



The State of Our Future

2021 FALL NEWSLETTER

# THE PEST DISPATCH

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## PRESIDENT'S MESSAGE

Matt Lang, Belle City Pest Solutions, LLC • [bellecitypestsolutions@gmail.com](mailto:bellecitypestsolutions@gmail.com)



Hello! I hope all of you have been staying busy in the field, fighting off today's common insect and rodent issues. As we move into fall, this is the time to start thinking about educating your customers on important deficiencies that need attention before it starts getting cold.

We all know how important it is to seal off potential entry points. I have included a few below to always keep in mind.

- Door sweeps functional and not ripped or missing
- Garage door seals in place
- Replace missing or torn screens
- Utility services properly caulked and sealed
- Replace missing or damaged dryer vents

These are just a quick five spots that are at the top on my list. Several more could be added easily. Including these recommendations in your monthly service report is a helpful reminder for you and for the customer. Even more helpful is to physically show the customer the issue and/or take photos. This helps resolve the matter much quicker.

Like many of you, I'm nowhere near ready for winter to be around the corner. But it's coming and we need to prepare.

(Continued on next page)

PG. 12



Shedding light on  
spider management

## PRESIDENT, CONT.

We're also just a few short months away from the WPCA conference, and we're all working feverishly to provide you with a well-rounded educational seminar to attend. I'm excited to see the lineup come together. Our topics will interest everyone from the new technician to the veteran business owner.

I'm certain I speak not just for myself when I say that it will sure be nice to have us all together again, holding in-person conversations and visiting our fantastic vendors that help support WPCA. I have heard rumors of many new and exciting products coming out in 2022 and look forward to hearing more. I personally would like to take a minute and thank all of our sponsors! We appreciate you sticking with us through the pandemic. Without your assistance and dedication, we would not be able to provide our members and the pest control

profession with the level of education that we've committed to offering.

I also have some exciting personal news to share. After being in the pest control industry for over 12 years, my family and I have decided to start our own business – Belle City Pest Solutions LLC. While this adventure came on suddenly, the support and enthusiasm I've already seen within my family ensures me it is the correct road to travel. I'm looking forward to building a company that solves problems and provides legendary service, as I have seen so many of my colleagues in the WPCA do.

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# CERTIFICATION AND LICENSING: TIME TO GET ORGANIZED FOR 2022

Alyssa Foss, Pesticide Program Manager, Wisconsin Department of Agriculture, Trade and Consumer Protection • [alyssa.foss@wisconsin.gov](mailto:alyssa.foss@wisconsin.gov)



Businesses and individuals that commercially apply pesticides are required to be certified and licensed by the Wisconsin Department of Agriculture, Trade and Consumer Protection investigators, which also commonly documents violations. It's important for you to know how to comply with the regulations and ensure that you and your business have completed the requirements.

Compliance aside, certification and licensing are powerful tools when used in conjunction with the knowledge conveyed by the technician to your customer. You can assure customers that you are trained, licensed, and certified with DATCP to complete pesticide applications. Assurance as such not only shows responsibility and due diligence on your part, but also provides a level of trust with your customer that you are qualified to complete the job.

The current pandemic certainly caused changes within DATCP for certification and licensing. Commercial pesticide applicators with certifications that expired January 31, 2020 through November 30, 2021 have had their expiration dates extended to December 31, 2021. If your certification is set to expire December 31, 2021, DATCP recommends you sign up to take your exam sooner rather than later. The longer you wait, the more difficult it may become to get tested as DATCP frequently experiences a high volume of testing in the late winter and spring.

In-person testing has resumed and pesticide applicators can take exams at the Madison, Green Bay, Wausau, Eau Claire, Spooner, and Waukesha locations. Sign up at <https://pestexam.datcp.wi.gov>.

Along with having five-year certification, individual commercial applicators are required to hold a valid annual license with DATCP. These licenses have not been extended and must be renewed each year. Apply at <https://mydatcp.wi.gov> or complete a paper form. License applications for 2022 must be received by December 31, 2021 or a late fee will occur.

If you own a business, there are also additional licenses that the business is required to maintain. This requirement is for businesses that apply pesticides for payment and a license is required for each business location, including locations where orders for pesticide applications are regularly taken. Licenses are valid for one year. License applications for 2022 must be received by DATCP by December 31, 2021 or a late fee will occur. The application form is available at [https://datcp.wi.gov/Pages/Licenses\\_Permits/Business.aspx](https://datcp.wi.gov/Pages/Licenses_Permits/Business.aspx).

Lastly, if you are a retail dealer/distributor of restricted-use pesticides, your business is required to have a restricted-use pesticide dealer license. Restricted-use pesticides can be applied only by a licensed applicator. Every location that sells these products needs a separate license, which are valid for one year. License applications for 2022 must be received by DATCP by December 31, 2021 or a late fee will occur. Businesses that hold a restricted-use pesticide dealer license are required to report sales/distributor data to DATCP annually for the time period October 1 through September 30. Application and reporting instructions is available at [https://datcp.wi.gov/Pages/Licenses\\_Permits/RestrictedUseDealer.aspx](https://datcp.wi.gov/Pages/Licenses_Permits/RestrictedUseDealer.aspx).

For more information regarding certification and licensing, and to locate paper application forms, visit our DATCP webpage at [https://datcp.wi.gov/Pages/Programs\\_Services/PesticidesFertilizersCertificationLicensing.aspx](https://datcp.wi.gov/Pages/Programs_Services/PesticidesFertilizersCertificationLicensing.aspx).

If you have questions, email [datcppesticideinfo@wisconsin.gov](mailto:datcppesticideinfo@wisconsin.gov) or call 608-224-4548.

*This document was developed using authorities and information provided within the rule language about pesticide certification and licensing in Wis. Admin. Code § 29.15, 29.20, 29.25, 29.26, 29.28, 29.29, 29.30, and 29.31.*



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# COCKROACH TIPS AND TRICKS FOR PMPS

Sam Pass, BCE, Pest Control & Nursery/Greenhouse Market Manager  
FMC Global Speciality Solutions

Cockroaches are one of the most frequently encountered pests. Identifying cockroaches is relatively easy, and there are plenty of effective tools and products available for cockroach control. Nonetheless, almost every pest management professional has been frustrated by a cockroach infestation at some point.

While there is no “silver bullet” or one-size-fits-all approach, there are some tips PMPs can follow to increase their chances of success.

- **Start with a plan for success.** Cockroach infestations vary dramatically in severity. A standard initial service might be enough for American cockroaches in a single-family residence, but a German cockroach problem in an older commercial building

could require an extended initial service and several follow-ups.

- **Engage the customer.** With more severe cockroach infestations, customer cooperation is often the difference between success and frustration. Before beginning services, always explain the issue, set expectations, and encourage proper sanitation practices.
- **Take the time to monitor.** Setting up monitors before beginning a service can save time later. With German cockroaches, going from a severe infestation to a light infestation is often simple, but going from a light infestation to no infestation is a challenge. Monitoring from the start makes it easier to find the last few harborage sites.



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# MEET OUR 2021 SCHOLARSHIP WINNERS

## Jaydalin Ganas Leadership Scholarship



As the years have gone by, Wisconsin's need for teachers has grown significantly. While some school districts may have a good amount of teachers, others are struggling to find people to hire... Ever since I was little I have been around children. My mother has had an in-home daycare for as long as I can remember and all I wanted to do was help her. I would teach the children about letters, shapes, colors, math, the list could go on forever. They loved it when I got time to spend with each of them. This is when I knew I wanted to become a teacher.

Since my heart has been set on wanting to become a teacher for years, I have done many things to prepare myself. I help my mom with her daycare as often as I can, and I am in the clubs Best Buddies, Warrior Family, Key Club, and Educators Rising at school. I have also volunteered for Special Olympics two years in a row, and at Bay Lane Elementary School for three years in a row to help teach second graders. This year is a little different, one of my classes allows me to have an internship through both Bay Lane and Kwik Trip. Not only do I enjoy these things, I also enjoy working at Kwik Trip, AW Greenhouse, and Princeton Club while also maintaining good grades.

Both my parents have helped me along my educational journey and I will use everything they have taught me to succeed. I will be as hardworking as my father and will always look up to him for leadership skills. I want to enjoy coming to work each and every day just like he does. He always comes home from work each day and has a big smile on his face. This is what I want for myself. I want to love my job and make an impact on people's lives. I will be the first person in my family to attend college, and I am extremely excited for this new chapter in my life. I hope that everyone will be proud of what I do at college and in my future when I become a Family and Consumer Sciences teacher.

## Caleb Schopen Pelliteri Scholarship



I was voted captain of the cross country team by my peers and despite injury I ran a time that ranked me in the top 50 of the state of Illinois. I have been involved in the National Honors Society at my high school and in the past year have accumulated over 30 community service hours through various activities such as, wrapping and delivering christmas presents to the less

privileged, organizing school events, and sleeping in a cardboard box for an event that we call "Sleepout for Shelter" to raise awareness and money for the homeless. Additionally, I have picked up new skills while being in quarantine that have allowed me to grasp at normalcy. I taught myself how to play the piano and found a new passion for poetry. I won a slam poetry competition for my high school, and I am going to be playing the piano in a talent show.

I will be attending Cornell College to study Pre-Physical Therapy and Exercise Science. I will be a member of their cross country team as we strive for a place on the national stage. I am attending a summer course at the institution titled "The Science of Running" which will integrate my biggest passion into my field of study. My ultimate goal is to attend medical school and become an Orthopedic Specialist and specialize in lower extremities.

My dream is to invent something for the orthopedic field and do Ted Talks or speaking engagements about my field and how I plan to advance it. I personally have been plagued with injuries and have gone through the recovery process multiple times. I want to help people to recover and become healthier than they were before they were hurt. I want to teach people how to become stronger and to prevent injuries in the future while also educating them on proper habits and maintenance strategies.



# WOMEN IN PEST MANAGEMENT CHAPTER

Breanna Neerland, ACE, Operations Manager  
Kwik Kill Pest Control • breanna@kwikkill.net

Attention ladies, have you heard the **buzz**?! Wisconsin is launching a local chapter of Professional Women In Pest Management (PWIPM). All women who work in the

pest management industry, along with supporting services and vendors, in Wisconsin are welcome.

Wondering what PWIPM is and why you should join? PWIPM is an affiliate group of the National Pest Management Association. The mission is to attract, develop, and support women in the pest management industry. This is done through educational programs, resources, and peer networking. PWIPM brings women together from all areas of the industry so that we can learn and grow from each other. For more information about PWIPM, visit [www.pwipm.org](http://www.pwipm.org).

We are spreading the word and inviting women in the pest management industry in Wisconsin to sign up. The best part is that it is completely free to join! If you're interested, contact me at breanna@kwikkill.net. You'll be added to the list we use to keep in touch.

Those who are involved with PWIPM have found the activities and friendships to be extremely rewarding. I am confident that bringing these activities and networking opportunities to the local level will be a great benefit to everyone involved in the pest management industry. I am extremely excited about the opportunity to get to know the amazing women of Wisconsin and include them in our upcoming activities!

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# THE IMPORTANCE OF WINTERIZING YOUR EQUIPMENT

Kevin White, Owner, Contree Sprayer & Equipment Company



With down time typically costing more than preventative maintenance, proper winterizing of equipment can save you money.

If you are not planning to use your sprayer for a period of time, triple rinse it with fresh water and store it without anything in it or with a mix of 50% antifreeze

and water. Using automotive type antifreeze is the best as it has a rust inhibitor in it. Save the antifreeze containers, label them and pump the antifreeze mixture back into them when you are ready to use the sprayer again. This procedure is the one to use for winterizing also. Do not store the sprayer using oil or diesel fuel, as it may affect the seals, o-rings, or certain types of plastics that are in your sprayer.

Before you store your sprayer for the off season, replace any broken and leaking parts. Pre-off season storage is a great time to replace the diaphragms and other consumable sprayer items on diaphragm pumps. Change engine oil (detergent SAE 30), spark plug, and air cleaner. You will want to fill the sprayer fuel tank with premium fuel which does not have ethanol in it. Start engine and shut off fuel valve then run the engine until it runs out of fuel. However, do not run a centrifugal, piston or roller pump dry. This will shorten their life and/or damage them. This will help prevent the carburetor from varnishing up. After this step, put fuel stabilizer in the fuel tank.

Next, check air pressure in the pulsation dampener chamber. Pressure should be at least 10 psi or 20% of your regular operating pressure. Your suction strainer should be cleaned, the screen should be replaced, and the bowl o-ring should be checked to see if it appears used or damaged. The diaphragm pump can be used as an air compressor to pump air through the sprayer in order to winterize it.

To prep a roller pump for your off season, you may want to separate the pump and install new bearings,

seals and rollers. Off-season storage for a belt drive centrifugal drive pump consists of removing the belt to check it for cracks and wear. Be sure to replace the belt if you are in doubt that it will last another season. While the belt is off, take your hand and spin the pump shaft feeling to see if the bearings feel dry or rough. You can also use your ears to hear if they sound like they are running smooth or not. If they sound rough, replace them and the pump seal.

Check the belt tensioner spring to see that it is not stretched out of shape. Be sure that it moves freely and is greased. Also check the idler bearing to make sure that it is not dry or running rough. Remember a dry or rough bearing will generate excess amounts of heat and will damage your belt or pump shaft and/or seal. Piston pumps are a complicated pump. If you winterize them properly and never run them dry they should last you a long time before you need to repair them. Contact Contree if you have questions.

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# NEW PRODUCT RELEASES

## Foam Fresh Bio-Sanitation Foam

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This hose can push past the p-trap and even fits through the smallest drain plate grids, allowing you to treat without time-wasting plate removal. You can also attach any smaller standard hose. Both actuators are used with an up-down valve giving you 360° flexibility from any position.

*We highlight products released within the past six months for use by pest control professionals. Companies must be WPCA members or advertisers. Inclusion of a product should not be seen as an endorsement by WPCA. For full submission guidelines, or to submit a product for consideration, contact [dana@barefoot-marketing.com](mailto:dana@barefoot-marketing.com).*



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Brian Smith from Veseris with Mike Dirks of Dirks Pest Management.

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# 2021: THE SUMMER OF SPRINGTAILS

PJ Liesch, Extension Entomologist,  
UW Madison Insect Diagnostic Lab • pliesch@wisc.edu

With the unusually dry weather we had this summer, I wouldn't have predicted that springtails (Collembola), would be one of the most common samples at the UW Insect Diagnostic Lab. In general, springtails tend to thrive under damp conditions. These tiny (<1/10 inch long), insect-like creatures are commonly associated with leaf litter, rich soil, compost, mulch, or plant beds outdoors where they feed on fungi and decaying plant materials.

Springtails are extremely common and can be found around the globe under a wide variety of conditions. In many parts of North America, you can even bump into large numbers of dark-colored springtails ("snow fleas") bouncing around on the snow in winter.

Indoors, it's usually too dry for springtails to survive or reproduce unless damp conditions exist. Occasionally, they can be found in association with houseplants, new construction (due to residual moisture in construction materials), plumbing leaks, and other moisture issues. In many cases, when springtails are spotted indoors, they originated outside and simply snuck in and perish shortly thereafter due to desiccation.

This summer's hot and dry conditions have likely forced springtails to sneak into structures or other spots that may be slightly damper, darker, and cooler. When they do make it inside, springtails are often spotted near moisture sources—kitchen or bathroom sinks, showers or bathtub drains, and basement floor drains. Some good news is that springtails are completely harmless to humans, pets, and homes, and in most cases won't survive long. The following tips can be helpful when springtails are a problem indoors.

## Actions for Pest Management Professionals:

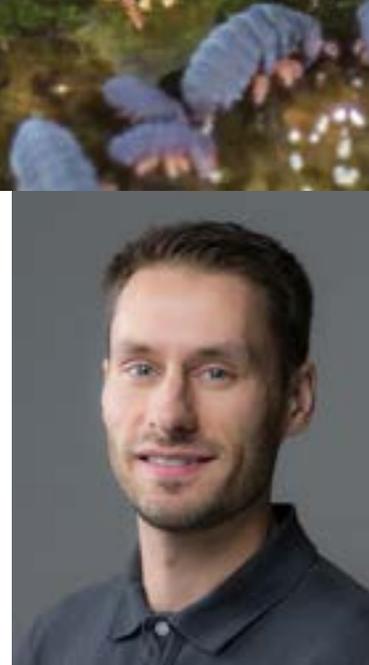
- **Monitor:** Visually inspect for areas with lots of springtails and see if potential entrance points into structures are nearby. Indoors, glue board traps can be helpful for monitoring and management.

- **Physical exclusion:** Sealing potential entrance points into a structure can help with springtails. However, their small size makes physical exclusion more challenging compared to larger pests (e.g., boxelder bugs, Asian lady beetles, etc.). Pay attention to high priority areas such as along the foundation, around window and door frames, and basement window wells. Some pest control companies offer exclusion services but it may instead be an activity to communicate to clients.
- **Insecticides:** Since springtails coming in from outside typically won't survive long, spraying indoors often isn't particularly helpful. However, exterior barrier or cracks & crevice treatments can help decrease the number making it inside. Keep in mind that high springtail populations can be challenging to deal with, so communication with clients about expectations is key!

## Actions for Clients

The IPM process involves communicating with clients and asking them to take steps to contribute to overall success. These are non-chemical approaches that clients can take to help manage springtails:

- **Remove plants from along foundations:** Plants near a foundation can hold in moisture and create good habitat for springtails and other pests that can sneak indoors. Having a gap of 1-2 feet or more between a structure and plants increases airflow and can help decrease humidity.
- **Avoid excessive mulch:** A thick layer of mulch can hold in moisture and may create good habitat for springtails and other arthropods.
- **Reduce indoor humidity:** Running a dehumidifier and/or air conditioning can help decrease moisture and make it harder for springtails to survive indoors. Repair or correct any drainage, plumbing, or moisture issues that may be increasing humidity levels within a structure. Allow houseplants to dry out between watering.



# MAKING SPIDER MANAGEMENT A SUCCESS

Article provided by Nisus Company



Photos top to bottom: Spider eggs; spider swept up by a Webster; spider hiding on a deck; large spider web.

Are you considering adding or improving your spider services? Spider management requires a full IPM program that includes proper inspection, prevention, exclusion and sanitation. Ultimately, cleaning and timing are everything for effective spider control. If you want to get rid of spiders, get control before the eggs hatch!

## INSPECTION

A thorough inspection is essential and, while it can be time-consuming, it's worth it.

Outdoors, pay particular attention to what's going on near the foundation of the structure. Check for potential harborage such as uncut grass and shrubs, stacked wood or debris and old webs around doors, window and eaves. Inspect the weep holes in brick construction that serve as hidey holes. Keep a sharp eye out for entry points spider can access to get inside.

Indoors, where spiders like to cozy up over the winter, look for visible spiders and webs, especially in low-activity areas like basements, crawlspaces, garages and storage rooms. Anything brought into the house is fair game for a spider to hitch a ride on, so be aware of any houseplants, firewood or similar items that might have inadvertently provided limo service.

## PREVENTION & EXCLUSION

Early season elimination of potential habitats and harborage can help you manage your spider program more easily by keeping spider populations down from the start. Make sure those entry cracks and crevices are sealed up, caulk around windows and doors, fix all screens, get rid of any foundation-area debris and trim the excess vegetation close to the structure.

Don't forget about what spiders eat! Check for any insect populations that provide a helpful buffet to keep the spider population fat and happy. Managing the spiders' food source is critical to control.

## REMOVAL & SANITATION

It's important to eliminate both webs and spiders for continuing control. Using a vacuum to remove spiders, webs and egg sacs is effective both inside and out. Be sure to dispose of the bag or vacuum contents immediately. Don't forget to engage your customers so they can assist by practicing good sanitation and organization in between your visits. Vacuuming is an easy way for them to help out during their own cleaning efforts.

Products on the market make normally annoying, sticky web removal clean and easy, plus will help prevent web formation for

# SPIDERS, CONT.

30 to 60 days outdoors depending on weather exposure. You can easily clean away treated webs with a webster, broom, sponge or brush.

Apply insecticide directly on spiders, on their webs, and in cracks and crevices. Use a product with residual benefit with both a fan spray and a pin spray to make sure you get hidden pests as well as insects that may act as a food source.

## FOLLOW-UP

When young spiders come in on the wind or additional insect populations move in to act as food sources, spider populations can get a boost. Get a jump on these things before they get out of control. Continue to inspect entry points, look for any increase in insect populations and watch for additional spider populations and webs. A well planned, integrated program – started early – delivers the best results.

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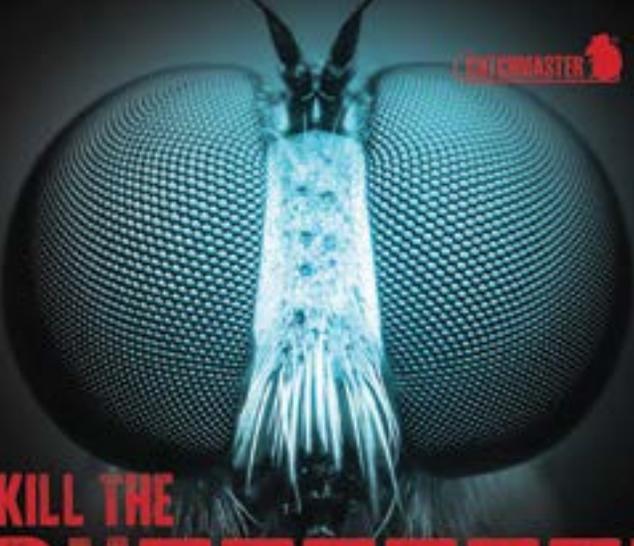
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# BITHOR AND ADJUTHOR: AVAILABLE FROM ENSYSTEX

Hello everyone and I hope you had a great pest season! Before I briefly introduce you to two products which we are currently featuring, I would like to thank my Wisconsin customers and the Wisconsin Pest Control Association.



Many of you have no doubt noticed two ads we've been running. I would like to tell you more about these two products. First, our **Bithor** is a combination of two well proven actives: bifenthrin and imidacloprid. Originally introduced to the industry in 2007 (as an exterior product initially), it now has over

100 insects on the label for indoor/outdoor. The dual actives afford it a longer residual lifetime—both for interior and exterior.

Indoors, Bithor is widely used for bed bugs and roach clean outs. On the exterior, it has a turf and ornamental label in addition to structural applications. The dual actives it easy to deal with problem ants such as carpenter and odorous. I have many Wisconsin customers who have made Bithor their “main juice.” From April 1 to August 31 each year

we run our promo on the product, so watch for that next spring. The promo starts with only two cases of quarts and moves on up from there.

The second product I would like to review is our **Adjuthor**. This is a new product, introduced in 2020. Adjuthor is a “spreader-sticker” and was introduced to allow for a longer lifespan to an insecticide/fungicide application. Everyone in the pest management business can agree that callbacks and rainy weather after an application are two big negative issues. (I'll skip the “can't find help” discussion for now.) Adjuthor can help protect your application at a rate of only .5 fl oz/gallon. Any product that is not already encapsulated or have a polymer in it can benefit.



At Ensystem we sell our products direct. We are a privately owned American owned company with international operations. Questions? Glad to help!

Steve Goscinsky  
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## SAVE THE DATE FOR OUR IN-PERSON WPCA CONFERENCE FEBRUARY 7-9, 2022 IN THE WISCONSIN DELLS





Wisconsin Pest Control Association  
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\* If we somehow omitted your company's name, please let us know so we may correct the error.

## THE PEST DISPATCH

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