High Desert Speakers Announced

Mark your calendars! OPCA’s High Desert Seminar is June 10-11, 2016 at Mt. Bachelor Village Resort in Bend. This year we are excited to announce we will have Paul Bello and Austin Frishman, Ph.D as speakers.

They will present on Rodents and diseases they carry, bed bugs, and roaches. We have also invited Mike Dougherty from Bird-B-Gone to do a hands-on workshop. We will also get an update from the Oregon Department of Agriculture.

Also, for our golfers, don’t miss the annual Brandy Ham Memorial Golf Tournament on Friday, June 10 at Widgi Creek Golf Club.

Registration is online at www.opca.org. See you there!

Cockroaches and Drain Pipes

By: Paul J. Bello, The Cockroach Combat Manual II

Those who conduct service in commercial accounts are familiar with the presence of floor drains. Such drains are found in various locations of kitchen, production, warehouse and storage areas. Some residential accounts may have floor and other such drains present as well. While these drains serve a useful purpose, they may also become problematic for today’s pest management professional.

Floor and other such drains have commonly been associated with certain pest problems for a long time now. Usually, these pest issues have involved fly problems. However, cockroaches have also been problematic in and around drains. The problem of American cockroaches entering an account via floor

Click! Hood River Conference

Rich Kesecker purchases an arm length of tickets at the Pacific Northwest Pest Management Conference in Hood River.
OPCA Scholarship Applications Due April 30, 2016

OPCA’s Scholarship may be our best kept secret! If you know someone entering college or who is currently enrolled, this scholarship is a great opportunity to get $1,000 toward tuition or books and college expenses.

Applying is easy. Go to our website www.opca.org and download the application. Hand that off to the person you (as an OPCA member) are endorsing for the scholarship. Follow up to make sure it gets turned in on time.

Due to a generous grant from the Pacific Northwest Pest Management Conference, held in Hood River every year, OPCA’s scholarship fund will be growing. If there’s enough interest the board may increase the award and/or the number of recipients.

Our 2016 OPCA Scholarship application is open until April 30, 2016. Applicants must be nominated by an OPCA member firm. The applicant must be an owner, an immediate family member, employee, child or stepchild of an employee, or employee's spouse of an OPCA member firm. Graduating high school seniors, other high school graduates and applicants with G.E.D equivalent will be considered. Applicants must attend an accredited college, university, trade school, or institute of higher learning.

Questions about the scholarship should be directed to Rene Kesecker, OPCA Scholarship Chair, 541-753-7233. Applications are on our website at www.opca.org/members/scholarships

Last year’s recipient (in 2015) was Ellie Bossen! Ellie received a $1,000 scholarship. She graduated from David Douglas High School in 2010 and has taken college classes from Mt Hood Community College, Clark College, and now Southern New Hampshire University. Ellie was recently accepted into Southern New Hampshire University’s Online Program and is studying Business Administration. She will be working towards her Associates Degree and will continue on to get a Bachelor’s Degree with a focus in Marketing.
Introducing Suspend PolyZone.
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All of which adds up to a 90-DAY OUTDOOR RESIDUAL. So if you want to extend your time between applications, put the science of PolyZone to work for you.

To learn more, visit BackedbyBayer.com/SuspendPolyZone.

*From invasion by perimeter pests.
Seattle to Host Pest World 2106

It’s coming to the Pacific Northwest! PestWorld 2016 is October 18-21, Seattle, WA. PestWorld is the premier event in the professional pest management industry. Events will be held at the Washington Convention Center in Seattle.

The theme is Making Connections. Increasing Profits. Finding Answers.

At PestWorld you will see the latest and greatest products and services in the industry, network with thousands of pest management professionals from across the globe, and take advantage of the world-class educational sessions offering CEUs.

Join your Northwest colleagues in Seattle. Stay tuned for information on gatherings for Oregon and Washington attendees!

Syngenta Announces Mosquito Assurance Program

Manage mosquitoes for up to 60-days with the SecureChoice™ Mosquito Assurance Program from Syngenta

Syngenta Professional Pest Management (PPM) is excited to announce the continuation of its SecureChoice™ Mosquito Assurance Program. This program provides Pest Management Professionals (PMPs) the opportunity to grow their customer base and generate additional revenue with a unique 60-day treatment cycle.

Unlike other services that offer 21-day or 30-day mosquito control, the SecureChoice Mosquito Assurance Program provides control for up to 60 days. With the combination of Demand® CS insecticide and Archer® insect growth regulator, this treatment can help free up technician time and reduce mosquito populations around customers’ homes or properties for nearly three times as long.

“We know PMPs are always looking for ways to enhance their business offerings in a crowded marketplace,” said Steve Dorer, market manager, Professional Pest Management, for Syngenta in North America. “The SecureChoice Mosquito Assurance Program can be the answer for PMPs who need a better solution for addressing the surge in mosquito control demand.”

Demand CS provides immediate and residual control of mosquitoes, while Archer interrupts the reproduction cycle of mosquitoes. The Demand CS + Archer Multipak, which contains two quarts of Demand CS and five pints of Archer, is a cost-effective solution that can be used as part of the SecureChoice Mosquito Assurance Program. If applications of Demand CS and Archer fail to provide adequate reduction of mosquito populations during the 60-day treatment period, Syngenta PPM will provide the appropriate quantity of Demand CS and Archer to cover the necessary retreatment(s).

PMPs can participate in the program by purchasing Demand CS and Archer between Jan. 1 and Nov. 30, 2016 (“Program Period”), and by making applications by Nov. 30, 2016. Demand CS, Archer and the Multipak also count as qualifying purchases for the 2016 PestPartners 365 Program, which offers yearlong rebate savings for PMPs who qualify by April 30, 2016.

“For increased national attention on mosquito-borne diseases, we expect the demand for residential mosquito control services to increase in the United States,” said Pat Willenbrock, head of marketing, Professional Pest Management, for Syngenta in North America. “With the SecureChoice Mosquito Assurance Program, Syngenta offers a proven program solution for PMPs to grow their businesses, all while demonstrating a commitment to providing a life uninterrupted by nuisance and public health pests.”

For information about the SecureChoice Mosquito Assurance Program and Syngenta Professional Pest Management, please contact the Syngenta Customer Center at 1-866-SYNGENT(A) (796-4368) or visit www.SyngentaPMP.com.

Syngenta Announces Mosquito Assurance Program

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Join your Northwest colleagues in Seattle. Stay tuned for information on gatherings for Oregon and Washington attendees!
OPCA Members Gather in Hood River


Participants enjoy one of the many breaks with sponsors in Hood River.

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March 2016 CRACK & CREVICE  Pg 6

New Rules Adopted for Wildlife Control Operators

By Terry Brant, Aspen Wildlife Services Inc.

As most of you know, the Oregon Department of Fish and Wildlife adopted new rules late last year to change the previous permit system to a more permanent legal status. Effective January 1, 2016 wildlife control operators (WCOs) will be charged a non-refundable $60 fee for a biennial permit to control nuisance wildlife.

As part of this new system, the permit will be issued to a business entity and each operator and each employee is required to pass the WCO test and obtain 10 hours of continuing education each two year period. The dept. will be offering 6 - 7 hours of CEU’s every other year and the remainder can be self-reading materials or CEU’s offered by other organizations such as OPCA or NPMA.

All WCO permits were issued on a 90 day temporary basis giving all employees engaged in wildlife work time to study and pass the exam. There is a $25 fee for taking the test at an ODFW regional office.

Time is running out so make sure all employees are tested and you have reported back to the ODFW office in Salem to obtain your two year permit.

ODA Sign Out Policy

Due to staffing limitations, the ODA now requires you to sign out on continuing education sign in/out sheets. OPCA will go the extra mile at all events to remind the attendees of this policy and to sign out. We will go to some degree to hunt you down, but once the meeting is over and we have packed up our sign-in sheets and headed home, you may be out of luck if you forgot to sign out!

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Learn more at Zoecon.com
Central Life Sciences Promotes Mark Taylor

Central Life Sciences Promotes Mark Taylor to Vice President of Sales and Marketing for the Agricultural Products Division

Scott Boutilier, Vice President of Sales and Marketing for the Zoëcon Professional Products Division, expands role to include international and active ingredient sales, Canada and other international business. Boutilier will remain as vice president of sales and marketing overseeing the Zoëcon Professional Products (ZPP) division, which includes the company’s professional pest and mosquito control products.

“We are excited to announce these new roles as both Mark and Scott have been integral to the growth and success of the Agricultural Products and ZPP segments,” said Frank Jusich, president of Central Life Sciences.

Prior to joining Central Life Sciences, Taylor held various sales and marketing roles with Alpharma Animal Health. Further, he was a technical service specialist with Merrick Inc. Taylor earned both his Bachelor’s Degree in Agricultural Science and Master’s Degree in Animal Nutrition from the University of Wisconsin, Madison.

Boutilier has been with Central Life Sciences for more than 15 years, previously holding marketing roles at LESCO and Ring-er/Safer. Boutilier earned his Bachelor’s Degree from the University of Idaho, studying entomology with a minor in chemistry. He then studied insect biochemistry at the University of Minnesota.

About Central Life Sciences

Central Life Sciences products are a part of Central Garden & Pet Company. Central Life Sciences is dedicated to creating healthier environments and making life better for people, plants and companion animals around the world. As inventors of insect growth regulator technology more than 35 years ago, the founders of Central Life Sciences pioneered biorational pest control: using the insect’s chemistry as a means to reduce pest populations. To learn more about Central Life Sciences, visit our website at www.centrallifesciences.com or call 1-800-248-7763. Altosid, ClariFly, Diacon and Starbar are registered trademarks of Wellmark International. Central Life Sciences with design is a registered trademark of Central Garden & Pet Company.
OPCA Thanks Our Members!

Our OPCA “dues year” is July 1 to June 30. That means we are about 6 months into our 2015-2016 dues year. We had a great year in 2014-2015 ending with 88 members.

OPCA owes a huge THANK YOU to all members who renewed and to a few who re-joined after realizing they had lapsed. Your support is critical to making sure OPCA has the resources it needs to support its administrative functions. Our new member year has started and by now all of you should have renewed, but if you haven’t, or you’re not sure, contact the office at 503-363-4345.

Membership Renewals for 2015-2016
As of March 15, 2016

Total paid members: 69
Lapsed members: 22
New members: 4
Active members: 54
Limited Members: 2
Allied Members: 7
Associates: 6
Honorary: 3

Know of any companies that should be members? Direct them to our website: www.opca.org/join.

Welcome New Members!

Edge Pest Control, Beaverton OR
Pest Solutions, LLC, Beaverton, OR

Want to Serve on the OPCA Board of Directors?

We are currently assembling a slate of board members for our election in June. If you would like to serve on the board as either an officer or a director, contact the OPCA office at 503-363-4345. We will submit your name to the nominations chair, Mike Kesecker. OPCA is seeking the following positions for the 2016-2017 board of directors:

- 1st Vice President
- Director
- Secretary/Treasurer

Terms are one year. We have monthly board teleconferences.

Be Social! Like us on Facebook!
www.facebook.com/oregonpestcontrolassociation

Membership Adds Up at OPCA!

The Oregon Pest Control Association is a non-profit organization comprised of pest control operators, home inspectors, and affiliated industries. Benefits Include:

- Three general membership business meetings per year.
- Members receive a reduced cost in registration for educational recertification seminars. Reduced rates for OPCA members MORE than make up for your dues every year.
- Four Cracks & Crevice newsletters are sent each year.
- Insect identification is available through OSU Extension offices throughout Oregon.
- Your company is listed on a map of Oregon on the OPCA website for public contact access.

Dues Year: The membership year is July 1—June 30.

OPCA Membership Categories and Rates:

- ACTIVE MEMBERSHIP: Includes pest control companies who also join the National Pest Management Association. The dues structure to NPMA is available on the application form on the OPCA website. Active dues are $175 per year plus the cost of NPMA dues which are on a sliding scale depending on sales volume.
- ASSOCIATE MEMBERSHIP: Includes any person, firm, corporation or other organization who is interested in the welfare of the pest control or for home inspectors. Associate dues are $175 per year.
- ALLIED MEMBERSHIP: Includes suppliers (vendors) to the pest control and home inspector industries. Allied dues are $150 per year.

For a complete description of each membership category, refer to our website at www.opca.org. If you have any questions, email the OPCA office at office@opca.org. We look forward to hearing from any of you who are interested in growing our association!

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Staff: Harvey Gail, MBA; exec@opca.org
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drains has been a common problem observed in the field for many years.

A few things come to mind when dealing with cockroaches regarding these drain related situations. Firstly, we need to determine if the roaches are coming out from the drain because they’re coming in via the pipe from a possible distant location or if the roaches are entering the drain and using it as a harborage from other areas within the account. Additionally, we also need to determine which drain(s) are problematic.

To determine the above a thorough inspection of the drain(s) is necessary. Such inspections would include the use of a good flashlight. The inspection may be enhanced through the use of inspection devices such as an inspection mirror, a bore type scope and/or an endoscopic type camera. Please note that such cameras are currently available from about $75 to units over $200 from a variety of sources.

Of course determining which drain(s) is the source helps us to resolve the problem quickly. Experienced and competent pest pros know that isolation of the drain(s) helps us to determine which drain(s) is the problem. There are a number of ways to do this.

What we’re trying to do is determine exactly which drains the roaches are coming to and from for sure! Placement of a large translucent bowl or container over the drain from which roaches cannot escape serves to determine if roaches may be coming from that drain. Place a baited sticky trap inside this container such that roaches coming from that drain are trapped. Check this isolated drain within 24 hours for activity.

Temporarily seal off certain drains using aluminum flashing metal, tin foil or other suitable material. Place sticky traps in close proximity to the sealed off trap. Strategic placement of sticky traps within the account can determine harborage and areas of greatest activity. Follow up inspect to determine additional harborage areas as needed.

We know that pest problems exist for a reason. Determining the root or primary cause of the existing problem is beneficial such that the cause may be corrected which then provides a long term. This was the case when working to resolve a long standing roach problem in a hospital which was traced to floor drains.

American roaches are in these pipes clinging inverted to the upper surfaces of the pipes. If this sounds like a nasty situation, that’s because it is.

We need to remember that no pipe is 100% full of water or waste flow on a permanent basis. Common sense and logic dictates that the size of the pipe used is larger than the flow capacity for the application. Those of us lucky enough to work in sewer pipe locations where cockroaches, and rodents by the way, are a problem have seen that American roaches are in these pipes clinging inverted to the upper surfaces of the pipes. If this sounds like a nasty situation, that’s because it is.

Old plumbing can be a problem source as well. Often times we see that deteriorated and obsolete pipes have been replaced or re-routed. When this occurs, the plumbing contractor may leave old pipes in place and/or simply cut off the old pipe and leave such pipes in place. When this occurs the plumbers have provided additional harborage and possible entry points from which roaches may become a significant problem. As such, we need to carefully inspect and determine if this may be one of the reasons for the current problem. Additionally, ask the client if they are aware of any construction and plumbing work which may have been done in the past.

In areas where the changing tides may affect ground water, surface water and/or the water table, roaches must move in order to avoid being submerged. When this is a factor we will observe a greater incidence of cockroaches before and during the high tide periods. When increased roach activity seems to coincide with the change in tide then those drain pipes which are affected by ground water should be inspected and suitably serviced as needed.

Note that there are any number of ways to resolve cockroach problems related to pipes and drains. However, the most effective methodologies will include addressing the source and cause of the problem. Any such pipes should be clean and free from debris and accumulation of biological materials on which roaches might feed.
A commercial duty steamer, such as those models used for bed bug control, is useful for drain cleaning. Some commercial models also have application kits available designed for use in cleaning drains. Note that properly applied the steam can kill cockroaches as well. When doing so position a fellow team member at other drains to check if the drains are interconnected. This may be determined via the observance of steam and/or cockroaches attempting to escape from the steam.

Dusts have the advantage of being able to float within a hollow space such as a pipe and travel a great distance. Apply suitably labeled dusts as needed. When doing so position a fellow team member at other drains to check if the drains are interconnected. The use of a power dust application device may be useful for such applications.

Many pest professionals attempt to apply various baits within floor drains to control roaches. However, the floor drain and hollow waste water pipe environ may be an adverse environ for such applications. This is so because of the damp conditions and the competing food resource which may be present. If bait placement is desired it is beneficial to provide a surface or container upon or in which the bait may be applied such that it is protected and available for consumption by the roaches.

Some pest professionals have had success with self-fashioned bait station devices. Small pieces of PVC pipe in which bait is applied may be suspended within a pipe to serve as a bait station. Bait may be applied to a suitable object which might simply hang down into the pipe hollow from above such that the roaches may feed on the gel type bait applied thereto as well.

No matter the methodologies utilized to address an existing cockroach problem, it is wise to inspect and treat thoroughly in combination with suitable follow up such that successful results are attained on a long term basis.

If you enjoyed this article, come to OPCA’s High Desert Seminar in June and hear Paul Bello and Austin Frishman, Ph.D. They will present on roaches as well as bed bugs and diseases rodents carry. Don’t miss it! Register at www.opca.org

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### UPCOMING EVENTS

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 10-11, 2016</td>
<td>High Desert Seminar</td>
<td>Mt. Bachelor Village Resort, Bend, OR</td>
</tr>
<tr>
<td>Sept. 16-17, 2016</td>
<td>Fall Beach Seminar</td>
<td>Chinook Winds Casino, Lincoln City, OR</td>
</tr>
<tr>
<td>Oct. 13, 2016</td>
<td>WSPMA Eastern WA Fall Seminar</td>
<td>Spokane, WA</td>
</tr>
<tr>
<td>Oct. 15, 2016</td>
<td>WSPMA Western WA Fall Seminar</td>
<td>SeaTac, WA</td>
</tr>
<tr>
<td>Oct. 18-21</td>
<td>NPMA PestWorld 2016</td>
<td>Seattle, WA</td>
</tr>
<tr>
<td>Nov. 18, 2016</td>
<td>Southern Oregon Seminar</td>
<td>Evergreen Savings Bear Hotel, Grants Pass, OR</td>
</tr>
</tbody>
</table>