

# BUGBYTES

By Valera Jessee

## GEORGIA PEST CONTROL ASSOCIATION

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**Legislatively Speaking** – According to the GPCA Lobbyist Skin Edge, the lawmakers have busied themselves with energy tax, on-line sales tax and film tax. This means that they haven't looked at our industry as a source of new revenue. And since Day 20 is quickly approaching (the day by which all tax-related bills must be filed) it looks like the pest control industry can take a deep breath. Of course, we are never idle when it comes to legislative matters. We made a good impression on the legislators at our annual barbecue and continue to learn how our members interact with the lawmakers. This is WONDERFUL!!! Someone has to treat their homes – it's a golden opportunity for you to tell them about our industry and our consumer safety concerns.

*(Note: one piece of 'interesting' legislation – HB 678 has introduced a bill that would regulate used mattresses. Bed Bugs concerns.)*

The next big effort will be a Georgia delegation to Washington DC for the National Pest Management Day. I've been going for more than 20 years and every year is unique. For the Congressmen and Senators who we have visited many times, they welcome us and want to know our concerns. They always ask, "do you know such and such" (one of their constituents). Funny how Bodine Sinyard's name comes up a lot!!

Why do we go to the time and expense to go to Washington – there is strength in numbers and our national pest control presence is quite impressive. We represent small, medium and big business SUCCEEDING in this economy. We manage government regulations, comply with environmental concerns and educate consumers. AND, we have their ear when we see legislation that will not serve the public well. They might not agree with us, but they want to hear what we have to say.

So far we have appointments with Senator(s) Saxby Chambliss and Johnny Isakson; Congressmen Tom Graves and Tom Price. More requested.

**Nuvan® Pro Strips**, and their use for bed bug control – in Florida Pest Pro Magazine, a recent research article advised that applicators could use these products along with heat to control bed bugs. According to the Commission, the label does not allow this use and the registrant must request this use pattern and be approved by EPA. The article reports *research* not an approved method.

**Inspection and Future Treatment Model** - About five years ago a new contract surfaced for homeowners to consider. The pest control company offered annual inspections and termite treatment at a later date if an infestation was found. While a little different from what we had been used to, the business model is completely legal – but it is governed by the contract requirements in the Structural Pest Control rules and regulations. There are elements of the contract that must be clearly stipulated, i.e. what type of treatment will be provided, addressing conducive conditions, etc. The Commission plans to develop a Guidance policy to help pest control companies *clearly* understand what they have to do if they choose this type business model.

**Are you an ACE?** – We've asked this question at many of our conferences. It refers to the Associate Certified Entomologist program that many operators have asked GPCA to develop. Our Education committee – specifically Dr. Dan Suiter (UGA) and Jose Dolagaray (Orkin) have boiled down what's involved. To offer this program would be a big commitment from any attendee – and also from GPCA to develop the class. So, we're offering a one hour 'information on ACE' program at the GPCA office, April 24 from 11 to Noon. *(It follows our 4<sup>th</sup> Tuesday class scheduled from 9 – 11 AM.)*

Check out the following summary from to see if you are interested:

**Heard of the ACE Program? Want to know more?**

*In today's increasingly complex and highly-specialized economy, credentials are everything. Sure, you know you've got the skills to do the job, but how do you convince potential customers and employers? For many career-minded pest management professionals, certification is often the answer.*

*The Entomological Society of America (ESA) is pleased to announce a new certification option geared specifically toward the pest management industry. Launched in May of 2004, the ACE (Associate Certified Entomologist) program is rapidly becoming the industry-standard for professionalism and training.*

*ACE is a professional, earned credential offered by the ESA, and is designed to benefit the practicing pest management professional. You do not need a degree to participate, just a solid grasp of the practical aspects of applied entomology.*

*On **April 24 at 11:00 a.m.** at the **GPCA Office in Norcross**, Jose Dolagaray (ACE) and Dr. Dan Suiter (UGA), will provide an overview of the Entomological Society of America's ACE program for those interested in acquiring this important credential. If you'd like to attend this informational meeting, we ask that you contact our office at 770-417-1881 or email Valera at [Valera@gpca.org](mailto:Valera@gpca.org) to let us know of your attendance.*

**Important Note:** ACE eligibility is only open to those with 7 or more years of verifiable experience in the pest management industry.

*This informational meeting is free with no obligation. Please call GPCA at 770-417-1881 to let us know you're coming.*

**Register for GPCA Road Shows on-line!** Many of our members took advantage of registering on line to attend the Dahlongega Road Show. And there's more coming!!!

Macon	March 7	1 IPM, 2 HPC, 3 PTX	requested
Rome	March 14	2 IPM, 1 HPC, 3 WDO	requested
Lawrenceville	March 20	1 IPM, 2 HPC, 1 PTX, 2 WDO	requested
Waycross	March 29	1 IPM, 2 HPC, 1 PTX, 2 WDO	requested

Members may attend these six hour classes for only \$20! Go to GPCA.org and register now – or call 770-417-1881 and we'll be glad to take your registration over the phone.

**Train the Trainer** – Dates for the next Train the Trainer Program have been announced. Classes will start April 30 and meet for the next 4 consecutive Mondays from 1 to 5 PM at the GPCA office in Norcross. The program serves two purposes: Helps attendees learn how to do presentations (whether they are technical, sales or motivational) and satisfies the "Train the Trainer" element of becoming an approved State speaker. Cost - \$475 per person. More information at GPCA.org

**Thank you so very much** – GPCA is indebted to our many supportive members who generously donate their time and talents. We salute:

Shay Runion and Heather Gordy (Arrow Exterminators) – Add a Category Training  
Dr. Rosmarie Kelly (Department of Human Resources) – Add a Category Training  
Craig Goodwin (Orkin Pest Control) – Add a Category Training – facility  
Ted Veitch (Cooks Pest Control) – Dahlongega Road Show Training  
Len Land (Coppermines Pest Control) – Dahlongega Road Show Training  
Jose Dolagaray (Orkin Pest Control) – Dahlongega Road Show Training

**Congratulations to Connie** – On February 8, 1993, Connie Rogers came to work for GPCA. She wanted a small part-time job. Twenty years later, she's still here working in every aspect of our Association. She knows most of our members on a first name basis and has become an intrinsic part of GPCA's success and growth. *Thanks for the dedication and good work, Connie.*