

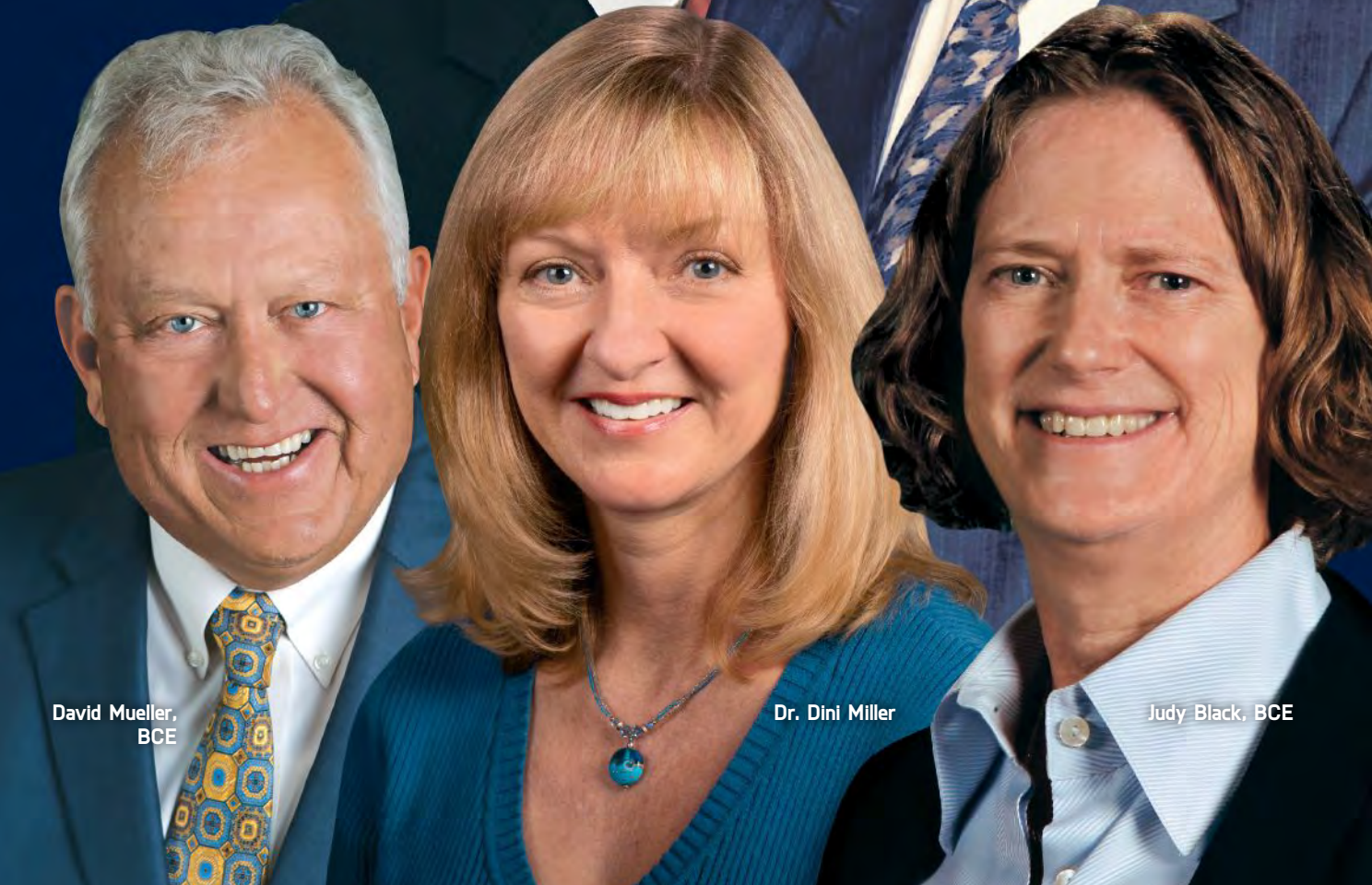
2019 *PMP* HALL OF FAME

Industry CHAMPIONS

Each *PMP* Hall of Fame Class of 2019 inductee has crusaded to make the pest management industry more professional and successful

By Heather Gooch | *PMP* Editor

Lonnie Alonso and
Orlando Alonso



David Mueller,
BCE

Dr. Dini Miller

Judy Black, BCE

Whether it's legislation, research, training or product innovation, members of the 23rd class of the *Pest Management Professional (PMP)* Hall of Fame have it covered. Inductees include our first father-and-son concurrent duo, **Lonnie Alonso** and his late father, **Orlando Alonso**, as well as **Judy Black, BCE, Dr. Dini Miller** and **David Mueller, BCE**.

PMP Class of 2019 will be honored during a black-tie dinner and induction ceremony held Oct. 14, in San Diego, Calif., the evening before the National Pest Management Association's (NPMA's) PestWorld 2019 event gets under way. They will join the ranks of 97 other *PMP* Hall of Famers, whose names and likenesses are emblazoned on plaques that are on display at Purdue University, West Lafayette, Ind. The inductees also receive a plaque to display; all plaques are courtesy of *PMP* Hall of Fame Platinum Sponsor Bug Off Pest Control Center.

Read on to learn more about each member of the Class of 2019. Tickets for the black-tie dinner and induction ceremony are available at \$150 per ticket; email pmpeditor@northcoastmedia.net for details. To nominate a pest management leader or legend for consideration in the Class of 2020, please visit PMPHallOfFame.net/nominate-someone. *PMP*

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Hard work REALIZES THE AMERICAN DREAM



Lonnie Alonso and his late father, Orlando, are Cuban immigrants who have never taken success for granted **By Heather Gooch | PMP Editor**

In Havana, Cuba, the Alonso family was in the distillery business, making wine, cognac and other spirits. In the early 1950s, patriarch Felix Alonso had friends who owned La Fumigadora Nacional (in Spanish, fumigation is equivalent to pest control). They were in dire need of some accounting help, and thought perhaps Felix's twenty-

something son Orlando could be of assistance.

As son Orlando Jr. — better known as Lonnie — tells it today, the friends needed a lot more

than accounting help. Orlando already knew some of the ins and outs of pest control just from maintaining distillery operations, and after spending time helping out with La Fumigadora Nacional, soon grew confident enough to buy out the owners. He left the distillery business behind to build a career in pest control.

Orlando grew the company to 11 employees, and also had his first contact with the United States by buying equipment and pest control products regularly from a New York City-based distributor. The distributor's salesman suggested he join the then-named National Pest Control Association (NPCA, now

the NPMA). Orlando traveled to Louisville, Ky., to the 1957 NPCA convention to attend and apply for membership.

Never having had a non-U.S. pest management professional (PMP) apply for membership before, the association hastily put together a blue-ribbon panel to decide whether he should be accepted. They even visited Havana to see Orlando's business in person before deciding in favor of it. One of the panelists was Joe Mooney, owner of Columbus Pest Control in Columbus, Ohio. Mooney also owned a Roto Rooter plumbing franchise in Columbus. He took a liking to Orlando, and convinced him to co-own a similar franchise in Havana.

Mooney and his wife, Mary, looked at Orlando as the son they never had.

La Fumigadora Nacional's team, circa 1958, with toddler Lonnie standing center and Orlando standing far right.



PMP HALL OF FAME 2019

NAMES: Orlando & Lonnie Alonso

CAREER AFFILIATIONS: La Fumigadora Nacional (Orlando 1952-1961); Columbus Pest Control (Orlando 1961-2002; Lonnie 1976-present)

YEARS IN PEST MANAGEMENT: Orlando 50; Lonnie 43

INDUSTRY ACHIEVEMENTS:

- Member, Ohio Small Business Advisory Council 2011-present (Lonnie)
- ¥ Past President, Ohio Pest Management Association (Orlando 1976-77, Lonnie 1984-85)
- Chair, Ohio Pest Management Association Government Affairs Committee (Lonnie)
- Instrumental to passing The Ohio Pesticide Law, among other legislation (Orlando)

PHOTO: LONNIE ALONSO

“When all hell started breaking loose in Cuba in 1959, ÓLonnie recalls, “Joe and Mary wanted to bring my sister Zuni and me to the United States for safety, but my parents were certain the political problems would blow over.”

By Christmas 1960, the Alonsos had reconsidered. On Jan. 8, 1961, Orlando flew from Cuba to New York City, taking a flight with Zuni, 7, three hours after the one his wife, Zuny, took with 5-year-old Lonnie so as not to arouse suspicion. They left everything behind.

Lonnie notes that both Roto Rooter and La Fumigadora Nacional continued for about a year until the Cuban government took them over: “Then it was all lost. Everything was totally gone.”

A NEW START

Soon after arriving in the United States, Orlando became a termite technician for Columbus Pest Control, working his way up to management. Eight years later, tragedy struck: Mooney died, and while Orlando had his employee’s license, he didn’t have an owner’s license. The test materials, he knew intensely. Unfortunately, it was an essay test — and he didn’t know his English grammar very well. Mary was looking to sell, and he was the obvious buyer, but the situation seemed hopeless.

Yet another PMP came to the Alonsos’ rescue. Dale Belknap, owner of Columbus-based Capital City Exterminating Co., was friends with Orlando and told him: “Until you pass that test, you will work

under my license.” Lonnie, who today remains close friends with Belknap’s son Ron, notes that his father never forgot Dale’s kindness.

By April 1971, Orlando had mastered English well enough to pass the test with flying colors. And Lonnie, who had been at his side — *los hombres con los hombres*, “the men with the men” — since childhood, was becoming old enough to learn the ropes of the business.

“Pest control is all I ever wanted to do,” says Lonnie. “I grew up really enjoying being with my dad. He taught me a lot.”

CONTINUED ON PAGE 64



Top, father and son celebrate the end of Orlando's term as president of the then-Ohio Pest Control Association in 1977. Bottom, the Alonsos celebrate Christmas 1998.



QUOTABLE

“What a deserving honor! I was a student at Purdue University in the mid-1960s when Orlando came to work for Joe Moody. Once Orlando took over the company, he made his presence known in a very positive way. Lonnie learned what was right and important to do in life from his dad. They both represent the meaning of giving decent people the opportunity to come to the U.S. and add positively to our country.”

— **Dr. Austin Frishman, Consultant, PMP Hall of Fame Class of 2002**

“As we all go about our business protecting health and property, we have no better advocate than Lonnie Alonso. As for Orlando Sr., in 1988, when I started with Southern Mill Creek Products of Ohio, my boss (and PMP Hall of Famer) Tom Evans said I needed to go down and meet the Alonso family in Columbus. Orlando grabbed me and said we were going out to lunch at one of his favorite restaurants, the Florentine on West Broad Street. As luck would have it, we walked in on a meeting being conducted by (PMP Hall of Famer) Jim Steckel of Torco Pest Control. Jim stopped the meeting, and he and his managers, one by one, shook Orlando’s hand before we sat down for lunch. It was obvious that I needed to pay attention to what this great man had to say.”

— **Carl Hinderer, Sales Administrative Manager-ES, Univar Solutions, Berthoud, Colo.**



Orlando (in sunglasses), Zuny (holding coat and purse) and other family members visited the United States in 1958, a year after Orlando's NPCA convention experience.

CONTINUED FROM PAGE 63

In 1978, Orlando suffered a heart attack and became bedridden. Lonnie was 21 and thrust into a leadership position. But even while convalescing, Orlando was able to impart his wisdom on Lonnie, helping make

business decisions and cheering on his son from the sidelines. Orlando passed away in 2002, at age 77.

Today, Lonnie is 63 and working alongside his two sons, Brian, 35, and Andrew, 32. He looks forward to winding down to retirement to spend

time with his wife, Chris, and their nine rescue dogs. He notes that his only regret is that his sons didn't get to know his father as he had known him — strong and capable. Still, they know firsthand of his kindness and generosity, and the family keeps Orlando's legacy alive by sharing the many stories about him.

The Alonso work ethic is near legendary in the pest control industry, whether it's troubleshooting pests or tirelessly standing up for small business in government and regulatory matters. But Orlando and Lonnie did have another interest outside work and business: antique cars. Lonnie still owns the 1931 Model A Ford Orlando bought in 1976 as nearly a scrap heap that together they restored to its classic beauty.

CONTINUED ON PAGE 66

PHOTO: LONNIE ALONSO

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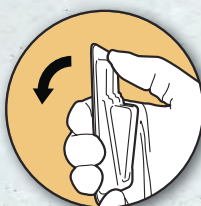
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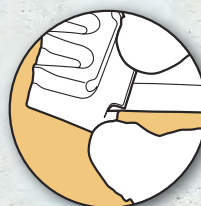
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Orlando and Lonnie
with the Model A –
and Lonnie's 1967
Ford Mustang – in
the mid-1990s.

CONTINUED FROM PAGE 64

Like his father, Lonnie is proud to be an American citizen: "This great country allows us all an opportunity to learn, engage and get involved in positive things, all because of the men and women who fought to give it to us. They




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put their lives on the line, and in times have given their lives. That's an expensive price tag I value heavily, Óhe says. "Not a day goes by that I don't think about how I could be in Cuba, and yet how fortunate I am to be here instead. I hold an overall belief in life that I'm in a pretty good place." PMP

You can reach GOOCH at hgooch@northcoastmedia.net or 330-321-9754.

PHOTO: LONNIE ALONSO

QUOTABLE

“ In my 50 years of being a part of the Ohio pest control industry, Lonnie has given more of his time, heart and soul to the industry than any other person I know. He believes that it is our duty as a free people to go to Washington, D.C., and meet with our legislators, in order to be a part of this republic. I can tell you there is no question I would trust Lonnie with my life any day of the week. His father also was a man who loved his country with all his heart. Many people don't realize that Orlando helped write a bill passed in Congress. He was invited to go to the White House for the signing, and stood beside President Ronald Reagan while the bill was signed. A man comes to America with nothing but his family, starts their lives over with very hard work, becomes a respected businessman, then gets to meet with the President in the Oval Office. If that's not the American dream, then I don't know what is.”

— Ron Belknap, Capital City Exterminating Co., Columbus, Ohio

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Pictured: Frank and Phillis MacDonald, Select Insurance Agency



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A problem solver WHO IS READY TO HELP

Judy Black, who has been sharing pest control knowledge since college, is passionate about her work and the opportunity to mentor others in the industry **By Heather Gooch | PMP Editor**

Judy Black, BCE, is the rare person who can be just as passionate about her job as she is her non-work pursuits. Talk to her about any of her recent adventure races, or even the Ironman event she completed in 2013, and she will bring it back around to a lesson learned in life and work: “Success depends on being incredibly disciplined: Plan ahead, and execute the plan.”

Black is VP of quality assurance and technical services for Atlanta, Ga.-based Rollins Inc., a post she took in January after

Black practices the art of beekeeping, circa 2008.



three years with Rentokil Steritech and 21 more with legacy company The Steritech Group.

“I think people were surprised I left Colorado,” she says, noting her previous status as VP of technical services based in Broomfield, Colo. “But there’s a lot of great stuff to do outdoors in Atlanta — although my husband, John, and I think we might not hike as much in the summer heat. We’ll have the rest of the year to hike, though.”

The outdoors has long been a draw for Black, who grew up a military kid and lived all across the world. She recalls her first pest control experience, which occurred in the 1970s when her parents were doing what is now known as flipping houses.

“Back then, it was known as buying a crappy house infested with mice, renovating it and selling it,” she says with a laugh. “One day, when I was about 10 years old and my dad had already left for work and my brother for school, my mom woke me up and told me ‘There’s a mouse in the snap trap in the kitchen. Before you go to school, do something with it!’”

Black’s mother relied on her, she says, because “Mom knew I wasn’t afraid” to handle the mouse trap.

“I picked the trap up gingerly, walked across our big front yard

and threw it into the creek across the street,” she explains. “I guess Mom was my first grateful ‘customer.’”

In college, Black was leaning toward becoming a forest ranger, but a professor encouraged her to take a couple of entomology classes during her bachelor degree coursework. The economy was ebbing, and she decided to go to graduate school. Black soon found herself as a teaching assistant in the entomology department at West Virginia University. Her focus was on agricultural entomology, but the pest control industry was starting its tug at her attention. Soon after graduation in 1986, she followed

CONTINUED ON PAGE 70

PMP HALL OF FAME 2019

NAME: Judy Black, BCE

CAREER AFFILIATIONS: Terminix, Steritech, Rentokil-Steritech, Rollins Inc.

CURRENT TITLE: VP of Quality Assurance & Technical Services

YEARS IN PEST MANAGEMENT: 33

INDUSTRY ACHIEVEMENTS:

- NPMA Women of Excellence Award (2012)
- Pi Chi Omega President (2017-18)
- Trained hundreds of technicians in pest control best practices, in roles ranging from branch manager to VP (1987-present)



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Above, Black and her brother Larry pose with their baby sister, Jenn, in 1967. At left, Black and her husband, John Edwards, enjoy the outdoors.

CONTINUED FROM PAGE 68
its lead and joined Terminix's Pittsburgh, Pa., branch.

A PROBLEM-SOLVER AND MENTOR

Reflecting on her days of running a route — and more recently,

conducting ridealongs with Orkin techs — Black sees some common threads.

“No matter where you go, technicians are devoted to customers and really want them to be happy,” she says. “What I loved

CONTINUED ON PAGE 72

QUOTABLE

“Respect is the word that I have used to describe my relationship for Judy Black since the day I met her. Throughout my career, I strived to be involved in any team or project she was working on, and I fully believe that I would not have advanced to where I am today without the mentoring and support she has provided. Being inducted into the Hall of Fame is a well-deserved honor!”

—Desiree Straubinger, BCE, CP-FS, Market Technical Director, Rentokil North America

“Judy is considered a thought leader across the industry, and is always generous with her time and knowledge. She shares her expertise humbly with members through her work on committees, boards, and as a speaker on conference programs.”

—Dominique Stumpf, CMP, CAE, CEO, NPMA

PHOTOS: JUDY BLACK



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Randy Nader,
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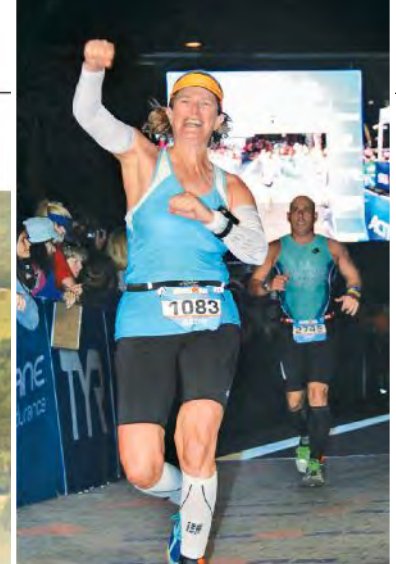
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CONTINUED FROM PAGE 70

most about the work, both as a tech and as a manager, was solving the problem, especially on commercial accounts. At restaurants, for example, I always want to be able to say ‘My family could come eat here after I’m done with it.’”

But Black is quick to note that her career has been so strong — she served as president of Pi Chi Omega in 2016-18, was recognized as the National Pest Management Association® Women of Excellence award winner in 2012, and received many other accolades — because she has had people in her corner rooting for her success.

“They are people who trusted me more than I trusted myself,” she adds. “They challenged me to be better and do more, and if I hadn’t I wouldn’t be where I am now. I’ve since tried to



At left, Black climbs West Virginia’s Seneca Rocks in the mid-1990s. Above, she finishes the Ironman Florida triathlon in 2013.

apply that to the people around me and who work for me.”

She definitely has delivered, as countless people in the pest management industry have learned from the expertise she willingly shares.

“I’m thrilled to be a part of the

Hall of Fame,” she says. “But the day someone I mentored gets recognized in the industry — and I know someday soon, it will come — *that* will be the icing on the cake.” PMP

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PHOTOS: JUDY BLACK

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WORKING TOWARD *a bright future*



Dr. Dini Miller strives to take industry professionalism, knowledge and success to the next level **By Heather Gooch** | PMP Editor

Dr. Dini Miller's childhood and young adult years could serve as the inspiration for several Hollywood dramas. But she chooses not to dwell on what she terms a "colorful background." She'd much rather focus on her solid circle of friends and loved ones in the here and now, and on the pest control industry research projects that keep her driven.

"If you had told me at 22 this is what I'd been doing, I'd have said you're out of your mind," admits Dr. Miller, an extension specialist and professor at Virginia Polytechnic Institute and State University

Dr. Miller, third from right, poses with several other FAOPMA conference presenters, including friend and fellow UF alumna Dr. Faith Oi (second from left).

(Virginia Tech), Blacksburg, Va. "But throughout my life, doors open and I walk through them. And it's turned out 5 billion times better than I could have predicted."

A disinterested high school student, Dr. Miller found herself enjoying community college after accompanying a friend on a lark.

"The professors were there because they loved the coursework — they had day jobs, this was just extra for them — and it really showed," she explains.

Over a seven-year period, she waitressed or worked in retail during the day, then took general education courses in the evenings. But she didn't have a major, and didn't get a degree.

"Both my grandmother and a good friend of mine, Therese, emphasized the importance of education,"

Dr. Miller recalls. "Therese said, 'Education is something that can never be taken away from you, and that has really stuck with me.'"

Taking the advice to heart, at age 25 Dr. Miller began attending the University of California, Los Angeles, as a geography ecosystems major. In January 1989, at a low point personally, two things happened to her on campus on the same day: A Pentatomid stink bug landed on her notebook while she was trying to study, and later she walked past a newsstand with *Time* magazine's famous "Planet of the Year" cover, noting that climate, globalization and other issues could mean the loss of certain insect species before they could even be discovered.

"These two things led me to think, maybe I should study insects," she says.

Biology classes sparked her interest, and she focused on Tenebrionid beetles. A casual conversation seeking positive identification from the Natural History Museum of Los Angeles County led to Dr. Miller



PMP HALL OF FAME 2019

NAME: Dr. Dini Miller

CAREER AFFILIATIONS: University of Florida, Virginia Polytechnic Institute and State University

CURRENT TITLE: Professor & Virginia Cooperative Extension Urban Pest Management Specialist

YEARS IN PEST MANAGEMENT: 25

INDUSTRY ACHIEVEMENTS: Include HUD's Healthy Homes Hero (2017), ESA's Distinguished Achievement Award in Extension, and building industry awareness of the APM concept for cockroaches in public housing accounts.

PHOTO: DR. DINI MILLER



From left, Drs. Miller, Stephen Doggett and Chow-Yang Lee display copies of the book they co-edited, *Advances in the Biology and Management of Modern Bed Bugs*.

being a volunteer. It was there that she met then-Insect Zoo Director Dr. Art Evans.

Art gave me my first insect net, my first *Introduction to the Study of Insects* textbook and my first insect collection, she recalls.

Another twist of fate occurred when she applied for graduate school — to study Staphylinid beetles in cow dung piles with University of Florida (UF) professor Dr. Howard Frank. But he was unable to add her to his program, so she had her application circulated around the department.

“Then I got a strange call from a man who said ‘I can take you in the cockroach program. Tonight, we’re going to go visit a sewage treatment plant and let them crawl all

CONTINUED ON PAGE 76

QUOTABLE

“Dini Miller is an exceptional scientist and expert communicator. She has an ability to captivate an audience with her combination of wit and fascinating facts. She comes from a background culture that is a unique mixture of a California liberal, laidback drama student with a pioneering scientific precision. Utilizing her landmark educational strategies, she has become one of the most influential educators for the pest management industry. She is also a joy to be around.”

—Dr. Phil Koehler, University of Florida,
PMP Hall of Fame Class of 2015

“There are few people that have had a greater impact in the pest management industry than Dr. Dini Miller. Her world-renowned research on cockroaches and bed bugs has directly changed the way we manage these pests. However, I find Dini the most impressive when she is teaching our industry. She has an uncanny ability to teach difficult concepts in a relatable way; her passion and enthusiasm for pest management is undeniable each time she walks onto a stage.”

—Dr. Jim Fredericks, National Pest Management Association

PHOTO: DR. DINI MILLER

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over us! We collect 8 pounds of them every night," Dr. Miller says, still laughing about the phone call from fellow *PMP* Hall of Famer Dr. Phil Koehler (Class of 2015). "And then he said those magic words: 'If you switch from beetles to cockroaches, I'll fund you all the way through the Ph.D.' I said, 'OK, cockroaches it is!'"

"And from that day to this, it was the single best decision I've made, ever."

APM, NOT IPM

Dr. Miller credits Dr. Koehler for leading by example — from public speaking to getting real-world pest control experience for more useful research. After graduation from UF in 1998, she was hired at Virginia Tech as an urban pest management specialist, first working on termites. She then



turned to ant research when several of her graduate students were focused on that pest. By 2004, bed bugs had become front-page news, and Dr. Miller again shifted her focus.

These days, however, she has come full circle back to German cockroaches. She is spreading her gospel throughout the industry that instead of *integrated* pest management, which stems from agriculture and assumes there's a pest threshold with which the account is comfortable, we should be using *assessment-based* pest management,

Dr. Miller on graduation day with her friend and mentor, Dr. Phil Koehler.

which focuses on seeing how big the pest population is, and performing regular treatments and follow-

ups until the count goes to zero.

"I've made it a personal mission now, to get rid of cockroach infestations despite the level of sanitation," she explains. "For 25 years, the industry has been saying, 'Oh, we'll never get control in public housing because residents won't clean up.' I'm saying if you count the cockroaches, bait in the right places and keep at it, you totally can. We should be heroes who can save the day, no matter what. And I love standing up in meetings, showing the results we're getting and telling them that if I, 'just a girl,' can get results, they can, too." *PMP*

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PHOTO: DR. DINI MILLER

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ENSYSTEX

Minimize the guesswork

Bithor SC by EnsysTex provides one-two punch against dozens of pest species

Strand Termite & Pest Control Co., based in Ocean Isle Beach, N.C., first tested Bithor SC on a beachfront property along the Carolina coast, about five years after EnsysTex introduced the product to the market in 2009.

The three-level home on the property was infested with Argentine ants (*Linepithema humile*). They were crawling in every room and were even in the ceiling lights, having crept along electrical lines to get inside. Strand had applied other products, but nothing had worked.



SCOTT DIER

The family living in the home, already fed up, became worried. Company was arriving from out of town, and they didn't want the ants to embarrass them. The Strand team knew they had to try something

different, so they sprayed Bithor SC along the home's exterior and entry points.

Seven days later, all the ants were gone.

It's unusual to see dramatic results like that so quickly, says Scott Dier, general manager of Strand Termite & Pest, which has offices in both North Carolina and South Carolina and serves the coastal regions of both states. Dier has been in the pest management field more than 25 years.

"There is no silver bullet in the industry," Dier says. "You just need knowledge of insect biology and how to treat and kill them. But Bithor certainly

takes some of the guesswork out of it."

Since that first test, Strand has also used Bithor SC on American cockroaches, fire ants, spiders and a myriad of other pests.

The odorless Bithor SC can control more than 100 types of insects, both indoors and outdoors. It is labeled for playgrounds and sports fields.

Bithor SC contains two insecticides that give a one-two punch: Imidacloprid mimics nicotine, which is deadly to insects. Dier says imidacloprid is a nonrepellent, so an insect will unwittingly walk through it and carry it back to the nest.

Meanwhile, the repellent bifenthrin in Bithor SC kills quickly by attacking the insect's nervous system.

For pest management firms like Strand, this means that Bithor SC delivers a fast knockdown and leaves residuals behind for about 90 days, according to Dier.

"It's the best of both worlds, like bacon on a cheeseburger," says Dier, who adds that Bithor SC is now the primary product Strand uses on exteriors.

Dier cited other reasons to like Bithor SC. The product is easy to mix, load and apply. It's economical. But most importantly, Bithor SC is effective — and has reduced callbacks for Strand by about 10 percent.



COVER YOUR BASES WITH DUAL MODES OF ACTION

By Ken Kendall, VP of Technical Services and Government Affairs, EnsysTex

If insects were a computer program, they would be a virus. Insects are programmed to survive, thrive and adapt. This process leads to resistance. How often have we found it difficult to control German cockroaches because they have become resistant to the product we are using? This happens in many insects, to many products.

Bithor SC is a combination product that includes the active ingredients bifenthrin, a pyrethroid insecticide, and imidacloprid, a chloronicotinyl insecticide. The advantage of this one-two punch is that they have two different modes of action. If some labeled insects are resistant to pyrethroid insecticides, they are likely to be controlled by the chloronicotinyl insecticide. Likewise, if there are a few that are resistant to the chloronicotinyl insecticide, they're likely to be controlled by the pyrethroid.



FUMIGANTS, PHEROMONES AND *pest control stewardship*

David Mueller has long given back to the industry that has helped support his two stored product pest businesses **By Heather Gooch | PMP Editor**

The first “account inspection” for David Mueller, BCE, happened in 1961, when he was about 8 years old. His father, Albert, was a flour miller in their hometown of Evansville, Ind. He took his son in a grain elevator’s man lift up 220 feet to the top — and 58 years later, Mueller remembers it clearly.

“The view was amazing. It was a little scary, too,” he recalls. “There was a minor league baseball team ball park about a mile away. I remember seeing the ball field from the top.”

In 2004, Mueller testified before a U.S. House Subcommittee on methyl bromide alternatives.

Growing up,

Mueller spent many a Saturday morning with his dad to check on the mill. It was Albert who first introduced him to structural fumigations, too. But Mueller didn’t have insects on his mind when he started college at Purdue University in nearby West Lafayette, Ind., in 1971. His major went from biology to environmental science, after he found the former’s classes hard to get into when competing with pre-med, pre-dental and pre-veterinary students. Mueller notes that with the U.S. Environmental Protection Agency (EPA) having been founded in 1970, he was in the right place at the right time: Among his required classes for his new major was ENTN 300.

“ENTN 300 was the class that introduced me to entomology. One says, ‘I liked the professor and the class sizes were small. I was never a ‘bug collector,’ but entomology is a type of zoology and biology. It just felt good.”

Mueller’s exposure to the entomology department led to a lasting professional and mentoring relationship with then-department head (and fellow *PMP* Hall of Famer, Class of 1997) Dr. John Osmun.

“My father asked me to visit Dr. Osmun because he had heard him speak to his flour millers’ group. Dr. Osmun had spoken to them about the EPA and the new pesticide education training programs, and Dad wanted me to find out more,” Mueller recalls.

In 1976, Dr. Osmun asked Mueller, an incoming senior, for resumes to pass around while he was at an industry meeting in Florida.



PMP HALL OF FAME 2019

NAME: David Mueller, BCE

CAREER AFFILIATIONS: Phostoxin Sales, Insects Limited, Fumigation Service & Supply

YEARS IN PEST MANAGEMENT: 44

INDUSTRY ACHIEVEMENTS:

- Patent holder for methyl bromide alternative
- Winner of 3 EPA awards
- Winner of 2 Purdue awards
- UNEP Montreal Protocol award (2007)
- Author of two industry books
- Longtime columnist for then-*Pest Control* magazine

PHOTO: DAVID MUELLER

Mueller, right, assists mentor and good friend Dr. John Osmun during a mid-1980s Purdue Conference presentation.



“Soon after he returned, I received two calls to interview for a job — six months before I graduated. Mueller marvels. “He always found time to stop on the steps of Entomology Hall and talk to me. He loved Purdue, and he loved his students. I feel privileged to be one of them.”

‘EDUCATE, NOT REGULATE’

As Mueller took a position with Phostoxin Sales immediately after graduation, Dr. Osmun’s words often ran through his mind: “Let’s educate rather than regulate.”

“Many pesticides would have gone away if Dr. Osmun would not have offered an educational approach to certification of restricted-use pesticides in the U.S.,” Mueller

points out, referencing Dr. Osmun’s two years in Washington, D.C., assisting the launch of the EPA.

When Mueller founded Insects Limited, a pheromone research, development and manufacturing company, in 1981, at age 25, his motto was “Start with the insect first.” Education was a large component of both it and sister company Fumigation Service & Supply (FSS) in 1983.

Beginning in 1993, Mueller and his Insect Limited and FSS teams began organizing biennial Fumigants & Pheromones conferences. From the onset, Mueller wanted to make “Sharing though Education” a global experience so

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QUOTABLE

“Dave’s contributions to Pi Chi Omega for nearly 30 years demonstrate his commitment to education, personal growth and to being a steward for our industry. The most recent and impactful example would be his work and financial contributions in creating the \$2,000 annual Alain VanRyckeghem scholarship for perpetuity. Dave leads by example, and is an inspiration to us all.”

—Dale Baker, President, Pi Chi Omega

“Dave Mueller is a man you want on your team! He follows through, never seems discouraged by possible road blocks, and does so with good humor and a smile. He is passionate in his love of the industry and leaders that have acted as mentors to him. This recognition is well deserved.”

—Judy Dold, Rose Pest Solutions and PMP Hall of Fame Class of 2002

PHOTO: DAVID MUELLER

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professionals could be exposed to new ideas and processes. In May 2020, the 14th edition will take place in Victoria Falls, Zimbabwe.

“I have had the privilege to see firsthand that what works in a developed country may not work in a developing country,” Mueller says. “The insect biology is the common ground everywhere.”

Mueller extends his educational initiatives to funding scholarships, too — Insects Limited and FSS have awarded more than \$250,000 in scholarships in the past 35 years. But Mueller also is quick to praise the benefits of real-world experience. Years of field work, he says, has taught him that “our job is not just to kill insect pests, but to reduce customer complaints. One of the best days in my career was when I took a

clipboard, pencil and flashlight in a food warehouse and spent several hours looking high and low.

The result of that inspection showed that we were doing the right things to reduce customer complaints.”

In early 2019, Mueller retired to spend more time with his wife, Mary Beth. He knows his businesses are in good hands with sons Pete, president of FSS, and Tom, VP of Insects Limited, at the helm — and Pat Kelley and Jeff Waggoner as part of the leadership team. Daughter Francie Mueller Hinrichsen followed in his entrepreneurial footsteps by creating Simply Integrated, a social media and human resources firm that counts both companies on its client roster.



Left, Etta and Albert Mueller always encouraged their son to pursue his dreams. Below, Dave, Mary Beth and the kids bring home a puppy, circa 1987.



Mueller says he has told his children — and colleagues — that “pest management is a broad and complicated field. I have always approached my place in this field like the insects do: Find a niche and fill it. If you do, you will survive.” PMP

You can reach **GOOCH** at hgooch@northcoastmedia.net or 330-321-9754.

PHOTOS: DAVID MUELLER

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