President’s Message

Greg Ego 2017-2018 OPCA President

I want to thank the membership for allowing me to lead the OPCA for the 2017-2018 year. Together with the board of directors, I will work to continue the great work of OPCA.

Thank you to everyone who attended the beach conference in Lincoln City. Our speakers were well prepared and gave us timely information on how we can do our jobs better, thank you to the education committee, headed by Rich Kesecker, for finding such a great lineup.

As we move into the winter and the new year we as owners and technicians must stay on top of new trends and processes that help us to be better PCO companies. Training is the key and we have another... Continued on page 4

NPMA Adds Member Benefit: Health Insurance for PCO’s

NPMA will add a valuable new benefit for pest control firms—the Health Insurance Exchange. In October (in time for the 2018 health insurance enrollment cycle), NPMA will officially launch our new health insurance program for the membership. This health insurance focuses on providing small and mid-sized employers with benefit options previously only made available to larger employers. This is NOT an all or nothing type of benefit offering. Members can take advantage of the benefits that are most useful for them and their employees. Members can use their own insurance agents to look into the program. NPMA is offering the following plans:

Self-Funded Medical Plan: This is available to those member companies that have two or more employees. It is available in all states except DC, HI, NH and NY. It offers the advantage of NPMA’s buying power, so premiums are very competitive – even for the small company.

HRA (Health Reimbursement Arrangement: this plan is available for all members, but will help those companies that either... Continued on page 2

Quick Calendar

Southern Oregon Seminar
November 17, 2017
Evergreen Savings Bear Hotel
Grants Pass, OR

Ant ID Class
February 10, 2018
Chemeketa Community College, Salem

High Desert Seminar
June 1-2, 2018
Eagle Crest Resort
Redmond, OR
OPCA Scholarship Report

Through the generous contributions of members, both directly and with our raffle fundraisers, the OPCA scholarship account balance is at an all time high of $5,500. The scholarship committee, headed by Rene Kesecker is seeking a couple more people to serve. Committee members will work with Rene to update the scholarship application, promote it and choose the next recipient. If you are interested in working on this very worthy cause for OPCA, contact Rene Kesecker at 541-753-7233.

The committee will work on the application this fall and submit the application for distribution in January. Applications will be due April 30. The scholarship recipient is traditionally announced at the High Desert Seminar in June.

This year’s recipient was Sierra Mays from Grants Pass. Her dream is to go into nursing. She made an eloquent speech at the High Desert Seminar. We wish her good luck!

NPMA Health Exchange

Continued from page 1

don’t meet the employee requirements (sole proprietors) or who have higher than expected premiums. Employers can deposit whatever amount of money they determine for each of their employees in an online portal, and the employee can use that money to pay for the type of insurance he or she needs. There is no setup fee or monthly minimum charge.

Consumer Directed Spending Accounts: NPMA members can also set up any of the following accounts through our program, including, Health Savings Account (HSA); Health Care FSA; Dependent Care FSA and Limited-Purpose FSA. There is no setup fee or monthly minimum charge.

Guarantee Issue Products: The insurer is TransAmerica. Guarantee issue means that the insurance is available to you—even if you have a pre-existing condition. Covers: Accident, Cancer, Short Term Disability, Hospital.

Specific insurance questions should be directed to David K Young’s office at 210-558-0999 or have them submit an email to JerriLynn@dkyoung.com.
NEW MAXFORCE® FLEET™ GIVES YOU QUICK, EFFECTIVE CONTROL – INDOORS AND OUT.

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If you have come to any OPCA events, you are probably familiar with our sign out procedures. But, if it’s been awhile, you need to be aware of this important change.

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!

Be Social! Like us on Facebook!
www.facebook.com/oregonpestcontrolassociation
**OPCA Government Affairs Update**

**Federal Overtime Rule Invalidated; DOL Declines Appeal**

Last week the U.S. Texas District Court in the Eastern District of Texas struck down the (President Obama’s era) Department of Labor’s (DOL) Overtime Rule. The rule had been enjoined by the same Texas District Court since November of last year, prior to the anticipated December 1, 2016 implementation date. The Overtime Rule would have raised the minimum salary threshold for administrative, executive and professional employees entitled to overtime from $23,660 to $47,476. The Court held that DOL overstepped their statutory authority by doubling the salary threshold and departing from Congressional intent to exempt executive, administrative and professional employees based on their duties rather than an arbitrarily high salary level. The ruling means that the previous injunction blocking the overtime rule from going into effect is permanent and the current salary threshold remains $23,660. On Tuesday September 5th, the U.S. Justice Department of Justice declined to defend the DOLs Overtime Rule invalidated by the U.S.Texas District Court and have dropped their appeal.

This week NPMA joined a coalition of industry allies and participated in a “Advocacy Roundtable DOL’s RFI on Overtime” hosted by the U.S. Small Business Administration. Much of the roundtable involved small business associations weighing in on what the salary threshold should be raised to and based on what metric. There is certainly a majority of business advocates that agree that the threshold should probably be raised from the $23,660 last raised in 2004 to an amount between $30,000 - $35,000 annually. NPMA is in the process of drafting comments to determine a salary threshold that protects

**Ladder Safety**

In July NPMA completed a sample ladder safety program as guidance for NPMA members. The standards detailed in the NPMA sample confined space program are derived directly from the Department of Labor Occupational Health and Safety Administration (OSHA), Ladder Safety for General Industry 29 CFR 1910.23. The structural pest management industry falls within the scope of OSHA’s general industry standards.

Ladders are routinely used daily in the pest management industry and create many potential hazards for both users and bystanders. The purpose of the sample ladder safety program is to outline the responsibilities and procedures employees must implement to ensure safe ladder use in the workplace. This document contains practices and procedures to protect our employees from potential hazards and train our employees to properly identify, assess and safely manage potential hazards associated with ladder use. Thorough inspections, safe placement and proper climbing procedures decrease the chance of potential injury or death during use. The document is an outline for recommended practices and procedures that employers should implement to protect employees from potential hazards and train employees to properly assess and safely manage potential hazards in confined spaces.

**Grassroots: Urge your Congressman to support the Prior Approval Reform Act!**

Currently, NPMA and other trade associations must combat burdensome and outdated federal election regulations, such as the prior approval process to fundraise for trade association Political Action Committees (PACs). Prior approval hurts NPMA and other trade associations in the following ways:

- Requiring trade associations to obtain prior approval is discriminatory. No other class of political action committee or political entity, including corporate, labor union, and individual membership association PAC, is subject to the prior approval requirement. In the wake of Citizens United, the prior approval requirement restricts First Amendment rights. The employees of member corporations have a constitutional right to join in support of or in opposition to candidates for political office. Super PACs can fundraise with less restrictions than trade associations like NPMA.

- Trade associations already report all contributions collected and distributed monthly. Ensuring compliance with the prior approval requirement is an additional process that is unnecessary, time consuming, and a confusing and convoluted process for our members.
**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.

**OPCA Benefits:**

- 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.
- Legislative representation through Oregonians for Food and Shelter, a lobbying organization for ag industries in Oregon.
- Four Crack & 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.

**OPCA Membership Categories and Rates:**

- **ACTIVE MEMBERSHIP:** 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: $175 per year plus the cost of NPMA dues which are on a sliding scale depending on sales volume.
- **ASSOCIATE MEMBERSHIP:** Person, firm, corporation or other organization interested in the welfare of the pest control or for home inspectors. Associate dues: $175 per year.
- **ALLIED MEMBERSHIP:** Includes suppliers (vendors) to the pest control and home inspector industries. Allied dues: $150 per year.

**OPCA Membership Report**

OPCA member renewals as of September 20.

New members: 3 proposed
Active members: 46 (of 60)
Allied members: 9
Associate members (home inspectors): 4 (of 7)
Honorary members: 3

**Membership Application:**
Know of any companies that should be members? Direct them to our website: [www.opca.org/join](http://www.opca.org/join).

**Lapsed Membership Policy:**
OPCA members should know that it is OPCA’s policy that if a member company lapses for one full year they must reapply for membership in OPCA. So don’t let your membership lapse! If you are unsure of the status, contact our office.

**Dues paid by corporate offices:**
If your corporate office is in another state and it pays the dues for your Oregon offices please let us know!

Members are posted on our website at [www.opca.org](http://www.opca.org) on a Google Map. Check it out!

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**Save the Date:**

**OPCA Southern Oregon Seminar**

**Nov. 17, 2017**

**The Bear Hotel**

Grants Pass

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**Registration**

Discounts + Information + Legislative Representation + Advocacy = Value of OPCA Membership

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Government Affairs
Continued from page 5

The prior approval requirement has proven to be a remedy in search of a problem, and it simply makes no sense that trade association PACs must adhere to this antiquated practice for no meaningful purpose. The Prior Approval Reform Act, H.R. 2101, will end the prior approval requirement, leveling the playing field with labor unions and strengthening our voice on Capitol Hill. Urge your Congressman to level the playing field for NPMA Pest PAC and support the Prior Approval Reform Act!

Structural Pest Control Regulatory Officials Annual Meeting

NPMA staff participated in the ASPCRO Annual Meeting in Burlington, VT. This meeting draws state pesticide regulatory officials from across the United States. With more than 160 attendees, this was one of the largest and most successful gatherings that ASPCRO has ever had. The NPMA policy team actively participates in multiple ASPCRO Committees. These included the Structural Fumigation Committee, Label Stewardship Committee, Rodenticide Committee and Public Health Committee (formerly named Bed Bug Committee). NPMA staff provided an update on NPMA activities, including the recent launch of the improved Learning Management System (LMS) which will serve as the primary delivery vehicle for online training modules and archived webinars.

NPMA was also featured prominently on panel discussions alongside state and federal regulators. Staff spoke on the following panel discussions: Spray Foam Insulation; National Disasters - How to respond and what’s your responsibility?; Fumigation Use: Updates, Outreach & Talking Points Pollinator Protection Plans: Where are the states with the Non-Ag Component. For more information about ASPCRO or to review this year’s program visit: www.aspcro.org

OPCA Heads South: Grants Pass Seminar is November 17

Our annual southern Oregon Seminar is November 17 at the Evergreen Savings Bear Hotel in Grants Pass. OR.

Our speakers include a crowd favorite, Paul Bello, and industry expert Jeff Weier from Sprague. Bello will give three sessions on rodents, roaches and termites. Jeff Weier will give a session on Label Comprehension. We will apply for at least 1 hour of ODA CORE credit. Don’t wait to register, the room is limited to 70 attendees.

Registration is $100 for members with a discount to $75 for additional attendees from member firms. The rate is $130 for non members. Registration includes breakfast, coffee, a great catered lunch from Casa Amiga, and a churro break in the afternoon.

Register! www.opca.org

Advertise in Crack & Crevice!

Crack and Crevice, OPCA’s quarterly newsletter reaches OPCA members and their employees. Crack and Crevice has a long shelf life. Issues are frequently handed out at member events and sent in member kits to new members. Exposure lasts longer than typical newsletters.

Rates
Business Card—$50
Quarter Page—$100
Half Page—$200
Full Page—$350

Publication Calendar
Month: Theme/Recent Event
March  NWPM Conference
June   High Desert Seminar
Sept.  Fall Beach Seminar
Dec.   So. Oregon Seminar

For additional information and ad deadlines contact

Clickable Moment

Nancy Boerema receives her past president’s plaque from OPCA from current OPCA president, Greg Ego.
**Introducing Gentrol Complete Aerosol**

A Broad Spectrum Insecticide that kills German Cockroaches, Drain Flies, Fruit Flies, Stored Product Pests, Ants (excluding Fire Ants, Pharaoh Ants, and Harvester Ants), Carpenter Ants, and Spiders (excluding Black Widow and Brown Recluse Spiders)


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Learn more at Zoecon.com

September, 2017 CRACK & CREVICE  Pg 8
This year we had 20 people on the fishing trip. Thanks to Dockside Charters for a great haul. We got 140 crab and a bunch of rockfish, cabezon and lingcod. Check out the flat calm conditions on the picture on page 10.

Above: Thanks to all our sponsors and vendors at the Fall Beach Seminar! Right: Troy’s BFD! (big fish of the Day).
Pics from OPCA Fall Beach Seminar
OPCA BOARD OF DIRECTORS 2017-2018

PRESIDENT

Greg Ego
Rasmussen Spray Service
1895 Ford St SE
Salem, OR 97302
503-363-7205
greg@rasmussenspray.com

1st VICE PRESIDENT

Mike Kesecker
Good Earth Pest Company
PO Box 2227, Corvallis, OR 97339
541-753-7233
Mike@goodearthpest.com

2nd VICE PRESIDENT

Wiley Sanders
Western Exterminators / Rentokill USA
94066 Crystol Creek Lane, Coquille, OR 97423
541-217-9168
Wiley.sanders@edenpest.com

SECRETARY/TREASURER

Rob McMaster
Halt Pest Control
3800 SW Cedar Hills Blvd #207
Beaverton, OR 97005
haltpestcontrol@msn.com

IMMEDIATE PAST PRESIDENT

Nancy Boerema
Firefly Enlightened Pest Solutions
PO Box 772
Neotsu, OR 97364
541-994-8500
nancyboerema@gmail.com

MEMBERS-AT-LARGE (6)

Tim Banwell
Beaverton Pest Control
PO Box 1867, Beaverton, OR 97075
503-645-7948
bvtnpestcontrol@hotmail.com

Linda Bogart
Firefly Enlightened Pest Solutions,
4096 US 101
Lincoln City, OR 97367
541-994-8500
lab@fireflyeps.com

Bill Granstrom
Ultimate Pest Control
PO Box 932, North Bend, OR 97459
541-756-2816
billupc@live.com

Scott Lipscomb
Rasmussen Spray Service
1895 Ford St SE
Salem, OR 97302
503-363-7205
scott@rasmussenspray.com

Steve Nagel
A2Z Home Inspections
PO Box 2019, Beaverton, OR 97075
503-643-8754
steven.nagel@gmail.com

Larry Treleven
Sprague Pest Solutions
PO Box 2222, Tacoma, WA 98401
253-272-4400
larryt@spraguepest.com

Oregon Pest Control Association
PO Box 2244
Salem, OR 97308-2244
Phone: 503-363-4345
Fax: 503-585-8547

Staff: Harvey Gail, MBA; exec@opca.org

www.opca.org