

PCO

November 2009

www.flpma.org

Preview of the 2010

Florida Pest & Lawn Care

EXPO

FEATURED SPEAKER

Col. Danny McKnight

Author of "Black Hawk Down"
best selling autobiography and
original motion picture.

January 13-15, 2010

Rosen Plaza Hotel

Orlando, Florida

Register at

www.flpma.org





www.flpma.org

“Serving The Pest Control
Industry For Over 60 Years”

November 2009

Official publication of the
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with regard to advice or opinions on the merits
of certain processes, procedures or equipment.

LETTERS TO THE EDITOR

Write up to 200 words on any issue
affecting your business. Sound off!
We want to hear from you!



Official Publishing Partner of FPMA

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BE A FAN OF FPMA

Stay up with member photos and videos, events and current news!

Go to www.facebook.com, search for Florida Pest Management Association, and become a FAN of the FPMA Facebook page!

Find us on Facebook

MARK YOUR CALENDAR

December 8, 2009

Skeet Shoot (*see pg. 10*)
Jacksonville, FL

January 13-15, 2010

Florida Pest and Lawn
Care Expo
Rosen Plaza Hotel
Orlando, FL

June 16-18, 2010

Annual Summer
Conference
Tradewinds Resort
St. Pete Beach, FL

“We Are Proud Joint Partners of the National Pest Management Association”

www.flpma.org

PRESIDENT'S MESSAGE



Jim Williamson is the 2009-2010 President of the Florida Pest Management Association.

Teamwork and More!!!

Wow, what teamwork can accomplish! On October 2nd and 3rd volunteers from across the state converged on the FPMA office in Orlando for a makeover. I thought it would be a little paint, a little landscaping and presto we are done, let the party begin. Our EVP **Allen Fugler** had the same idea, but on a much more elaborate scale. I mean when you have **THE CLUB** from Forshaw and **Dr. Claude Thomas's** BBQ grill in the parking lot, well as we say in south Alabama, we were in high cotton! We had suppliers and vendors, Past Presidents, staff, executive committee members, and the list goes on and on. For the people who could not be there, they donated money to cover the cost of the project. We even had one person donate money and show up to work. Remember, this is strictly a volunteer situation. No one received any compensation for their efforts. Outsiders and critics can say what they want to, but FPMA has got it going on!! If you are in the Orlando area, go by the FPMA office and see the amazing results. In my opinion, it was awesome. Your fearless leader missed part of the activities due to a medical problem, but we had many people to step up to the plate and take charge. **Dawn Rivera** of our FPMA staff kept everything organized and did a hell of a job. **Terri and David Pomfret** (Past President), **Jennifer Leggett** (Past President) and Dr. Claude, and especially **Dennis Castle** from Forshaw who brought **THE CLUB** and worked his ass off, stepped up to the plate both days and made the project come to life. My sincere thanks to all of the volunteers who worked or donated to this event. It was a job well done!

And now on to the Expo for 2010 for which is just around the corner. My wife **Hollie** was reminiscing about our first convention the other day

and how much fun we had. You know, she brought up a good point or two, well maybe three or four, (I don't want it to go to her head) about how the small pest control operators benefit from the Expos. First of all you can get all of your CEUs in one place from speakers who are the top of their game. The guest speakers are there to help you and your company grow. The keynote breakfast speaker is always uplifting and inspirational. However, the most important is all the supplies you can get from pads and pens to chemical samples from the Expo hall exhibitors. Being a single operator in today's economy, this can be huge! Last summer my wife collected enough office supplies, toys for her nephews and nieces, new pest products to last for a long time. This will cut your bottom line and folks that is what it is all about. So you want to invest in your future, come to Expo 2010 in Orlando, have a blast and cut your bottom line! I will be at the lobby bar most every afternoon if you want to come by and sit a spell.

Unfortunately sometimes in life things happen that are not pleasant. Our EVP Allen Fugler's mom passed away October 2nd. Our hearts and condolences go out to Allen and his family. At this time I would like to thank **Diana Ruiz** of our office staff who went over and beyond to stay by my side until my wife arrived during my medical problems in Orlando.

Teamwork, Teamwork, Teamwork, anything and everything can happen if you have teamwork. FPMA has it!!

THANK YOU,

Jim Williamson
FPMA President

EXECUTIVE VICE PRESIDENT'S MESSAGE



Allen Fugler, Jr. is the Executive Vice President of the Florida Pest Management Association.

Family Matters

“Come Join Our Family” is the refrain coined by FPMA President **Jim Williamson**

and repeated by members on videos taken at Regional meetings that are posted on the FPMA Facebook fan page (www.facebook.com). Jim conveyed his sentiment that while Pest Management Professionals are respectful competitors in the marketplace, Florida Pest Management Association is the place where they can learn from each other, grow as businesspeople, and gather together in fun and fellowship.

Social events are part of business events to allow FPMA to know each other. Many members, including Past Presidents, have grown up with fellow Members in the kid's programs at the Summer Conference. My own children, now 19 and 17, have grown up at summer pest management events for FPMA and other associations. Generations of leaders in family businesses come of age at association events and are still bringing their children and spouses to enjoy time together and with others that share their profession and value of family.

The closeness of the FPMA Family was recently “brought home” to me in the untimely passing of my mother. When I was recently summoned to Baton Rouge, the Executive Committee provided me with the support I needed to deal with urgent family matters without condition—a much appreciated relief during a difficult time. Jim Williamson and his wife, **Hollie** were especially supportive; **Danielle** and I appreciate their expressions of compassion and concern. The tremendous outpouring of sympathy from Members and associates underscores how closely knit our profession and our FPMA Family are—my family appreciates all of the supportive thoughts and prayers.

The unfortunate timing of the FPMA Workdays during my absence also demonstrated the strength of our FPMA Family. Planned for October 2-3, FPMA Workdays volunteers would pressure wash, prime and paint the Association headquarters and refresh the landscaping, including the installation of donated sod and mulch-necessary work for the 20 year old building, and an important investment in a valuable Member asset.

When I could not personally be at the Workdays, FPMA Members stepped up to make the project go off smoothly.

Over 30 members and friends of FPMA were involved in the Workdays—too many to mention here, but they will all be listed elsewhere in this issue of PCO Magazine, in the eFlash and on the FPMA Facebook page and web site (www.flpma.org), along with lots of photos. However, some special recognitions can be made:

- President **Jim Williamson**, who acted as project supervisor.
- Past President **Jennifer Leggett and Dr. Claude Thomas**, who helped paint and cook for volunteers; Dr. Claude brought his world famous barbeque pit and racks of ribs for the hungry workers.
- Past President **David and Terri Pomfret**, who pressure washed and painted, despite Terri's recent surgery.
- **Ray Vance**, whose loaned paint sprayer made shorter work of painting.
- **Dennis Castle and Sandy Fisher** of Forshaw Distribution, who hoisted paint rollers and brought The Club to serve drinks and televise college football.
- Univar, John Deere Landscapes, Terminix, and TruGreen employees who joined in the painting and landscaping “fun”.
- Region 1 Members and FPMA Past Presidents, whose Legacy Fund contributions financed Workdays project supplies.
- **Doug and Jolie Horner**, my expatriate friends from Baton Rouge who cooked and served authentic Louisiana jambalaya to Workday volunteers.
- Past President **Jerry Williams**, who contributed funds and sweat equity to the project.
- **Dawn Rivera and Diana Ruiz**, our loyal FPMA staff that stayed late and worked on Saturday's Workday.

I am blessed to be part of such a dedicated and caring group of professionals, and am grateful to be part of this Association filled with truly good people. For those that aren't members yet, I ask you all to come join the FPMA Family.

THE DEMPSEY FACTOR

By Dempsey R. Sapp, Jr. and Matthew B. Dempsey

Chapter 482.163 continues to be a very important issue for both the FPMA and the Department of Agriculture and Consumer Services. The FPMA and the Department of Agriculture and Consumer Services are both committed to the consumer. We are engaged in discussions and will continue to seek accord.

The Interim Study titled “*Responsibility For Pest Control Activities of Employees*” has been finalized and was read before the Senate Agriculture Committee. FPMA’s Government Affairs Committee Co-Chairman **Sean Brantley**, Legal Counsel **Mark Ruff**, and Lobbyist **Matt Dempsey** were in attendance.

Mr. Jeff Poole, Staff Director for the Senate Agriculture Committee introduced the Interim Study to the Committee Members and attendees by reading an abstract summary. There was heavy emphasis placed on the FPMA’s position letter that was included in the study itself. Upon the conclusion of the reading, Mark Ruff and Sean Brantley had the opportunity to comment. During these comments, FPMA thanked the committee members for their hard work and dedication to the study itself and mentioned FPMA’s willingness to continue working towards a mutual resolve. The Department of Agriculture and Consumer Services was well represented also by **Mr. Andy Rackley** and **Mr. Steve Dwinell**. Mr. Rackley had the opportunity to speak as well and commented on the FPMA position and statements as well as the Department’s need for this new authority. During Committee Member discussions, **Senator Charlie Dean** made comment that he was in favor of anything strengthening consumer protections and alluded to potentially sponsoring some language that would accomplish this goal.

Since this meeting, our conversations have continued and will continue with the Department of

Agriculture and Consumer Services. FPMA will remain the industry leader and your voice in Tallahassee.

Also occurring recently was the Pest Control Enforcement Advisory Council meeting (held the same day as the Interim Study reading). This may have been the shortest meeting to date, but a very effective one packed with information nonetheless.

During this meeting **Chief Mike Page** announced that the Department would not be introducing new legislation in the 2010 session. Chief Page also mentioned that further budget cuts would be limiting his bureau even further. There will be 3.5 positions lost in budget reconstruction, 2 of those being field positions. The total reduction would combine to \$350,000. This would affect the year 2010 and 2011. Office space has also been reduced and at this point there are only 2 field office locations other than Tallahassee remaining open.

Rulemaking has undergone significant changes recently. The Small Business Regulatory Council has made it a little more of a task for the Department. The Department will now have to notify the Small Business Regulatory Council prior to any Rulemaking efforts. In addition to notification, compliance with the “Statement of Estimated Regulatory Costs” will have to be enacted. The concern now is that other industry could become involved in our industry’s Rulemaking efforts in the future. The Department has developed a wallet size certificate in response to SB494 and HB1267 and a Rule providing for the issuance. The application fee is \$25.00 and the renewal fee for the limited certificate for Urban Landscape Commercial Fertilizer is \$25. The Rule was noticed in the FAW Volume 35, number 34 on 8/28/2009.

Also newsworthy is that the Department has been experimenting with web based electronic notification for fumigation notices. This web based



utility has been in beta testing with real fumigators and is proving to be a success for both reporting the fumigation and for general report production. Once this goes live for full use, the Department will notify PCOs.

Further fumigation news involves the potential language changes for inspecting connections per 5e14.102(17), and also for inspection and sealing of exterior opening such as vents, windows, etc. that will require sealing for adequate fumigant confinement.

Did you ever wonder why it took so long on the issuance of Identification Cards? With the budget cuts and restraints surrounding employee issues, the Department too has felt a crunch. While in the midst of the changes things may have been a little backlogged, the Department is reporting now that things have gotten caught up and are moving along nicely.

At the last PCEAC meeting we discussed the United States EPA NPDES General Permit for Discharges from Pesticide Application permits. On June 8, 2009, the court granted Department of Justice’s request for a two-year stay of the decision (until April 9, 2011) to provide the US EPA and states time to develop and issue NPDES permits for applications of pesticides to or over, including near US waters. The US EPA estimates up to 5.6 million applications performed annually by 365000 applicators using 500 different active ingredients will be potentially affected by the permit.

And that is the Dempsey Factor for this month.

D.R. Sapp, Jr., is the chairman of FPMA’s Government Affairs Committee and Matt Dempsey is the Lobbyist for FPMA. Contact D.R. at d.sapp@flapest.com and Matt at mbedempsey@gmail.com.

Florida Pest & Lawn Care 
EXPO
 January 13 -15, 2010
 Rosen Plaza Hotel  Orlando, FL

Accommodations

The award-winning 800-room Rosen Plaza sets a spectacular standard of hospitality, service and value. Rosen Plaza is located on International Drive, adjacent to the Orange County Convention Center. This premier hotel is at the center of Orlando's famous theme parks, only 15 minutes from downtown Orlando, across the street from Point Orlando shopping, dining and entertainment complex, and only 15 minutes from Orlando International Airport.



The Rosen Plaza's deluxe guest rooms feature high-speed internet access, remote-control color cable TVs with in-room movies and video folio review/ check-out, in-room safes, hairdryers, irons and ironing boards, coffee makers, computerized card key locks, voice mail and data ports. The hotel is home for four restaurants offering cuisine from gourmet to deli fare. Relax at the tropical swimming pool, waterfall or Jacuzzi-perfect for sunbathing.

Rosen Plaza
 9700 International Drive
 Orlando, Florida 32819
 (407) 996-9700
 Reservations (800) 627-8258
 Fax (407) 996-9111
 www.rosenplaza.com

Special FPMA Room rate:
\$149 - Single or Double + Tax

Note: There are two (2) Rosen Hotels on International Drive, each adjacent to the Orange County Convention Center. The Florida Lawn and Pest Control Expo is being held at the Rosen Plaza Hotel across from Pointe Orlando.

Give Kids The World Golf Tournament at MetroWest Golf Club Friday, January 15, 2010

Amongst the most magnificent golf courses Orlando Florida has to offer - MetroWest Golf Club. Open since 1987, this Robert Trent Jones, Sr. signature design Orlando Florida golf course features spring-fed lakes and



mature native trees bordering expansive, rolling fairways. With large undulating greens strategically surrounded by sculpted bunkers, a fair yet demanding test of golf faces you with every shot. This 7,051 yard Orlando golf masterpiece has received

many awards and accolades and is considered by Links Magazine to be "the Southeast's finest example of the Master's work."

With meticulously maintained fairways and immaculate greens, this masterpiece provides tournament playing conditions every day. This upscale Orlando golf course boasts world-class services including complimentary valet parking and the highly acclaimed Westerly's Restaurant. With immaculate playing conditions and extraordinary customer service, MetroWest is "a memorable golf experience" conveniently located just 2 miles from Universal Orlando Resort.



Registration includes a Continental Breakfast, Lunch and Awards Reception. A portion of golf proceeds benefit the Give Kids the World organization and facility. Learn more at www.gktheworld.org.

Hotel Reservations

Make your reservations by **December 21, 2009** to ensure special rate. Rooms and rate subject to availability after Dec 21, 2009.

You must ask for the Florida Pest Management Association Group rate when making reservations.

Keynote Presentation and Breakfast featuring Colonel Danny R. McKnight

Author of "Black Hawk Down," his autobiography about his survival when shot down over Somalia.

"Doing the right thing—hard right vs. easy wrong; if it feels right, then do it!"

Sponsored by Dow AgroSciences

We have the great honor this year to have **Colonel Danny R. McKnight** give us some of his personal experiences to better understand the need to commit and have leadership in order to be successful, especially when operating in difficult, adverse, and less than perfect condition.



Colonel Danny R. McKnight, U.S. Army, Retired, was born in Columbus, Georgia... moved to Rockledge, Florida in 1959... graduated from Cocoa High School in 1969 and Brevard Community College in 1971. He was a distinguished military graduate from Florida State University in 1973, where he earned a BS degree in Management. In 1985, Danny earned his Masters Degree in Higher Education from the University of Florida while assigned as an Assistant Professor of Military Science in the ROTC Department.

Among his numerous military assignments were the following:

- Executive Officer, 3rd Ranger Battalion, Fort Benning, GA
- Executive Officer, 75th Ranger Regiment, Fort Benning, GA
- Battalion Commander, 4th Battalion 27th Infantry, Schofield Barracks, HI
- Battalion Commander, 3rd Ranger Battalion, Fort Benning, GA
- Student, U.S. Army War College, Carlisle Barracks, PA
- Chief of Staff, First U.S. Army, Fort Gillem, GA

It is with great pride and honor that we invite you not to miss out on this great opportunity to meet and hear Colonel McKnight!



Florida Pest & Lawn Care EXPO

January 13 -15, 2010
Rosen Plaza Hotel  Orlando, FL

Expo Tentative Schedule

Tuesday January 12, 2010

| | |
|--------------|---|
| 8am-11am | Gov't Affairs Committee Meeting |
| 11am-3pm | Board Meeting |
| 12pm-12:45pm | Board Lunch |
| 3pm-5pm | Nominating Committee |
| 5pm-6pm | Past Presidents Reception <i>(Former FPMA presidents only)</i> |

Wednesday January 13, 2010

| | |
|-------------|--|
| 7am | Product Field Day Exhibitors Setup |
| 7am | Exhibitor Setup in Exhibit hall |
| 7am-8:40am | CEU Session: (2 CORE) |
| 9am-4pm | Florida Pest Pro Exhibitor Reception |
| 9am-10:40pm | CEU Session: (2 GHP) |
| 10am-2pm | Product Field Day with Lunch |
| 11am-1pm | Lunch |
| 1pm-2:40pm | CEU Session: (2 Termite) |
| 3pm-4:40pm | CEU Session: (2 L&O) |
| 3pm-4:40pm | CEU Session: (2 Fumigation) |
| 4pm-6:30pm | Exhibit Hall Grand Opening & Welcome Reception |

Thursday January 14, 2010

| | |
|----------|----------------------------------|
| 8am-10am | Keynote Presentation & Breakfast |
| 10am-2pm | Exhibit Hall Open |
| 12pm-1pm | PWIPM Reception |
| 1pm-2pm | PWIPM Presentation |
| 2pm | Exhibit Hall Breaks down |
| 2pm-3pm | Hot Topic Sessions |
| 2:30pm | Exhibitor Meeting |
| 3pm-5pm | Hot Topic Sessions |
| 6:30pm | Dempsey Sapp Cookout |

Friday January 15, 2010

| | |
|----------|--|
| 8am- 2pm | FPMA Golf Tournament MetroWest Golf Club benefitting Give Kids the World |
|----------|--|

REGISTER TODAY: FLORIDA PEST & LAWN CARE EXPO

Your name will appear exactly as indicated on this form, so please print or type all information.
 One registration per person please. Photocopies are acceptable.

FAX TO (407) 292-0918

Name (first) _____ (last) _____ (nickname) _____

Company _____ Title _____

Address _____

City _____ State _____ Zip _____ Phone () _____ Fax () _____

E-mail _____

Guest Name _____ (nickname) _____

Additional Attendees: 1) _____ 2) _____ 3) _____

4) _____ 5) _____ 6) _____

Please check here if you require special accommodations to fully participate. Attach written description of needs.

Region Director Assistant Region Director Past President Exhibitor

REGISTRATION PACKAGES PAYMENT OPTIONS

Registration Packages include:
 All CEU Sessions, Refreshment Breaks, Exhibits
 Plus daily events listed below

Wednesday, Jan. 13, 2010
 Product Field Day with lunch
 Exhibit Hall Grand Opening &
 Welcome Reception
 CEUs All Day

Thursday, Jan. 14, 2010
 Keynote Presentation & Breakfast
 Exhibit Hall
 Hot Topic Sessions
 Dempsey Sapp Cookout

REGISTER EARLY!
Rates Increase on-site

Check Enclosed (check # _____)
 Cash
 Visa MasterCard

Card # _____
 Exp. Date _____ CSV# _____
 Signature _____
 Billing Address: Same As Above

| | Early Bird (Thru 12/1/09) | Regular (After 12/1/09) | Amount |
|---|------------------------------|----------------------------|----------|
| FPMA Member Rate: | | | |
| 1st attendee package* | \$375.00 | \$400.00 | \$ _____ |
| 2nd-4th attendees package* | \$350.00 | \$375.00 | \$ _____ |
| Each additional attendee | \$325.00 | \$350.00 | \$ _____ |
| Exhibitor package (booth not included) | \$375.00 | \$400.00 | \$ _____ |
| Non-Member Rate: | | | |
| 1st attendee package* | \$460.00 | \$500.00 | \$ _____ |
| 2nd-4th attendees package* | \$410.00 | \$450.00 | \$ _____ |
| Each additional attendee | \$390.00 | \$430.00 | \$ _____ |
| Exhibitor package (booth not included) | \$460.00 | \$500.00 | \$ _____ |
| CEU Sessions only | | | |
| FPMA member | \$150.00 | \$175.00 | \$ _____ |
| Non-member | \$299.00 | \$350.00 | \$ _____ |
| Past President's Reception (Invitation Only) | \$40.00 | \$45.00 | \$ _____ |
| Golf Tournament: | | | |
| <i>With awards & 19th hole reception - date, time</i> | | | |
| Handicap: _____ Pair with: _____ | | | |
| Single | \$150.00 | \$165.00 | \$ _____ |
| Foursome | \$500.00 | \$550.00 | \$ _____ |
| Poker Run | | | |
| <i>(Poker Card, 2 Mulligans, & 2 Raffle Rickets)</i> | | | |
| | \$25.00 | \$25.00 | \$ _____ |
| Grand Total | _____ | | |

Registration fees must accompany this form or registration will not be processed. All checks should be made payable to FPMA, and must be in U.S. dollars, drawn on a U.S. bank. If you fax this registration form, DO NOT MAIL A DUPLICATE COPY. Fees cover registration for all educational sessions, exhibit hall and general social function associated with the convention. Fees do NOT include travel, hotel, optional programs, golf or any special sessions. Refund Policy: All cancellations and refund requests must be received in writing before Dec. 21, 2009. After Dec. 30, 2009 all registrations will be processed onsite.



For hotel reservations, call the Rosen Plaza at (800) 627-8258, local 407-996-9700. Make your hotel reservations today. To receive the FPMA group rate of \$149.00, call the Rosen Plaza at 800-627-8258 by December 21, 2009 and mention FPMA. After December 21, rooms and rates are subject to availability.

Member Volunteers Transform Headquarters on FPMA Workdays

On October 2-3, 2009, dozens of FPMA members gathered at the association headquarters to clean, prime and paint the building exterior and refresh the landscaping, with amazing results!

Helping to make the Workdays such a fun event was Forshaw's Distribution's The Club. A frequent sight at Florida-Georgia games and recently at the Sapp-Walkup Cookout during the Pest and Lawn Care Expo, Forshaw's The Club was at FPMA Workdays serving drinks and televising college football games to over 30 volunteers. **Dr. Claude Thomas** of B&G Equipment Company brought his famous traveling barbeque pit trailer and motor home on site.

FPMA Workdays brought together FPMA Members for a time of work and fellowship—they all pitched in to improve their association headquarters' appearance and protect the investment in this valuable Member asset. Please convey your appreciation for their contributions and hard work.

For more Workday photos, visit the FPMA Facebook Fanpage at www.facebook.com and its issues of the eFlash! (archived at www.flpma.org/eflash_archive.htm).

Here is the honor roll of volunteer workers and Legacy Fund contributors:

- Tim Hulett**, Hulett Environmental
- Hank Petrie & Brendan Cavanaugh**, Petrie Pest Control
- Tim Brock**, Brock Pest Control
- John Cooksey**, McCall Service
- Jim Granger**, Granger Sod
- Ray Vance**, Able Pest Control
- Bryan & Rick Grimes**, Bryan Pest Control
- Claude Thomas**, B & G Equipment Company
- Pam Jordan Wolf**, FPMA Past President
- Norman Goldenberg**, Terminix
- Ralph Potter**, Terminix
- Jude Blackburn**, TruGreen
- Mitch Tannenbaum**, TruGreen
- David and Terri Pomfret**, Fahey Pest Mgmt
- Armand Marchesano**, FPMA Past President
- Rob Fields**, Drexel Company
- John Schmidt**, John Deere Landscapes
- Kurt Grade**, Univar
- Vanessa Ferguson**, FPMA Region 1
- Larry Baker**, John Deere Landscapes
- Keith Marcille**, Terminix
- David Johnson**, Terminix
- Dennis Castle**, Forshaw Distribution
- Chris Faletta**, Forshaw Distribution
- Claude Palmer**, Forshaw Distribution
- Sandy Fisher**, Forshaw Distribution
- Dawn Rivera**, FPMA
- Diana Ruiz**, FPMA
- Troy Poulin**, John Deere Landscapes
- Paul Zweiner**, John Deere Landscapes
- Rod Smith**, Bell Labs
- Doug Nolan**, RentoKil
- Kevin McManus**, Terminix
- Judy Sparkman**, Univar
- Quin Graham**, nephew of Dawn Rivera
- Bob Jackson**, guest of Judy Sparkman
- Scott Atkins**, photographer for FPMA
- Jim Williamson**, FPMA President



Taking a break to eat!



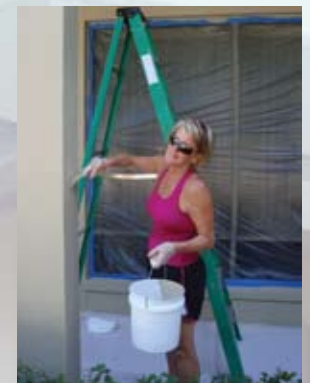
Before



After



Jude Blackburn and Mitch Tannenbaum



Terri Pomfret



John Deere Landscapes crowd: Larry Baker, Paul Zweiner and Troy Poulin.



Dr. Claude & Jennifer Leggett celebrated their 15th Anniversary!

NPMA Announces Sarah Thomas as Recipient of the 2009 PWIPM Scholarship

The Professional Women in Pest Management, an affiliate organization of the National Pest Management Association (NPMA), is pleased to announce the recipient of the 2009 PWIPM Scholarship is **Sarah Thomas**, Marketing Specialist with Craig Thomas Pest Control, Inc. in Hyde Park, New York. The PWIPM Scholarship is awarded annually to at least one female interested in advancing or securing a career in pest management.

Ms. Thomas understands the mission of PWIPM and its goal of strengthening the forces and network of women in the pest management industry. As the winner of the annual scholarship, Sarah will receive funding to further her career, as well as a trip to Las Vegas, Nevada for PestWorld 2009 where she will be formally presented

with this award at the PWIPM Wine & Cheese Reception on October 27.

PWIPM provides a place for women in the pest management industry to network and learn from their peers, and has taken the initiative to define its role and the value of women serving in the industry. Now grown to over 300 members, PWIPM continues to spread its mission of attracting, developing and supporting women through educational programs, resources, and peer networking at the national and local level.

For more information about PWIPM, visit www.npmapestworld.org/pwipm or contact **Dominique Stumpf** at dstumpf@pestworld.org or (703) 352-6762. **FPMA has a Florida Chapter of PWIMP. Contact Sandy Fisher at Sandyf@forshaw.com for more information**

Nozzle Nolen is Green Shield Certified

Nozzle Nolen, Inc. has a Green Shield Certified Program thru the IPM Institute Of North America (<http://www.greenshieldcertified.org/>)! They are the first Florida based company to offer a Green Shield Certified program. Their new program is "Nozzle Nolen Certified Green Solutions."

"We are very proud as this was a VERY difficult certification to receive. I am directing the program and it is a "Green" IPM program. I wanted to let the world know!" Nozzle Nolen President Mickey Nolen said.



FPMA REGION 5

6th Annual Sporting Clays Tournament

Tuesday, Dec. 8, 2009

*Pictures by Residex
Beers served by Forshaw
(with drink tickets)
Refreshments by Univar*

Where:

WW Sporting Clays
1445 Otis Road,
Jacksonville, FL 32234
(904) 266-1121

Schedule:

| | |
|----------|-------------------|
| 9:00 am | Registration |
| 11:00 am | Lunch |
| 12:00 pm | Tournament Starts |
| 4:00 pm | Prizes and Awards |

Registration Fee (Includes Lunch):

Individual Shooter- \$55.00
Team of 4 Shooters- \$200.00
Sponsor (Includes 1 shooter & lunch)- \$250.00

To pay by credit card please call Roger at (904)389-5561. Make checks payable to:
FPMA Region 5
P.O. Box 8085
Jacksonville, FL 32239

REGIONAL DIRECTOR

Roger Collins, McCall Service

ASSISTANT DIRECTOR

Morgan Traylor, Bug Out Service

Please RSVP to Roger or Morgan

Roger: (904)389-5561

rcollins@mccallservice.com

Morgan: (904)743-8272 ex 4427

mtraylor@bugoutservice.com

*Stay tuned for more to come!
Prizes to the top teams and
top individual
shooters!*

EXTRA, EXTRA, TWEET ALL ABOUT IT:

THE PROFESSIONAL PEST MANAGEMENT ALLIANCE LAUNCHES PESTWORLD TWITTER ACCOUNT

The Professional Pest Management Alliance (PPMA), which serves as the public outreach arm of the National Pest Management Association (NPMA), has launched a Twitter account. Using the handle PestWorld, PPMA will post tweets on behalf of the NPMA and invites its industry colleagues to follow them at *Twitter.com/PestWorld*. The account will be used to share industry news and highlights, as well as engage consumers through contests, polls and fun facts.

“PPMA has begun using Twitter, the fastest growing social media platform on the Internet, to interact with consumers,” said **Missy Henriksen**, executive director of PPMA. “Twitter is an excellent outlet for us to promote NPMA events like National Pest Management Month and our Pest PSA Contest, and share the latest pest management news and prevention tips. It is one more way

we are striving to grow the industry and educate the public about pest management issues.”

PPMA’s objective in using Twitter is to drive followers to *PestWorld.org*, build relationships with consumers that are interested in pest control and influence online conversations around pest management.

“These objectives support the industry’s commitment to increasing consumer awareness about pest issues and the importance of professional pest control and protecting public health, food and property,” Henriksen said.

FPMA members are
joint members of
NPMA!



Maxforce Fire Ant Bait Half Price Clearance Sale

Yes it’s true! **50% Percent Off** while quantities last so call your Bayer distributor today and save big on Maxforce Fire Ant Bait with Hydramethylnon!

- Proven formula kills the queen and the colony!
- Maximum Strength, 1% Hydramethylnon
- Available in
 - 2 lb plastic bottles packed 6 per case and
 - 25 lb resealable bags
- Apply as a broadcast or mound treatment

Limited supply available on a first come first serve basis so act fast and save big on your fall fire ant treatments.

As always, when you use Maxforce, you’re Backed by Bayer and all the science and technical support that come with it. It’s Science for a better life. For additional information call Bayer Environmental Science at 1-800-331-2867.

New Durable Bait for the SENTRICON® System Receives Federal Registration

Dow AgroSciences has received federal registration from the U.S. Environmental Protection Agency for Recruit™ HD termite bait, a new durable bait for the SENTRICON® Termite Colony Elimination System.

Recruit HD contains noviflumuron, the same proven active ingredient currently used in Recruit™ IV termite bait for the SENTRICON System, but is contained in a special bait matrix that extends durability. Each station for the SENTRICON System featuring Recruit HD is baited during installation and remains baited as long as a service contract is maintained.

“What makes Recruit HD so durable is that it is 30 percent comprised of a cellulose-based polymer,” says **Don**

Williams, research engineer for Dow AgroSciences. “But because it’s cellulose-based, there is no compromise in its palatability to subterranean termites.”

Each Recruit HD bait device contains 150 g of a noviflumuron-based bait — enough bait to eliminate an average size colony. Extensive lab and field trials have demonstrated the bait’s palatability and ability to eliminate termite colonies.

“Not only have we seen successful single colony elimination with Recruit HD, but we’ve documented instances in which multiple colonies have been eliminated around a structure in less than a year,” says **Ronda Hamm**, a senior biologist with Dow AgroSciences.

Dow AgroSciences is working

with Authorized Operators of the SENTRICON System this fall to begin introducing property owners to the SENTRICON® System featuring Recruit HD.

While introduced to the market nearly 15 years ago, numerous innovations over the years have helped maintain the SENTRICON System as the No. 1 brand in subterranean termite protection. The SENTRICON System is environmentally responsible and is the only termite control product ever to receive the Presidential Green Chemistry Challenge Award, which recognizes technical innovation that incorporates the principles of green chemistry into design, manufacture and use.



What's **FPMA MEMBERSHIP** Worth?

Discounts offered to FPMA Member Companies for necessary business services and products offered by Association Allied Members more than pay for investment in dues—meaning that non-members are LOSING money in their businesses! For an average size company whose dues are \$229, all employees are full members and save money on:

Necessary Business Service

- Free legal consultation:
- Free Human Resources specialist consultation
- Employee screening service (drug test, credit check, Motor Vehicle Report, criminal background and SSN verification)
- 4¢/gallon savings
- Credit card processing fees-25% less than leading banks

Value to FPMA Members/Cost for Non-members

\$150

\$100

\$500 (\$59 Member Cost, net savings of \$441)

\$95 savings per vehicle (20,000 miles/year, 15 miles/gallon)

\$150 savings per year (25% credit card receipts on \$100,000 total annual revenues)

Cost of Dues: \$229

Member Savings: \$707!

Value of Membership: \$936

Return on Investment: 400%!

These are just a few of the companies offering discounts, and more are added all of the time—a full listing of contacts and an online Membership application is at www.flpma.org/Membership.

FPMA Membership is “smart business” and provides a real, dollars and cents return on investment in dues—join today and start saving money!

MEMBER TESTIMONIAL

“We benefited by being an exhibitor.”



Forrest Welch

Forrest Welch
Mullinax Ford
407-889-7799 ext.1026
www.mullinaxford.com

Ford Motor Co. and Mullinax Ford had the new 2010 Ford Transit Connect on display at the recent Summer Conference, and were pleased with the attendees’ enthusiasm over that new utility vehicle. “Great GHP truck” and “perfect termite bait service vehicle” were comments heard over and over again, as was the term “rolling office” because of the optional on-board computer.

Mullinax will be again be one of the exhibitors at the 2010 FPMA Pest and Lawn Care Expo, January 13-15, 2010, which features the largest state association pest management trade show. Come see Forrest and his new vehicles—register for Expo at www.flpma.org.