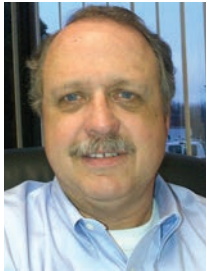


BUG BIZ



PRESIDENT'S MESSAGE



Hello CPCA Members,

I'm just sending out a brief greeting this quarter for I'm sure you're as busy as I am. I hope you are all enjoying a great summer season. Please remember you should be very proud of what you do daily, you truly are protectors of peoples health and property. I'm very proud to be a part of our important industry.

The CPCA is currently accepting applications for a scholarship program for our members. We are currently offering (3) five hundred dollar scholarships annually. All active members in good standing, their employees and their immediate family members in the New England area are eligible and welcome to apply. We may look at only offering one \$1500.00 scholarship next year.

We also have started an electronic bargain news to help bring buyers and sellers together in an effort to alleviate excess equipment inventories.

I enjoy serving as your President and if you have any suggestions, comments, or ideas please don't hesitate to contact me.

Sincerely,
Mike McManus

DEADLINE: AUG. 15, 2013

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BUG BIZ is a bi-monthly publication of the Connecticut Pest Control Association (CPCA). For advertising information, call CPCA at (800) 678-6722 or e-mail cpcap@pestworld.org.

CPCA Board Meeting Minutes

May 21, 2013

In attendance were Mike McManus, Sheila Haddad, Art Cogswell, Emilo Polce, Joe Giaimo, Frank Dempsey and Mike Lipsett. A call to order was made by Mike McManus at 6:02 p.m.

Minutes from the previous meeting were read by Sheila Haddad, accepted by Emilo Polce and seconded by Joe Giaimo.

Treasurer's Report: Charlie was not in attendance so Art filled in for the Treasurers report. The beginning balance at First Niagra Bank is \$30,767.85, with-drawal is \$248.21, and the ending balance is \$30,519.64.

The Sandy Spring balance is \$35,014.03 with other withdrawals of \$2,500 for NPMA ½ year charge and A/R Credit Card NPMA of \$1,032.50. The total liabilities and capital is \$60,775.63. Emilio motioned to accept treasurer's report and was seconded by Frank.

Committee Report and Membership: There should have been something on membership but nothing from Charlie - push to next meeting due to his absence.

Education: Joe contacted Allen Caruba – he puts the associations out there and helps boards get positive awareness out into the public. His fee would be \$8,000. Joe recommended we talk with the group that works with CTEC. Joe will contact them to make a presentation at the July meeting.

Legislative: Nothing.

Website: Sheila reports all is well.

Old Business: Art said we paid our accountant for the CPCA dues and are all set with \$600 for everything (990-N) including filing.

New Business: Mike McManus sent Electronic Bargain News items to Andy to put in *Bug Biz* and Mike mentioned to the board if anyone needs to sell anything call him to get it published. The Board agrees on three CPCA scholarships for \$500 each for a grand total of \$1500. The guidelines should include a child or a grandchild from the CPCA membership. Applications have to be submitted by June 28, 2013. The three people on the committee for scholarships are: Emlio Polce, Joe Giambo and Mike Lipsett.

Billboard: Mike has not spoken with Gale, he will follow up for next meeting and will contact her and report back next month. Joe mentioned that Andy needs to get us a membership list. Mike McManus will e-mail Andy to get a list and to include in the next *Bug Biz*.

Motion to adjourn meeting: Emlio and Joe seconded.

Respectfully submitted by: Sheila M. Haddad

We Want to Hear from You!

We are always looking for fun and interesting articles to include in the *Bug Biz* and would love to hear from members about their experiences out in the field. *Bug Biz* welcomes contributions from members. If you would like to contribute, please submit articles typewritten by mail or e-mail to the contact information listed below. Photos should be submitted via e-mail. Be sure to include your name and identify all people shown in the photo. Deadline for submissions is the 10th of each month. The editor reserves the right to edit all submissions for length and content. The *Bug Biz* is a bi-monthly publication by the Connecticut Pest Management Association (CPCA). Views and opinions expressed in editorial articles are not official expressions of the CPCA unless so stated. Send advertising and editorial inquiries to:

CPCA *Bug Biz*
10460 North Street
Fairfax, VA 22030
P: (800) 678-6722
cpcap@pestworld.org

OSHA Hazard Communication Standard

The Occupational Safety and Health Administration (OSHA) is phasing in changes to the revised Hazard Communication Standard (HCS) (29 CFR 1910.1200) during a multiyear period (December 1, 2013 - June 1, 2016.) While there are many components of the revised standard that will affect the professional pest management industry, this update will focus on addressing the training components employers are required to cover with their workers before December 1, 2013. OSHA believes this training, on labels and Safety Data Sheets (SDS), will ensure employees have the information they need to better protect themselves from chemical hazards in the workplace during the transition period.

This revision of the HCS, the first since 1994, was completed to align OSHA's HCS with The Globally Harmonized System of Classification and Labeling of Chemicals (GHS). The major changes from the previous HCS include a hazard classification system using defined criteria to evaluate health and physical hazards, as well as classify mixtures. Signers of the GHS believe global benchmarks will facilitate consistency in designation of hazards across manufactures and countries. Second, there are new labeling requirements for chemical manufacturers and importers that include a harmonized signal word, pictogram, and hazard statement for each hazard is required to be listed. In addition, precautionary statements must now be provided on all labeling. Finally, SDS now has a specified, consistent, 16-section format.



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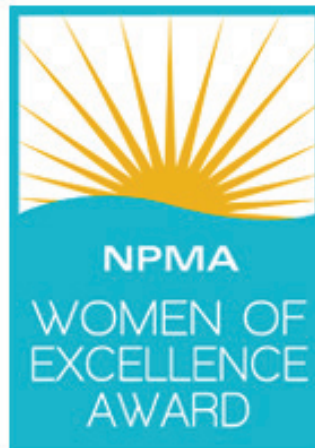
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Tuesday, September 17th

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8:30 am to 4:00 pm (Seminar)

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(Please note that again there has been no increase in registration fees.)

1 st Attendee Name			
Company			
Address			
Telephone		Fax	
Email			

Early Bird Registration (Postmarked By September 6, 2013)

Member Company

1 st Attendee \$90	=	
Each Additional Employee @ \$70 each	=	
Total	=	

Non-Member Company

1 st Attendee \$115	=	
Each Additional Employee @ \$90 each	=	
Total	=	

Registration (Postmarked After September 6, 2013)

<i>Member Company</i>		<i>Non-Member Company</i>	
1 st Attendee \$100	=	1 st Attendee \$125	=
Each Additional Employee @ \$80 each	=	Each Additional Employee @ \$100 each	=
Total	=	Total	=

(Please submit names of additional attendees on a separate sheet so that badges can be preprinted for all registrants.)

All Onsite Registrations \$125

Please fill out and return this form along with your check made payable to **Connecticut Pest Control Association** to:

Andy Architect, Connecticut Pest Control Association, 10460 North Street, Fairfax, VA 22030.

Phone: 800-678-6722 or Register Online at www.cpeaonline.net

Registration forms may also be sent in by fax to (703) 352-3031.

Please be sure to provide your credit card information when sending form by fax.

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Thanks for Supporting the Connecticut Pest Control Association!

Marketers of Unproven Bed Bug Products Settle With FTC

In a significant enforcement action, the Federal Trade Commission (FTC) recently reached settlement with two marketers making deceptive claims about their cedar oil-based bed bug products. The settlement orders impose almost five million dollars in fines.

The settlements resolve deceptive advertising charges the FTC filed last year against Dave Glassel and the companies he controlled, including Chemical Free Solutions, LLC, alleging that they made overhyped and unsubstantiated claims that their BEST Yet! Line of cedar-oil-based liquid products would treat and prevent bed bug and head lice infestations.

According to the FTC, the defendants falsely claimed that their natural, BEST Yet! bed bug and head lice products were invented for the U.S. Army, that their bed bug product was acknowledged by the U.S.D.A. as the #1 choice of bio-based pesticides, and that the Environmental Protection Agency had warned consumers to avoid chemical solutions for treating bed bug infestations.

Under the agreed-upon settlement orders, the defendants are prohibited from claiming that their BEST Yet! products by themselves can stop or prevent a bed bug infestation, or are more effective at doing so than other products, unless they have competent and scientific evidence to make the claims. The defendants are further prohibited from misrepresenting the results of scientific tests or studies, and from claiming that a product or service they sell is endorsed by a government agency or by any other third-party entity when it is not.

The orders impose a \$4.6 million judgment against Glassel who is facing bankruptcy, and a \$185,206 judgment against Chemical Free Solutions, LLC, which will be suspended due to the company's inability to pay. If it is later determined that the financial information the company provided the FTC was false, the full judgment amount will become due immediately.

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Register Today for PestWorld 2013

Make plans to join NPMA for PestWorld 2013 on October 22-25 in Phoenix, Arizona. You will have the tried-and-true experience of PestWorld -- a mix of education, networking, and research designed to complement your individual business model. Here are 5 reasons you don't want to miss this year's conference:

1. **Thought Leaders sessions.** At this extended program you will receive focused and applicable education in hard-hitting topics such as Canine Scent Detection, Staff Motivation, Improving Your Company, and Marketing Strategy.
2. **Networking.** PestWorld provides an unparalleled opportunity to network with more than 3,000 other pest management professionals, researchers and vendors from around the world.
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5. **Business trends.** Explore the latest trends and learn how to successfully apply these innovative ideas into your business.

Visit www.npmapestworld.org/pestworld2013 for the most up-to-date event information and registration.

PMPs Come Together in Arizona for NPMA Academy

Jodi Dorsch, July 18, 2013

Pest management professionals from across the country met recently in Phoenix, Ariz., for the National Pest Management Association's Academy 2013, a unique conference for attendees seeking professional and personal development

NPMA touts Academy as "The industry conference dedicated to motivating and developing the pest management industry's leaders."

"Academy is a one-of-a-kind conference, like nothing else you'll go to the rest of the year. It's a 365-day experience," said Tim Brock, president of Brock Lawn and Pest Control, Panama City, Fla., and chairman of NPMA's Leadership Development Group. "We hope the relationships you build here last a lifetime."

The three-day event, held at the Sheraton Wild Horse Pass, is presented by the LDG and sponsored by Dow AgroSciences.

NPMA Executive Vice President Bob Rosenberg thanked Dow AgroSciences not only for their financial support, but for the firm's professional and personal involvement in the planning and execution of the meeting. "They've made this kind of thing possible...and we thank them," he said.

"Congratulations on investing your time and money (in NPMA Academy)," Dave Maurer, portfolio marketing leader at Dow AgroSciences, told Academy attendees, "This is a great way to invest in your personal life and your business."

Attendees heard from several nationally recognized speakers and work with one another in a variety of team-building tasks, culminating in the ever-popular NPMA Olympics. This year's speakers included:

Scott McKain, an internationally recognized business strategy expert and best-selling author, who is committed to helping companies create distinction. He will speak about "the ultimate customer experience" and "creating differentiation."

Cheryl Cran, a renowned leadership consultant and best-selling author, who will focus on the trends shaping the future workplace, and will provide insights into how each of the generations can be expected to handle these changes. She will give presentations on "building the workplace of the future today" and "leveraging technology in your business."

Laura Stack, an expert who has consulted with Fortune 500 corporations for more than 20 years in the field of employee productivity, advises leaders, teams and professionals on developing high-performance cultures and creating maximum results in minimum time. She will speak on "execution is the strategy" and "marketing yourself for success."

Nice Surprise for a Long Time NPMA Member

Residex employee, Kevin Moran, got an unexpected surprise on the 4th of July. Daughter Kerry Stanley, returning from a year of duty in Afghanistan, surprised Dad at the finish line of the Harvard Pilgrim 5k.

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CONNECTICUT MEMBERSHIP APPLICATION

For NPMA and CPCA Joint Membership for January 1, 2013 through December 31, 2013

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 Contact/Title: _____
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 City/State/Zip: _____
 Phone: _____
 Fax: _____
 Co. E-mail: _____
 Ind. E-mail: _____
 Web Site: _____
 Connecticut Business Registration # _____
 Number of Years in Business _____

Please choose your annual sales volume and enter amount on line A.

Check One	Dues Class	Annual Sales Volume	Annual Dues
	A	\$0-200,000	\$110
	B	\$200,001-500,000	\$180
	C	\$500,001-1,000,000	\$470
	D	\$1,000,001-2,500,000	\$715
	E	\$2,500,001-5,000,000	\$1,210
	F	\$5,000,001-10,000,000	\$3,025
	G	\$10,000,001-15,000,000	\$4,675
	H	\$15,000,001-25,000,000	\$6,325
	I	\$25,000,001-50,000,000	\$11,550
	J	\$50,000,001-\$100,000,000	\$23,100
	K	Over \$100,000,000	\$35,000

A. NPMA DUES: _____ **Line A: \$** _____

B. CPCA DUES: _____ **Line B: \$ 125**

C. TOTAL DUES: Please add lines A and B and enter the amount in line C.
Line C: \$ _____

Every day BASF supports companies and professionals in the pest management industry with SmartSolutions that are proven to grow your organization. From quality products to valuable business resources, BASF is committed to your success. NPMA is excited to announce that BASF will sponsor your membership in the association for the 2012-2013 year at absolutely no charge to your company. Simply complete and return this application and we will enroll you today.¹ Just another example of how BASF SmartSolutions will take your company to the next level!²

Check # _____ or Visa MasterCard

Credit Card # _____ Security Code _____ Exp. Date _____

I hereby apply for membership in the CPCA/NPMA and if accepted, agree to comply with the Constitution Code of Ethics and other policies of the association. I understand that membership does not become effective until notified. I also understand that the use of the CPCA and NPMA logos prior to the approval would disqualify my application.

Signature: _____ Date: _____

Please enclose the application with proper remittance to: Connecticut Pest Control Association, 10460 North Street, Fairfax, VA 22030 or fax to (703) 352-3031. For questions or concerns about your joint membership, please contact Heather Millette at CPCA at 860-274-9503/ mpcpest@aol.com or Andy Architect at NPMA at 703-352-6762 /aarchitect@pestworld.org

¹ All non-NPMA member companies are eligible for this promotion. Does not include renewals and is not available to companies that were members of NPMA within the past 12 months.
² New applicants are still required to pay the state association dues for the 2012-2013 year.