



The State of Our Future



2021 SUMMER NEWSLETTER

THE PEST DISPATCH

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PRESIDENT'S MESSAGE

Matt Lang, Guardian Pest Solutions • mlang@guardian-online.com



With the 2021 Virtual Spring Training Seminar in the books, we here at the WPCCA have been working diligently on the next 2022 seminar. We believe you'll be pleased with our outline of speakers at this extraordinary event. Remember, please save the date of February 8-9, 2022.

As we move into spring, I would like to discuss giving the customer that little extra inspection. Taking time and identifying current or potential pest entry points can help add that little extra service where the customer feels the partnership with you, as their provider, working. We know the importance of the customer feeling that instead of having the mindset of being held by contracts, etc. Below are six home entry points for pests that I review daily in the field. I hope you can also remember to always be inspecting and providing that extra service experience for your clients.

- 1. Vents and exhaust fans.** While our dryer and attic vents do an excellent job of allowing heat to escape, they don't do a great job keeping out larger pests like rats and squirrels. Exhaust fans pose a similar threat but for smaller vermin like cockroaches and ants. Keeping up the basic maintenance of these entrance points will help from pests gaining entry. Both dryer and exhaust fans should have screens to keep the outside world

(Continued on next page)

PG. 10



Bees Times Three: Viewpoints from beekeepers and experts

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PRESIDENT, CONT.

out. Be sure to check the vents and fans while performing your visual inspections to verify the screens are in good condition.

- 2. Doors and Windows.** These seem to be the most obvious points of entry. Or are they? Front doors are the perfect spot for pests to enter the home and not simply because we open and close them often. Door frames endure a lot of wear and tear, which can result in gaps and cracks. Cockroaches are notorious for getting through those tiny gaps and then wreaking havoc on homes. While you're inspecting, be sure to pay close attention to the door sweeps and make sure they have a tight seal to close up any gaps.
- 3. Gutters.** Dirty gutters are a pest's best friend. When gutters get clogged with debris, they become a breeding ground for all pests. Once they make their way into the gutters, pests can easily gain access to a home through cracks and openings. While you're doing your outdoor visual inspection, be sure to document any gutter or downspout issues for your client.
- 4. Garage Doors.** Like front doors and windows, garage doors experience quite a bit of wear and tear that can create significant gaps. Be sure whatever is stored within the garage is kept in a sealed container and trash is picked up.
- 5. Attics.** While attics are sealed, for the most part, gaps along roof vents or roof lines are the go-to entry spot for rodents like rats and squirrels. Once inside, pests can easily make their way to any wires or pipes that lead directly into a home. Be sure attics are tightly sealed with screens and/or caulk.
- 6. Firewood.** Termites love hanging out in warm, cozy firewood! The closer we store firewood to a home, the easier it is for these wood-loving pests to enter the home. Be on the lookout for firewood that is stored within 25 feet of the home. You may want to suggest to the client that they move the pile further away.

I hope these steps help you in the field to become more aware of your surroundings and provide that little extra touch that sets your service apart.



REPORT FROM NPMA LEGISLATIVE DAY

Jason Ganas
WPCA Board Member

On March 17th, the National Pest Management Association held its 2021 Legislative Day. I had the pleasure of representing the WPCA board and its affiliates to advocate in front of several of our state politicians to discuss important topics regarding our industry.

This was my first trip to “the hill” and the first “virtual” Legislative Day put on by the NPMA.

Every year, as PCOs, we receive emails asking us to join our industry on this day but I never understood what was involved or what we were trying to do until after I attended.

I am thankful for the opportunity to attend this event even though I didn’t get to travel to Washington. I learned a lot throughout the process, including that the NPMA does so much to support our industry and make sure at every step we are taken care of and represented. From when I signed up to attend the debriefing, to the post-meeting in review, the NPMA made sure we were as prepared as possible to make our voices heard.

I also learned that it is important to get in front of our elected officials and explain how certain legislation would either be good or bad, and why.

This year we had two main topics to discuss. The first was the Protect America’s Children from Toxic Pesticides Act, or PACTPA, which was proposed last Congress and is expected to be re-introduced. When I first heard the title of this bill I thought that doesn’t sound bad. But once you learn what’s inside the bill it becomes evident that this would be bad news for our industry.

If passed, the bill would allow local governments to regulate pesticides. You heard me right—every city, parish, county, and town could call the shots on what pesticides they allow for use in their jurisdiction. It would be the pest control company’s responsibility to know each separate regulation. Also, any pesticide banned or suspended in the EU or Canada would be immediately suspended in the U.S.

The second topic that we addressed was important tax credits for our industry and our customers—the Disinfection Tax Credit and the Food Supply Essential Workers Tax Credit.

The Disinfection Tax Credit allows companies to help offset the qualified cleaning expenses or services by issuing a temporary cap tax credit. The Food Supply Essential Workers Tax would allow a payroll tax exemption for all essential employees in the food and agriculture industry which include the pest control industry.

As you can see, if not monitored closely on the political level, our industry can be changed dramatically while we neglect to pay attention and speak up about our interests and the interests of our customers. So I’m asking next time you receive that email about Legislative days, carefully consider whether or not to get involved. Because you never know what our politicians will propose next.



**SAVE THE DATE FOR OUR CONFERENCE
FEBRUARY 7-9, 2022!**



SPIDER TIPS AND TRICKS FOR PMPS

Dr. Freder Medina, BCE, Technical Market Manager
BASF Professional & Specialty Solutions

Working as a pest control technician, I remember dealing with these urban inhabitants almost daily, especially in neighborhoods with wooded or grassy areas near a creek.

damaged window screens and weather stripping. Also inspect low under decking, windowsills, and patio furniture, and high under eaves and light fixtures. When selecting a pesticide, use microencapsulated products as they will provide longer protection. Keep in mind that by eliminating the spider's food source you can also reduce their population, thus pay attention to other insects in the area and use broad spectrum insecticides.

Imagine a home sitting on a hillside with lush vegetation, landscape lighting, and surrounded by large trees touching the structure. Spiders will seek any opportunity to build their webs near these outdoor lights while active hunters will search the grounds near a doorway or a window for a chance to snack on prey.

Now, more than ever, a strong focus on outside pest control services and customer education are very important for your success. Get your customers involved; since they have spent more time at home, they can direct you to where pests might be hiding and/or entering. Provide creative ideas and get them to work on weekend projects that will help reduce conducive conditions and make their homes pest-proof.

PMPs should keep in mind that prevention is key, and it is important to thoroughly inspect outside and inside the structure. Always look for openings, gaps,



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HOW TO CHOOSE THE MOST EFFECTIVE FORMULATIONS FOR PERIMETER PEST CONTROL

Eric Paysen, Ph.D., Technical Services Manager
Syngenta Professional Pest Management

The primary goal for perimeter pest control is protecting a structure's interior with preventive products and best practices. Recognizing common pests and understanding biological processes are essential when developing treatment strategies. As part of that, using various insecticide formulations should be included in a strong treatment strategy.

Insecticide formulations include at least one active ingredient combined with various inert components that allow for dispersal. Chemists consider safety, storage, handling, application and the effectiveness of various combinations. Formulations are typically grouped into categories based on composition.

BAITS: Although often overlooked in perimeter pest management, baits can be incredibly effective. Ants are target pests for bait treatments outdoors, but baits also control chewing insects like peridomestic cockroaches, crickets, and earwigs. Comprised of food materials and slower-acting active ingredients, outdoor baits fall into two categories:

- Gel baits are consumed by sweet-loving and many super-colony ants. In colonies, gel baits are effective when applied directly to active foraging trails but should not be applied if no foragers are present during inspection. For super-colony ants, use in combination with liquid residual treatments.
- Solid granular baits are effective at managing ant species and is also an option for other chewing insects, like cockroaches, crickets and earwigs. Solid granular baits are an excellent addition to preventive perimeter treatments and are most effective in the spring when insect activity begins.

LIQUID RESIDUALS: These are the most commonly applied products in perimeter pest management.

Including microencapsulations, wettable powders, water-dispersible granules, and suspension concentrates. All liquid residual formulations require adding water to the bottled concentrate before application and are divided into two categories:

- Fast-acting formulations typically contain active ingredients in the pyrethroid class of insecticides, creating barriers that control pests that breach the treatment zone. They are especially effective capsules protect the active ingredient from UV rays and other damaging environmental factors.
- Slower-acting is better, in that the extended time required for mortality gives pests time to transfer the active ingredient to their nestmates. This effect, called horizontal transfer, is most common in ant management. Formulations have revolutionized ant management and are used by creating perimeter treatment zones, following leading edges where ants trail and by directly treating active foraging trails. Often containing the same active ingredient as baits, they are compatible options for combination treatments with bait usage.

Granular insecticides: Not to be confused with granular bait formulations, these are not eaten. Instead, they provide long-lasting residual control and relatively quick contact mortality. Ideal treatment sites include heavily vegetated planter beds and areas with dense river rock landscaping. Like high-volume liquid applications, but without the need for a large spray rig, formulations settle down through complex substrates to the soil where pests breed and harbor.

Syngenta offers a portfolio of perimeter products to help keep routes callback-free throughout the year. If you have questions or need ideas, contact your local Syngenta territory manager.

IN MEMORIAM: DICK FREYE

Richard J. "Dick" Freye, age 84, passed away on March 31, 2021, at home surrounded by his loving family.

Dick began his career in pest control as a technician and later as a branch manager for Wil-Kil in Madison. In March of 1968, just a few months before he married Jan, he started his own business, Professional Pest Control. Dick grew the company through a firm commitment to customer service and integrity.

He also got involved with WPCA, where he served as president on three occasions as well as as vice president, secretary, treasurer, and sergeant at arms. He was also a recipient of the Paul Harris Fellow Award. In 1991, Dick was bestowed a lifetime honorary WPCA membership.

In 2007, Dick retired after selling the company to his son. In 2017, it was bought by long-time employee and WPCA past president Tom Fraser. Today the company serves all of South Central Wisconsin and Northern Illinois.

The WPCA mourns the loss of a man who was a committed professional and an integral part of our association's history.

Below: Professional Pest Control trucks line the cemetery road at Dick's funeral.



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INTEGRATED PEST MANAGEMENT: COMMUNICATE YOUR PLAN WITH THOSE YOU PROTECT

Alyssa Foss, Pesticide Program Manager
Wisconsin Department of Agriculture, Trade and Consumer Protection



Have you ever had to manage pest control for apartment complexes, multi-family housing or large office buildings? Are you finding yourself constantly going back for control without success?

It can be difficult to manage a building constantly infested by roaches, rodents, or other pests. Building management may seem overwhelmed;

tenants are unaware how their behavior may be exposing the building to infestation.

As such, implementing Integrated Pest Management (IPM) and communicating the plan throughout the complex may benefit everyone. IPM uses a comprehensive approach for pest control to limit what attracts the pests.

Achieve this goal with common-sense strategies and long-term solutions, including multiple tactics for pest control and minimum impact on human health and the environment. The pyramid of IPM has education and communication at its base, followed by cultural and sanitation practices, then physical and mechanical control, and use of pesticides.

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IPM builds from existing methods and aims to get others involved in the fight against pests. In addition to routine inspections and establishing strategies to target the infestations, it's always beneficial to inform staff and tenants regarding how they can help prevent and eliminate infestations. Ideas may include:

- Remind tenants to properly and promptly seal and dispose of trash in designated areas.
- Avoid leaving out food indoors (kitchens) or outdoors in common areas.
- Identify areas where pests are entering the building.
- Designate staff who can communicate what is observed.

Whether you communicate these ideas in-person or through a flyer, showing concern may encourage everyone to be more responsive to the recommendations you are making.

If you have questions or need assistance from DATCP, they have 14 locally-based environmental enforcement specialists available. You can find their contact information at <https://bit.ly/3vgj7cl>.



NEW PRODUCT RELEASES

Sumari System

MGK introduces the all-new Sumari® System. Designed to work in tandem, the powerful combination of Sumari® Insecticide and Sumari® Ant Gel Bait enhances treatment results through both direct contact and ingestion, while providing long-lasting control. Optimal performance is achieved when the two products are used together.

Sumari® Insecticide concentrate provides fast-acting and long-lasting control of ants, including multi-queen species, as well as a broad spectrum of other insects. Sumari® Ant Gel Bait is a highly palatable, consistent matrix that delivers long-lasting control of ants, including multi-queen species.

The Sumari® System was created specifically for PMPs. During development, the MGK team worked directly with PMPs to identify several challenging areas within ant control that were lacking in current product offerings on the market.

Ovi-Planter Mosquito Trap

Catchmaster's new Ovi-Planter Mosquito Trap makes mosquito control attractive. It targets female mosquitoes, using their breeding habits against them. Capturing just one female mosquito can eliminate up to 1,000 future mosquitoes, and studies show that eliminating 30 percent of female mosquitoes can reduce populations by 80 percent. Ovi-Planter fits a monthly service schedule.



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.

Central Life Sciences Adds Gary Wagner to Their Zoëcon Professional Products Sales Team



Central Life Sciences welcomes Gary Wagner to the Zoëcon sales team in its Professional Pest Control division. Wagner joins as a regional sales manager supporting the group's line of insect control products throughout Illinois, Indiana, Kentucky, Ohio, Michigan and Wisconsin.

Wagner joins the company from Gregory Pest Solutions, where he most recently served as the regional support manager. In this role, he facilitated three PCO brands across eight states. In addition, Wagner's contributions included technical training and education, pest identification, customization of client action plans, ensuring safe work practices, regulatory compliance, and support of branches in reaching their financial metrics. He can be reached at gwagner@central.com.

SPECIAL SECTION: BEES FROM THREE PERSPECTIVES

B1: BUG RUSTLER FOR HIRE

Rob Couchman

I began beekeeping after 30 years as a remodeling contractor, little knowing that this new hobby combined with my carpentry experience would lead me to another career.

The honeybees and my work as a “cutout” specialist have introduced me to many interesting people. The following are stories involving three members of the pest control community.

A Major Remodel

A couple of years ago, I had my first contact with Myron Varin of MV Pest Control. Myron had a client whose home—recently purchased and now undergoing a major update/remodel—presented the perfect location for a swarm. Donald Lewis of the Department of Entomology at Iowa State University describes swarming as a large group of honeybees that leaves an established colony and flies off to establish a new one. Swarming is a natural method of propagation and occurs in response to crowding within the colony.

In this case, the gap between the masonry and the new door opening created an ideal entry for scout bees. Once past this threshold, the wall cavities checked almost every box on the bees’ apartment hunting list:

1. Entrance location more than ten feet above ground
2. Interior volume \geq 1.5-2 cubic feet
3. Good neighborhood
4. The furniture fits

So, in they moved! It was still early days for the new inhabitants when I arrived. The fifteen to twenty thousand bees were busy with the task of gathering resources (nectar and pollen) to sustain the colony but also to provide the building blocks for making wax to build comb. This comb would ultimately provide storage space for nectar/honey, pollen/bee bread, and the nursery in which the queen would deposit eggs.

The brood nest is maintained at a steady 95 degree Fahrenheit during the brood-rearing season (March to October in Wisconsin), allowing me to locate the nest using an infrared camera.

Fortunately for me the interior walls of the space now occupied by the bees were stripped down to bare studs, so accessing and removing the comb and accompanying bees was relatively straightforward.

The deconstructed hive was reassembled on special frames and placed into a Langstroth hive bodies (just like the standard white box hives you have undoubtedly seen yourself or in pictures). The colony was then transplanted to my property in Erin Township.

In the intervening years, Myron has tempted me with the story of honeybees occupying a cast metal, life-size sculpture of Christ on the cross. Should this project come to fruition, it will require a non-surgical approach known in the honeybee removal lexicon as a “trap out.” But that’s a story for another time.

Garage Soffits

Last year, I received a call from Peter Stefaniak of Stefaniak Realty, the realtor of record for a property in Elm Grove. Adam and Chandell Hintzke, of The Bug Man and Queen Bee, had received the initial call to exterminate bees on this property. Having correctly identified them as *apis mellifera* or European honeybees, they directed the



realtor to me. On the initial visit I located the nest in a section of garage soffit. Adam and Chandell accepted an invitation to observe the removal event.

After laying drop cloths under the work area (honey and bees wax can make a sticky mess) and pruning some overgrown foundation shrubbery, we set scaffolding to access and remove the plywood enclosing the soffit. Once exposed, the comb again was cut into manageable pieces. Each section containing brood was wired into frames and ensconced in boxes for delivery to my apiary in Erin. When the stinging sticky girls were all captured and in temporary housing, we filled the now emptied cavities with fiberglass insulation to discourage reoccupation, reinstalled soffit and fascia, caulked gaps, removed drop clothes, swept and hosed the deck, and loaded the bees into the van. Another long but successful cutout was complete.

In the Foundation

Last fall, in the course of eradicating ground bee nests at a rental home, Will White of Nexus Pest Solutions discovered a honeybee entrance in the foundation. Infrared inspection confirmed the presence of a small colony occupying internal voids



in the block wall. The air-conditioning refrigerant line penetration providing their entry point.

This was a first time I had seen a nest in a block wall and it was an interesting opportunity. A mason friend helped me devise a feasible, if complex, approach to removing and relocating this small colony. Ultimately, the decision was made to euthanize the colony in-situ and seal their point of entry. The factors informing this choice included the small size of the colony, the lateness of the season, the complexity and therefore cost of a removal, and the potential negative impact on the structure. I advised Will to inject a soap water solution and then seal the opening.

In closing, let me remind you that we are all just bug rustlers and, while you all make a point of *not* bringing them home with you, I do! So, if you find some honeybees that need a new home, maybe I can help. Timing is key, the best chances for successful relocation are late March to early September. Early relocation allows the colony to establish a new hive, expand colony population, and store resources (honey and pollen) sufficient to survive a Wisconsin winter. It also provides the beekeeper sufficient time to test for and treat for parasites and the viruses they vector.

Rob Couchman was awarded the 2019 Beekeeper of the Year Award by the Milwaukee Waukesha Beekeepers Association. He is also a licensed remodeling contractor. He can be reached at 414-520-7162 or through his website at www.sewihoneybeeremoval.org.

Next: Why Becoming a Beekeeper Made Me a Better, More Balanced Technician

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B2: WHY BECOMING A BEEKEEPER MADE ME A BETTER, MORE BALANCED TECHNICIAN

Gary D. Wagner Jr., ACE, Zoëcon Professional Products



We've all seen it, the yellow diamond graphic surrounding the honeybee illustration on many pesticide labels. Warning! Do not apply when bees are actively foraging, do not apply to flowering plants. We get it. Don't kill bees. The liability, the negative publicity, the loss of reputation, we believe the bees to be beneficial... the list of reasons is long.

Those of us in the pest control industry are more conscious of our environment and take great strides to use the best IPM approach to the pest issues we face, but commercial pesticide applicators are only a fraction of a honeybee's concerns. Hive pests like varroa mites, hive beetles, wax moths, ants, roaches, and mice all contribute to challenging a honeybee colony's survival.

From Italian and Russian to Buckfast and Carniolan varieties, honeybees can get pricey. Not many people can or are eager to hand over nearly a thousand dollars in upfront costs to keep these honey producing insects on their property. It really is a labor of love, especially when store bought honey is cheap, like five dollars "support your local beekeeper" cheap.

It was after I audited a master beekeeper's lecture series on Monday nights in our corporate pest control office that I became hooked. I loved his knowledge and passion for these fascinating little creatures. My eyes were opened to an intriguing new world. Purple honey that smells like grape soda? Kudzu honey? Who knew? All I can say is that you should taste and see, but at that time I needed to know more first-hand. I needed to experience beekeeping. So I took the plunge and what an amazing journey it has been.

Keeping bees alive proved to be quite a challenge. Treating for varroa mites with oxalic acid or fluralinate, drowning hive beetles in vegetable oil traps, keeping ants from stealing honey, and

keeping populations up high enough for honey production asks much from a person's mental ability and financial budget. The rewards, however, are incredible. I remember the first year's harvest. It was spectacular to look at all those full frames of honey and especially rewarding to scrape that golden goodness off the comb. I left them enough stores for winter, mind you. The second year however was transformative.

I quickly found out just how devastating a misguided pesticide application can be. It was a homeowner's singular, late fall pesticide application that killed my hives. I had grown to love my colonies, to feed them when in dearth and protect them from pests. I was their best advocate and attended to them almost weekly. I spent hard-earned money that I didn't really have to enjoy them. My late mother loved them, which made losing them that much worse. My foraging bees were pulling red hummingbird nectar from a feeder and I knew this from the red sugar water "nectar" they were storing in the cells. I suspect that all the foraging activity around the feeder scared the homeowners to the point that they turned to pesticides.

How ironic that I was a victim of pesticide poisoning and had to witness my beloved, hard-working girls dead on the ground in mass. It was a valuable moment for me and a reminder not to dismiss the pain that I could potentially cause if I am not alert while working professionally in the field. The following season I bought two more hives and started over.

Over the years, I have started to see patterns, like Neo could in the movie, *The Matrix*. I can see why ants seek sugar at select times of the year, and why they want protein at other times. I know what they were doing with it. I began focusing on brood development, and how dearth effects a colony's behavior. I began to see insects in their castes, which made my pesticide applications more targeted and efficient with fewer call backs. I began taking advantage of more CEU training opportunities and

(Continued on next page)

BETTER TECHNICIAN, CONT.

better understood the teachings. I was becoming a better tech and other people were noticing and catching the beekeeping fever that had changed my perspective. The passion spread like fire.

Soon, our 40-technician strong branch was, “all about saving the bees.” We partnered with local beekeepers, we donated colonies, we caught swarms instead of killing them and, ultimately, we provided solutions that benefited everyone.

A Productive Rescue

It was a cold February when we received a call to kill a swarm of honeybees that found their way to a bush outside a popular retail store. We grabbed a cardboard box, some tape, a shovel, and headed to the site. My co-worker and I placed the box underneath the swarm and he shook them in. As soon as I saw her highness, the queen bee fall in, I taped the box shut and drove an hour to my apiary.

In the end, these “nuisance” bees produced three gallons of honey that season and became my best producing hive to-date. I bottled the honey into two-ounce honey bear jars and brought it to our

corporate pest control office to much fanfare.

Everyone loved the story of how that honey came to be, and

from a certified pest control operator to boot! What a great message that sends. We promote life as well as public health. And the story gets better...

A large grocer client requested we provide a CEU on something and was excited to hear that we selected honeybees. I introduced my subject and my favorite queen, Beeyoncé. We all had a good laugh, but when I supplied them the honey from the colony our company saved, it was instant respect. They knew we were passionate about our pest control business. We demonstrated that we believe heart and soul in pollinator protection. I am very proud of that moment.



B3: IN DEFENSE OF “GROUND BEES”

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

Ground bee season is officially here and I’ve had lots of reports of activity since early April. When the public hears the term “ground bee” or “ground-nesting bee” they probably think about stings.

However, stings from ground bees in spring are actually extremely rare, yet these insects take the blame. Let’s clear up a few things about these docile, beneficial insects.

Taking the Blame

Ground-nesting bees get a lot of undeserved blame for stings that they simply aren’t responsible for. Despite their claims, many folks have probably never been stung by an actual “ground bee”. Every year I get plenty of calls about “angry stinging ground bees”

in late summer, but these are almost always ground-nesting yellowjackets (*Vespula* spp.) Undoubtedly, if you stumble into an in-ground yellowjacket nest, you’ll be forced to make a hasty retreat from the area. But those aren’t bees...

While yellowjackets and bees are related (both belong to the insect order Hymenoptera along with the ants and sawflies), they belong to completely different families. From a standpoint of taxonomic classification, mixing up yellowjackets and bees would be like confusing dogs for cats, raccoons, or walruses (all belong to separate families within the mammalian order Carnivora). We do technically have social, ground-nesting bees that can be ornery if disturbed (i.e., bumble bees), but folks generally recognize them by their large, robust appearance.

(Continued on next page)

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Active Ingredients: imidacloprid - 5.0%, Bifenthrin - 4.0%

Product Type: Suspension Concentrate

Pests Controlled: Bed bugs, ants (including carpenter), fleas, spiders, flies, mosquitoes, cockroaches, ticks, crickets, centipedes, chinch bugs, scorpions, gnats, beetles, moths, pillbugs, midges, springtails, wasps, yellow jackets, earwigs, firebrats, and over 100 other pests.

Application Site: Indoors, perimeter, outdoors, lawn, ornamental



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To learn more, contact BASF Sales Specialists
Travis Chambers, travis.chambers@basf.com

Always read and follow label directions.

1 Controls infestations in 7 days in US Field Trials - Indiana Grain Farm (2017); NC Pig Farm (2018).

2 Probst, D.V., D-Amin, Wada, and Smith, R.H. "Cholecalciferol and Bait Shyness in the Laboratory Rat". Proceedings of the Fifteenth Vertebrate Pest Conference 1992. Paper 64. Whisson, Desley, "Rodenticides for Control of Norway Rats, Roof Rats, and House Mice". University of California Cooperative Extension, Poultry Fact Sheet No. 23, 1996.

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GROUND BEES, CONT.

So what are these other “ground bees”? Most bees (about two-thirds of all bees) are actually ground-nesting species. In the Midwest, we’ve got around 500 different bee species, meaning there are hundreds of ground-nesting species around us. Our common ground-nesting bees include species of: cellophane bees, mining bees, squash bees, longhorned bees, sweat bees, and others. For the most part, these ground-nesting bees are solitary creatures, although many nests can occur in the same general area. They often prefer sunny, open spots with thin ground cover or bare, sandy soil and can be common in parks and home lawns.

What do solitary bees do?

To a certain extent, ground-nesting solitary bees can be thought of as the insect equivalent of “preppers.” Each bee digs her own nest—a small, bunker-like tunnel in the ground—which looks like an ant hill. Not only does the female have to construct these shelters, but she has to gather all of the provisions needed for her young to survive inside—*often in the matter of just a few weeks*. The female bees collect

pollen and nectar from flowers to create a nutritious substance called bee bread, which they place into small chambers (cells) and lay an egg. Once the eggs hatch, the bees larvae have all the supplies they’ll need to grow and develop in their tiny survival bunkers.



Most of these ground bees have a single generation per year. The adult bees are out and active for a short period of time (often a few weeks), before they’re done and gone for the year. When they are active, our solitary bees can be excellent pollinators and can be more efficient than honey bees in some regards. However, their pollination services often go unrecognized and unappreciated by the general public. What’s concerning is that news articles regularly sound the alarm about honey bee declines, but we should really be much more concerned about the declines of our solitary bee species. These solitary bees are much more sensitive to pesticides and other stressors.

If a client has ground bees this time of the year, is there any reason for concern? No. Being solitary nesters, these ground bees don’t have a colony of adult relatives to defend and they end up being surprisingly gentle and unlikely to sting. Overall, they pose little risk to people or pets. Pesticide treatments are not recommended. The best thing to do is often to simply wait. Since most solitary bee species are only active for a few weeks, they’ll disappear on their own in due time and provide important pollination services while active.

If you’d like to learn more about Wisconsin’s bees (including solitary bees), check on the Wisconsin Bee Identification Guide (bit.ly/3xfn0A5) or the US Forest Service’s *Bee Basics: An Introduction to Our Native Bees* (bit.ly/3nf6A60).

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ARE YOUR CUSTOMERS' YARDS READY FOR MOSQUITO SEASON?

Stanton E. Cope, PhD
VP, Technical Products and Services; AP&G (Catchmaster)

Soon, mosquito season will be in full swing throughout the U.S., and Wisconsin can expect to have its fair share of hungry female mosquitoes, looking for that blood meal necessary for egg production! According to the Department of Entomology at the University of Wisconsin, there are at least 56 different species of mosquitoes in the Badger State, including the Eastern treehole mosquito, *Aedes triseriatus*. This species is the primary vector of a virus that causes a serious disease called La Crosse encephalitis (LAC).

LAC virus was isolated in 1965 from tissues and spinal fluid of a child who had died in La Crosse, WI from an unknown illness in 1960. According to the Centers For Disease Control and Prevention, there were 34 reported cases in the state from 2010-19 and likely many more that were not reported.

Show these mosquitoes that you and your customers are ready! As the saying goes, "An ounce of prevention is worth a pound of cure." Inspecting customers' yards *before* mosquito season is in full swing can help mitigate future mosquito issues.

Here are ten timely tips to make it tougher for our blood-thirsty friends to invade and establish.

1. Search thoroughly for and remove or cover anything that can hold water. Even a bottle cap can produce lots of mosquitoes.
2. Remove, cover or drill holes in used tires. Drill so that water completely drains. Do the same if you have a tire swing. Used tires are one of the favorite breeding and harborage sites for some species.
3. Drill holes in the bottom of recycling containers. Ensure that garbage can lids are in good repair.

4. Beware of items such as buckets, wheelbarrows and recycling containers that have a 'lip' when flipped over. The lip will collect water and organic matter, enough to welcome a new generation of mosquitoes in just 5-7 days. When not in use, items with lips should be stored so that they don't collect water.
5. Remember to look up when doing your inspections. Some folks will have full-blown botanical gardens emerging from the gutters, and mosquitoes love to breed in such situations. Clean clogged gutters and ensure they are draining properly. Also, look for treeholes that can hold several gallons of water.
6. Check that all windows, screens, and doors are tight-fitting and in good repair. Mosquitoes are highly adept at entering our homes!
7. Scrub birdbaths thoroughly with a brush, both now and throughout the mosquito season.
8. Cover in-ground drains with hardware cloth or treat them with a larvicide to prevent mosquito breeding.
9. Fill in or treat with larvicide low-lying areas where water regularly collects and remains.
10. Inspect and remove water from tarps or plastic used to cover items. Also, check outdoor sinks that perhaps have not been used during the winter. They are frequently clogged and have standing water.

Be prepared and be proactive; it will make a difference! You may even want to consider this service as an add-on or a way to generate new customers.



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CARE AND MAINTENANCE OF YOUR B&G SPRAYER

William H. Robinson, B&G Equipment Company

The B&G sprayer is a workhorse of professional pest control. Most service technicians use theirs every day. However, the sprayer has moving parts, valves, and washers that require regular maintenance to keep them in top condition. Monthly care and cleaning of the sprayer will keep it trouble-free.

This maintenance program covers the key components of the sprayer—from nozzle to tank—and takes about 15 minutes. Start with an empty tank and the hose drained of liquid. It helps to work at a sink with good lighting. Start at the nozzle and work back to the pump tube, and finish by cleaning the tank.

The **NOZZLE** is made of high-grade brass and will survive being knocked around in the back of service trucks. However, with extended use the openings for the fan sprays and the pin-stream will gradually enlarge. This increase will change the angle of the spray, and the distribution pattern of the liquid in the fan may become uneven, although the general appearance of the nozzle may not indicate that the openings have enlarged or are damaged. Replacing the nozzle every year is a reasonable schedule and will maintain an accurate spray pattern and flow rate.

The **HOSE** needs replacement only when damaged. Check the connection points: hose-to-valve and hose-to-tank. These are common sites for wear and leaks. A leak at the host-to-tank connection may require replacing the Teflon washer. Don't over-tighten this fitting, the washer may be crushed and clog the hose.

The **FILTER/STRAINER** should be removed, cleaned, and replaced regularly. Regardless of the water source or insecticides used, small pieces of dirt and debris often get into the tank. The strainer keeps dirt from clogging the valve and blocking the spray. The filter on the Next Generation valve is located at the hose and valve junction. It is a flat screen that filters the liquid before it enters the valve and is held in place by an o-ring. The filter mesh is the same as for the filter in the standard Extenda-ban valve and serves the same purpose—remove dirt from the incoming liquid. Remove it and clean with a nylon brush.

The **EXTENDA-BAN VALVE** is designed for long service without leaking. A leak in the gaskets may result in liquid on the handle or at the end of the valve. Small leaks can be corrected by slight tightening (1/4 turn) of the packing nut; use a 3/8 wrench.

The **CHECK VALVE** at the base of the pump cylinder admits air into the tank as the pump handle is depressed. It can become worn and deposits around its edge (on the pump cylinder) can cause it to leak. Periodically replacing the check valve (PV-266) will keep proper pressure in the tank. Clean the bottom of the pump cylinder to remove deposits that build up around the edge of the check valve.

CLEANING THE TANK

Pesticide residues can form on the inside of the tank, especially when it is not emptied every day. Cleaning inside the stainless steel tank should be performed carefully and with the correct cleaning fluids. Do not use bleach as it is not effective in removing pesticide residue and can create small holes in the tank. Cleaning should be done with a warm, detergent solution and with a plastic brush to remove residue from the bottom and sides. Do not use ammonia-based cleaning materials because this chemical will damage the brass parts. The siphon tube extends along the side and close to the bottom of the tank; be careful not to hit or bend it when using a brush to clean inside the tank. The hose can be cleaned with detergent solution by pressurizing the tank and spraying into a sink for several minutes. Rinse the tank with clear water several times and flush the hose. If the sprayer is not going to be used for an extended period, remove the pump unit and store the tank upside down.

HAPPY ANNIVERSARY TO SCHOPEN PEST



Congratulations to WPCA member Schopen Pest Solutions, Inc., which is celebrating its 15th year in business. The company has steadily grown from a one-

man operation into a 17-truck service company that services Walworth, Racine and Kenosha counties in Wisconsin as well as nine counties in Illinois. Schopen employs 29 people and has serviced over 19,000 homes during the past 15 years.



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