lanternfly Populations in Virginia, July 5, 2023



Red Current Virginia Department of Agriculture and Consumer Services (VDACS) quarantine for Spotted Lanternfly
Orange Lightly infested or only small, localized populations and not quarantined by VDACS

Welcome New Members

Ashcraft Termite & Pest Management of Palmyra, VA John Ashcraft fluvannapest@gmail.com

Service First Processing of Boynton Beach, FL Ashley Marino ashley@sfprocessing.com

President's Message:

David Outhous

Local Association Connection



Throughout my time as the president of the VPMA, I have often written about the value of being connected to one another through our associations. In addition to the national and state associations, this includes our local associations. The Central Virginia, Northern Virginia, Southwest Virginia, and Tidewater Associations are all vital to our connecting and growing. The Central Virginia Association was the first place that I made connections when I entered this industry. It was the first place that I heard about the biology and behavior of different pest species and was able to ask questions without concern. I also was able to hear and discuss business related topics that were helpful for me as a new business owner.

One of the significant changes the VPMA made last year was adding Regional Directors to our board. We did this for a couple of reasons. One, we wanted to ensure that the benefits of being a VPMA member were tangibly known and felt in each of our local regions. Our Regional Directors have already been active in

each of the regions by attending recertification seminars put on by Target Specialty Products. The other reason is that the board recognized that running a local association is challenging without a support staff and that some of our local associations were not operating smoothly or at all.

To be clear, the VPMA does not have any authority or responsibility for the local associations. Each association is its own entity and independently managed by local boards (if they are in place). The truth is the VPMA and our members are better off if there are functioning local associations. Because we recognize this, we have formed an ad hoc committee to meet with each local association to see what we can do to help re-energize them. In order to do this, we need people in each of the local regions to engage with us on how we can help. As you are reading this, I am personally asking you to consider working with us on this very important initiative.

You may remember last year we held four happy hours across our state. It was our way

of meeting you in your local region. I thought these events were highly successful. I am grateful for those that came out last year! We are planning to do this again this year. The exact timing is still being worked out but will most likely happen in November. You heard it here first! We want you to come out to these events so we can meet you and share with you some of the things we are planning to do next year to help our local associations re-engage or continue to engage with its members and the VPMA. So be on the lookout for more information about these happy hour events.

It is hard to believe that we are already halfway through 2023! I truly hope your year has been going well. As always, if there is anything we can do to help you, please reach out to me or Andrea and Kristin to let us know.



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Craig Duncan
Exterminating Unlimited

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James Pest Control Recognized by VA General Assembly

On June 14, 2023, Delegate Amanda Batten honored John and Sonia James of James Pest Control with a visit to their office to present them with a copy of Resolution No 567, passed by the House of Delegates and the Senate of the General Assembly of the Commonwealth of Virginia.

This document was presented to James Pest Control to honor the 50th anniversary of their service to the Williamsburg area and to serve as an expression of the General Assembly's admiration for the company's contributions to the Commonwealth of Virginia

John and Sonia started James Pest Control of Newport News in 1967. They moved the business to Williamsburg in 1973 when news of the Busch Gardens Theme Park was announced. James Pest Control was awarded that contract, as well as the contract for Colonial Williamsburg (which they professionally serviced for many years). And, nearly 20 years before the rest of the industry pushed for Integrated Pest Management, John was creating the specifications for an integrated pest management program at Busch Gardens, and later for Kings Mill and Colonial Williamsburg.

John served as President of VPMA in 1976 and on its Board of Directors for many

years. During his term as President, the scholarship fund was created to financially support deserving entomology students at Virginia Tech. This is certainly a legacy with far-reaching effects, and one that continues today with scholarships being awarded to a student each semester.

John served two terms as a regional vice president for NPMA and served a term as President of the Tidewater Pest Control Association.

Another huge contribution John made to the pest control industry, as well as to Virginia's consumers and its environment, is the work that he did on the committee that helped to develop the first pesticide technician testing standards. These are the standards on which present-day certification and testing is based.

Sonia James served as the Executive Secretary of VPMA for 4 years in the late 70s and early 80s, while continuing to



Pictured from left: Sonia James, John James, Delegate Amanda Batten, Shara James Ware, and Tawny Bartelt, receiving Resolution 567 in honor of their 50 years in business!

work in their business. Together, they have raised two bug pros., Shara and David. Their daughter, Shara Ware is the CEO of James Pest Control.

John was awarded the VPMA Lifetime Industry Stewardship in 2005 in recognition of his many contributions to the pest management industry in Virginia.

John and Sonia, and the whole James Pest Control Team, are honored by the recognition brought by this resolution.

Read the resolution on the next page!



COMMONWEALTH OF VIRGINIA
 GENERAL ASSEMBLY
 HOUSE JOINT RESOLUTION NO. 567
 Agreed to by the House of Delegates, January 30, 2023
 Agreed to by the Senate, February 2, 2023
Commending James Pest Control



WHEREAS, James Pest Control, a family-owned business relied upon by countless citizens of the Virginia Peninsula for their pest control needs, celebrates its 50th anniversary of serving the Williamsburg area in 2023; and

WHEREAS, James Pest Control was founded in 1967 by John and Sonia James and began operating in the Williamsburg area six years later, earning a reputation over the years for its quality service and dependability; and

WHEREAS, James Pest Control has more than 50 years of experience in integrated pest management and is a leader in its industry, with founder John James serving previously as vice president of the National Pest Management Association and as president of the Virginia Pest Management Association and the Tidewater Pest Control Association; and

WHEREAS, James Pest Control has nurtured several generations of pest control specialists, earning John James a Lifetime Stewardship Award from the Virginia Pest Management Association in 2005 in recognition of his long-standing efforts to enhance the standards and protocols of the pest control industry; and

WHEREAS, the accomplishments of James Pest Control have been made possible by the tireless efforts of its licensed technicians and staff, who demonstrate mastery of their trade every day while exemplifying the company’s principles of honesty, integrity, and fairness; and

WHEREAS, James Pest Control supports the economic vitality of Williamsburg and the surrounding areas and the businesses that call it home through its involvement with the Greater Williamsburg Chamber of Commerce; and

WHEREAS, as a testament to its reputation in the community, James Pest Control has been named Best Pest Control Company for 22 consecutive years by The Virginia Gazette in its annual “Best of Williamsburg” feature; now, therefore, be it

RESOLVED by the House of Delegates, the Senate concurring, That the General Assembly hereby commend James Pest Control on the occasion of its 50th anniversary serving the Williamsburg area; and, be it

RESOLVED FURTHER, That the Clerk of the House of Delegates prepare a copy of this resolution for presentation to James Pest Control as an expression of the General Assembly’s admiration for the company’s contributions to the Commonwealth.



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In Memoriam: John Cabell Horsley Jr. (Jack)

On June 10, 2023, John Cabell Horsley Jr. (Jack) concluded his valiant two-year battle with extensive complications arising from a spinal cord injury. Jack, also known as Dr. Jack within the Tidewater Pest Control Association (TPCA) and the Virginia Pest Management Association (VPMA), left an indelible mark on our hearts and within the pest control industry. He has served the TPCA at every level and was an Association past president. Jack was also a very active member of the VPMA and valued technical resource. More than that, Jack directly supported the mission of these associations and our industry as a whole- by personally training thousands of pest control technicians over the years while consistently emphasizing professionalism. In an industry where an individual hopes to make a ripple, Dr. Jack made waves.

Born on December 13, 1951, in Charlottesville, VA, Jack embarked on a lifelong journey of knowledge and expertise. He obtained his Bachelor of Science Degree in Biology from Christopher Newport College in 1975, followed by a Master of Science Degree in Horticulture from Virginia Tech in 2001. His dedication and commitment to his craft were evident when he became an Associate Certified Entomologist (A.C.E.) in 2011, accredited by the Entomological Society of Summer 2023

America.

Jack's professional career spanned several decades, starting at Edwards Pest Control in the early 1970s until 2000, and then joining MSC Terminix from 2000 to 2020. Throughout his tenure, he generously shared his wisdom and technical insights, conducting weekly technical trainings for all association members. Jack's passion for teaching and sharing knowledge resonated with those he mentored, leaving an indelible impact on countless lives.

His professionalism and unwavering commitment to excellence were hallmarks of Jack's character. His approach to teaching and sharing exemplified his dedication to the industry he loved, earning him the utmost respect and admiration from colleagues and peers alike.

Jack is survived by his beloved wife of 13 years, Martha, and their cherished family. He leaves behind his daughter, Emily Horsley Hochman (Jonathan), his son, Alex Horsley (Andrea), his grandsons, Bryce Hochman and Benjamin Horsley, and his granddaughter, Brynley Hochman. Jack is



also survived by his brother, Ray Horsley (Melissa), and his sisters, Diana Griffin (Robert), Laura Reid (Nolan), Kathy Horsley Allen (Daniel), and Cristy Horsley. He was preceded in death by his father, John Cabell Horsley Sr., his mother, Ruth Ownby Simmons, and his stepson, Matthew Gordon Folts.

*Celebration of Life
for
John C. Horsley, Jr. (Jack)*

*Sunday, August 20, 2023
2 - 5 pm
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**VIRGINIA DEPARTMENT
OF AGRICULTURE AND
CONSUMER SERVICES**

Who's Who & What's New?

From the Office of Pesticide Services - VDACS

If you haven't called, emailed, or visited OPS at <https://www.vdacs.virginia.gov/index.shtml> recently, you may not know who in OPS is who! In the first half of 2023, we have wished some members of the OPS Team a fond farewell and welcomed some members to the OPS Team or into new positions within OPS. We have filled some vacant positions and also added 2 new positions including a second Registered Technician Specialist and an Administrative Assistant to assist in our Certification, Licensing, Registration and Training Unit.

In addition to some new faces, we have also made some organizational changes to our Enforcement & Field Operations Unit. We have divided the state into two Regions (North and South). Each Region has a Regional Supervisor and 5 Pesticide Investigators.

To ensure you are in the know, the most recent contact information for OPS is provided below. As you look at the information below, can you:

- Figure out who is new to OPS and who moved into a new position
- Figure out which Region you are in?

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If you aren't sure where your question(s) should go, no worries! For questions related to applicator certification and recertification, pesticide business licensing, and pesticide products, send an email to opsclrt.vdacs@vdacs.virginia.gov. For questions related to inspections/investigations, send an email to ops.enf@vdacs.virginia.gov. Both dedicated mailboxes are monitored daily by staff and your email will be directed to the appropriate member of the OPS Team. We don't like to keep any of our 24,000 certified pesticide applicators or 3,000 businesses waiting and will respond to you as soon as possible! Thank you in advance for your understanding.

In addition to OPS contact information, there is a wealth of information on our website including a list of approved recertification courses, application forms, etc. Check us out at <http://www.vdacs.virginia.gov/pesticides.shtml>. You can check out all of VDACS on Twitter Flickr <https://www.flickr.com/photos/vdacs> and Facebook <https://www.facebook.com/VaAgriculture>.

Virginia's 2023 Pesticide Collection Program Announced

Virginia's Pesticide Collection Program assists agricultural producers, licensed pesticide dealers, pest control firms, golf courses and homeowners with the proper disposal of unwanted pesticides.

Each year, a pesticide collection program is conducted in a different region. Once all five regions have been served, the program will start another cycle. The 2023 Pesticide Collection Program will serve the **counties of Amelia, Amherst, Appomattox, Bedford, Brunswick, Buckingham, Campbell, Charlotte, Cumberland, Franklin, Halifax, Henry, Lunenburg, Nottoway, Mecklenburg, Patrick, Pittsylvania, and Prince Edward and the cities of Bedford, Danville, Lynchburg, Martinsville, and South Boston.**

Information including the collection dates and locations as well as the registration form are available at [Pesticide Collection \(virginia.gov\)](http://PesticideCollection(virginia.gov)) or from the following links:

[Link to: Collection Dates and Locations](#)
September 26 - October 11, 2023

[Link to: Registration Form](#)

Registration forms are requested in advance to assist with planning.

The Pesticide Collection Program requires participants to transport their unwanted agricultural and commercial pesticides to a central collection site where the hazardous waste disposal contractor will package the pesticides for eventual disposal. If a participant cannot safely transport unwanted pesticides, the program may make arrangements to containerize the pesticides for transport.

Should you have any questions or need additional information, please contact Marlene Larios, Pesticide Program Coordinator, at marlene.larios@vdacs.virginia.gov or 804-371-6561.

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Randy Abbitt, president of family owned and operated National Exterminating Co. in Newport News, Va., has been working with Phillis at Select Insurance for more than 20 years.



“Phillis and I have a long-standing relationship. She is a wealth of knowledge and always has time to discuss how the pest control industry is doing and what direction we are going. She has been with us as we grew from a \$650,000-a-year company to now more than \$7 million annually. She has always made sure we are well protected and all our insurance needs are met to keep our company sound. The pricing has always been fair, and she and Frank are always available when I call.”

— Randy Abbitt, President
National Exterminating Co.
of Newport News

Select Insurance Agency is a family-owned and-operated business that provides insurance products specifically tailored to meet the risk management needs of the pest management industry in more than 45 states nationwide.

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Select Insurance Agency is a proud member of the National Pest Management Association and maintains many state and regional memberships as well.

Pictured: Frank and Phillis MacDonald, Select Insurance Agency



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Dodson Urban Entomology Enrichment Fund at \$1 million

The gift from Dodson Pest Control increases the impact of the endowment to help the general public, researchers, faculty, and Virginia Cooperative Extension combat urban pests.

The Department of Entomology in the College of Agriculture and Life Sciences received a gift from Dodson Pest Control that took the Bert Dodson, Sr. Urban Entomology Enrichment Fund to the \$1 million milestone.

“On the behalf our family-owned company that was established by my father and one of his brothers in August of 1944, we are thrilled that the full funding of \$1,000,000 for the Bertram F. Dodson, Sr. Urban Entomology Enrichment Fund at Virginia Tech is complete,” Bert Dodson said. “For decades, Dodson Pest Control has relied on the resources provided by the Department of Entomology at Virginia Tech to build our business and deliver quality pest control services to our customers.”

The gift has a particular focus on research results for today while keeping an eye on what’s needed for tomorrow by empowering entomology faculty through a continued source of funding for projects and assistance in getting projects up and running.

“We have grown to provide our pest control services with offices in six states while be-

ing in the Top Ten in relation to revenue for family-owned pest management companies in the entire United States,” Dodson said. “Dodson Pest Control could never have achieved these accomplishments on our own and that is why we as a family with our fellow company team members take great pride in giving back to the pest management industry. My sisters Bonny Dodson and Karen Dodson Whitt along with myself and our mother, Dorothy Dodson, feel humbled with the opportunity to support the memory of our father and husband with this gift.”

“The Dodson family has been extremely supportive for applied pest management and urban pest management for years. Their investments with faculty and infrastructure have raised the bar for applied pest management in the Department of Entomology,” said Tim Kring, department head. “We are extremely thankful for their continued generous support.”

Annual distributions

from the Fund will be administered by the Dean of the College of Agriculture and Life Sciences, in consultation with the Department of Entomology. The annual distributions will be used to support applied research, teaching, outreach, and affiliated activities that pertain to the management of urban pests in the area of urban entomology and urban arthropod pest management.

The Bert Dodson Sr. Urban Entomology Enrichment Fund was made possible by Dorothy Dodson, Karen Dodson Whitt, Bert Dodson, Jr., Todd A. Dearborn, and Bonny L. Dodson.

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Eye Protection - Important PPE

By Troy Wolfrey, PermaTreat and <https://ccgsia.com/worksite-safety/safety-resources/>

The personal and economic toll of eye injuries at work is alarming. According to the U.S. Bureau of Labor Statistics, about 20,000 eye injuries occur in the workplace each year. Injuries on the job often require one or more missed work days for recovery. In fact, the Occupational Safety and Health Administration (OSHA) reports that workplace eye injuries cost an estimated \$300 million a year in lost productivity, medical treatment and worker compensation.

These injuries range from simple eye strain to severe trauma that can cause permanent damage, vision loss and blindness.

The most important thing you can do to protect your vision at work is to always wear appropriate protective eyewear. This can prevent more than 90% of serious eye injuries.

Eye safety is essential in our business and is frequently mandated by the product label, or by areas posted “safety glasses required or working in conditions that may irritate or injure the eye”. Eye protection such as safety glasses, goggles, safety shields, etc. are as important a part of our PPE (Personal Protective Equipment) as respirators and hard hats.

Workers must wear properly fitting safety eyewear ap-



propriate to the conditions of the workplace when they handle or are exposed to materials which are likely to injure or irritate the eyes.

When to wear eye protection

Approved safety eyewear meeting ANSI standards should be worn when applicators/technicians are exposed to splashing, pesticide spraying, airborne particles, or any other conditions that might pose hazards to the eyes. Dust particles will become airborne when drilling below slabs to properly apply liquid termite treatments. Insulation fibers drift while removing the material to treat exposed wood for fungi or wood destroying organisms.

What type of eye protection should you wear

Safety glasses are suitable when the eye area does not need to be fully enclosed to remain protected. Safety glasses meet ANSI standards to provide a level of impact resistance against high-speed particles as well as lens retention and frame durability, which is why ev-

eryday sunglasses do not properly protect your eyes on the jobsite.

Goggles protect against more serious eye hazards, like dust, flying particles, molten metal and hot liquids, and should be used whenever a tight seal is required to protect the eyes. This prevents any objects or liquid from slipping through the space between the face and the eyewear.

How to get employees to use eye protection

- make sure that eyewear is comfortable and fits properly
- provide a choice of safety eyewear in both dark and clear lenses
- provide holders/straps to make safety eyewear always accessible and help prevent scratching
- set up eye wash and glasses wash stations
- have a company policy that eye protection be worn on the job at all times
- enforce the policy (including management)

If You Want Something Done Right – Do It Yourself

By Dr. Richard Kramer, Kramer Pest Management & Consulting

I'm not speaking about you or your employees as individuals, but your company and its ability to correct contributing factors to pest problems in a house. I can't tell you the number of times we've spoken to property managers, restaurant owners, and homeowners about conducive conditions and how to correct them. At best, in most cases this resulted in failure to identify all points of entry, incorrect procedures, and improper materials – leaving the issues unresolved. In some cases, other trade professionals were hired to do the job with the same results.

Eventually we decided to do most of these things ourselves. Granted, expanding our services into atypical pest management practices requires additional technician training, requiring them to do things other than manage pests. Taking on these other tasks often solves the pest issue, makes for a very happy customer, and increases company revenue.

Case in Point: Plumbing Inspection

One of the most difficult issues we have dealt with is identifying the source of phorid and drain flies emerging from sub slab areas. The breeding site most likely results from a broken sub slab drain. In the past, we have referred the customer to

a plumber for a camera inspection of the drain. Typically, this inspection is limited to the main sub slab drains (returning a finding of no breaks). This inspection fails to look at the connection of the kitchen drains and other smaller drains in the structure. The most common break we have found is at the junction of the sink line and the main drain line. Either drilling several small holes in the slab and forcing smoke into the drain will confirm the breeding is occurring under the slab. While repair of the drain remains with the plumber, oversight of contaminated soil removal should rest with pest management.

Other pest situations where we have found smoking drains to be successful is identifying American cockroach and Norway rat points of entry. We have done this successfully in private residences and as high as 11 stories in commercial office buildings. These investigations have revealed rusted-out pipes, uncapped drain lines, and other openings in drainage systems allowing these pests entry. Short of replacing rusted-out lines, we have corrected these issues with rodent resistant drain plugs and PVC caps. Rubber pipe caps aren't suitable for preventing rat infestations.

When faced with perpetual drain fly and phorid fly infesta-

tions in restaurants, grocery stores, bars, and other facilities with filthy drain issues, we would recommend custodial, or staff, clean the drains – rarely does this work. There is drain cleaning and there is pest-drain cleaning. While there are a variety of biological drain cleaners, in our experience they are good for light build-ups and follow-up treatments, but heavy drain build-ups are best dealt with by physical brush cleanings. This often involves after-hours work, but gets the job done.

Seek and Seal for Rodents

Many companies have provided “seek and seal” services for rat, mice, and cockroach infestations. However, often we have found that improper materials were used and were ineffectively installed. Choice of materials is extremely important in keeping mice and rats from chewing through the installed materials. However, what about situations where clutter is the major impediment to effective rodent control? We have sold clutter clean-up and removal services to commercial and residential accounts. This not only removes harborage and food resources, but allows for inspection and implementation of an effective pest management plan.

Termite Damage Repair

A few companies have ventured into termite damage repair, and this can be very lucrative work but requires a working knowledge of construction techniques. Often, it's difficult to assess the full extent of damage until you dig into it - thus, it is best to anticipate the worst-case scenario when formulating a bid. Our first attempt at this appeared to be just a rim joist and a few floor joists but turned into framing around a large Palladian window, working with aluminum siding, and cutting PVC trim into an arch. A project grossly underestimated and under bid. It's a good thing our company was in its infancy,

and we didn't have a lot to do. Lesson learned!

Carpenter Bee Work

Carpenter bee work is another area where companies can and should go further. Simply treating the galleries isn't sufficient. Leaving them open invites reinfestation or occupancy by other pests. Sealing with caulk or wood filler and applying paint or stain, as necessary, prevents future infestations.

Insulation Removal and Replacement

Prior to selling our company we were exploring the possibility of adding insulation removal and replacement to our

services. This service removes insulation damaged by animal or pest infestations and provides sanitation for the affected areas. Use of a borate treated insulation helps mitigate insect infestations, such as silverfish, and, particularly in older homes, increases the R-value in the attic space.

There are many other opportunities for add-on services that companies have used to increase revenue and provide added customer value. Don't underestimate your company's ability to do this type of work. We don't have to limit ourselves to the mitigation of pests.

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Is That Pesticide Too Old?

By Sandra Kraft and Larry Pinto, Reprinted with permission from PCTOnline.com

A pesticide's shelf life is the period of time that it can be stored before it deteriorates, or the length of time that it will remain effective and still work. There are four main factors that affect the shelf life of a pesticide.

#1 Time

Everything ages and very few things (maybe wine and cheese) get better with time. As a general rule, any pesticide that has been opened and stored for more than one year should be checked for effectiveness. Open containers of dry pesticides should be disposed of after one year. Most products, though, will remain effective for at least two years, some longer when stored between 40-85°F (4.4-29.4°C), unopened, in original containers.

#2 Storage Conditions

Even pesticides that have a long shelf life under ideal conditions can deteriorate rapidly when exposed to environmental extremes. Overexposure to humidity, air and light, and especially temperature, can cause chemicals to lose their effectiveness much sooner than expected. Pesticides last longer when stored in a cool, dry place. Storage areas should be ventilated with temperatures between 40-85°F (4.4-19.4°C). Pesticides should never be placed in direct sunlight either in storage or inside your vehicle. Exposure to Summer 2023



Photo credit: Washington Dept. of Ag.

#4 Stability of the Formulation

Whether the product is dry, liquid, concentrate or ready-to-use makes a difference in its shelf life. Dry formulations such as dusts, wettable powders or granules usually store better at low temperatures than liquids, but they break down more easily than liquids when exposed to high temperatures, humidity or sunlight. Formulations that contain low concentrations of active ingredient generally lose effectiveness faster than more concentrated formulations. Certain inert ingredients in the product, like stabilizers and emulsifiers, also will affect its shelf life.

TOO OLD?

It's normal for many pesticide formulations to separate or clump to some extent as they sit, but excessive separation or clumping that cannot be re-mixed is a clue that the product has deteriorated. If you suspect a pesticide may have deteriorated, mix a small amount in a

very cold temperatures can cause pesticides to separate or gel. This can be a permanent, irreversible change, but sometimes the pesticide can be restored to normal with warming and shaking.

#3 Stability of the Container

While a pesticide still sealed in its original container should last for years, once the container is opened, deterioration begins. To slow the breakdown, reseal opened containers as tightly as possible. Over time, pesticides can increase in acidity and containers can corrode, crack, seams tear or seams fail. Containers vary greatly in their ability to protect the pesticide in case of flooding or other moisture infiltration. Pesticides in glass, metal or plastic containers have the greatest protection; pressurized spray cans can corrode; and paper or cardboard packaging offers little protection at all in wet conditions.

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jar to see how it mixes:

- If an emulsifiable concentrate forms a sludge or the mixture separates when water is added, instead of forming the normal milky coloration, it means the product has lost its ability to form an emulsion.
- If a wettable powder is cakey and will not mix with water, the product has deteriorated.
- If a dust or granular is clumping and cannot be separated by shaking, the product may be too damp to be effective.
- If a normally clear liquid has developed a milky appearance, water has probably gotten into the container. If moisture gets into a container of oil-based pesticides, you will be able to see it as a separate layer.

Pesticides last longer when

stored in a cool, dry place. Storage areas should be ventilated with temperatures between 40-85°F (4.4-19.4°C).

Many pesticides change properties as they break down. Some become more toxic, flammable or explosive. Some liquid pesticides build up gases, which can rupture a container, or put you at risk when you open the container. Contrary to what you might think, the characteristic smell of certain pesticides becomes even stronger as they deteriorate. An unusually strong odor in the storage area may mean there is a pesticide leak or spill, but it also can be an indication of deteriorating pesticides.

Old pesticides not only don't work as well, they also

can clog and damage your application equipment. Mix some in a jar to check the consistency before you add it to your equipment. Unfortunately, there is no good way (outside of a laboratory) to check whether an old product will still kill pests other than to treat an infestation and monitor the results.

Manufacturers often list the shelf life of the pesticide on the container. If you know when you purchased it, you can determine if it should still be viable. If you don't have that information, check with the manufacturer. A check of the lot number, stamped on the container, can tell you when the product was manufactured. Most pesticides are not backed by the manufacturer if stored longer than two years.

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Upcoming Training in Richmond this Fall

September 12- Master Tech Pest Flies

During the first half of the workshop, Dr. Dini Miller will walk participants through the identification of the major filth flies and small pest fly species. Each participant will use a reference collection of specimens, a species identification guide and a taxonomic key to identify pest flies by their physical characteristics using a microscope. Afternoon sessions will include fly maggot identification. In addition, we will enjoy training presentations focused on pest fly biology and behavior. Another portion of the course will include the hands-on inspection and implementation of fly management methods.



September 13 - Master Tech Bed Bugs

The first part of the workshop will discuss the basics of bed bug biology and behavior. It will also provide an overview

of the current monitoring, prevention and control methods used for controlling populations of different sizes. Chamber and whole house fumigation will be explored and demonstrated. The second half of the day will involve multiple demonstrations of barrier methods and Aprehend, and the effective application and use of these barriers in the field. Finally, teams of participants will develop what they think are the APM programs for bed bug infested apartments based on the levels of infestation, clutter and size of the unit.

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In addition, there will be three 90-minute virtual sessions for us to continue the learning and building:

October 11, November 15, and December 14.

Overnight accommodations are available at the discounted rate of \$149 +tax [using this link](#). The cut-off date to make reservations is 9/7/23.

Agenda

Inside Sales Culture: What is it and How to Build it – Mickey Thomas, Arrow Exterminators

Internal Communication – Bridging the Gap between Technician and Office Staff – Shannon Harlow-Ellis, Mosquito Joe Franchising

Concurrent Sessions - you'll pick one from each time slot:

Finance Panel - How to set expectations for payment – Mickey Thomas and Jessie Hughes, Pest Solutions, Inc. **OR Tech Tips and Tricks to Optimize Routes** – Wendy Lund, Accel Pest & Termite; Raymond Kidwell, Voice for Pest; and Shannon Harlow Ellis.

Overcoming Disgruntled Customers, Katy Wilke, Arrow Exterminators **OR Navigating Strategies and Trends in Digital Marketing**, Amy Yemm, Mosquito Joe Franchising

Virtual Sessions that follow:

Oct. 13, 2023 - 2:00 pm - 3:30 pm **Leading People and Processes** – Mark DiNunzio, Marketpoint Solutions

Nov. 15, 2023 - 2:00 pm - 3:30pm **Knowing Pests and Control to Provide Best Service** – Dr. Dini Miller and Morgan Wilson, VT PhD Candidate

Dec. 13, 2023 - 2:00 pm - 3:30 pm **What's Next? Exploring What You Can Bring to Your Team** - TBD

Lunch Sponsored by PWIPM

VPMA, led by some interested members, is working to bring an active and engaged chapter of Professional Women in Pest Management (PWIPM) to Virginia.

During lunch we will have “job responsibility roundtables” where attendees will sit at tables according to your job type. Facilitators at each table will lead informal discussions centering on the job type. This anecdotal learning and sharing may be the most valuable part of your day!



Registration Opens August 18 at the new www.VPMAOnline.com

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