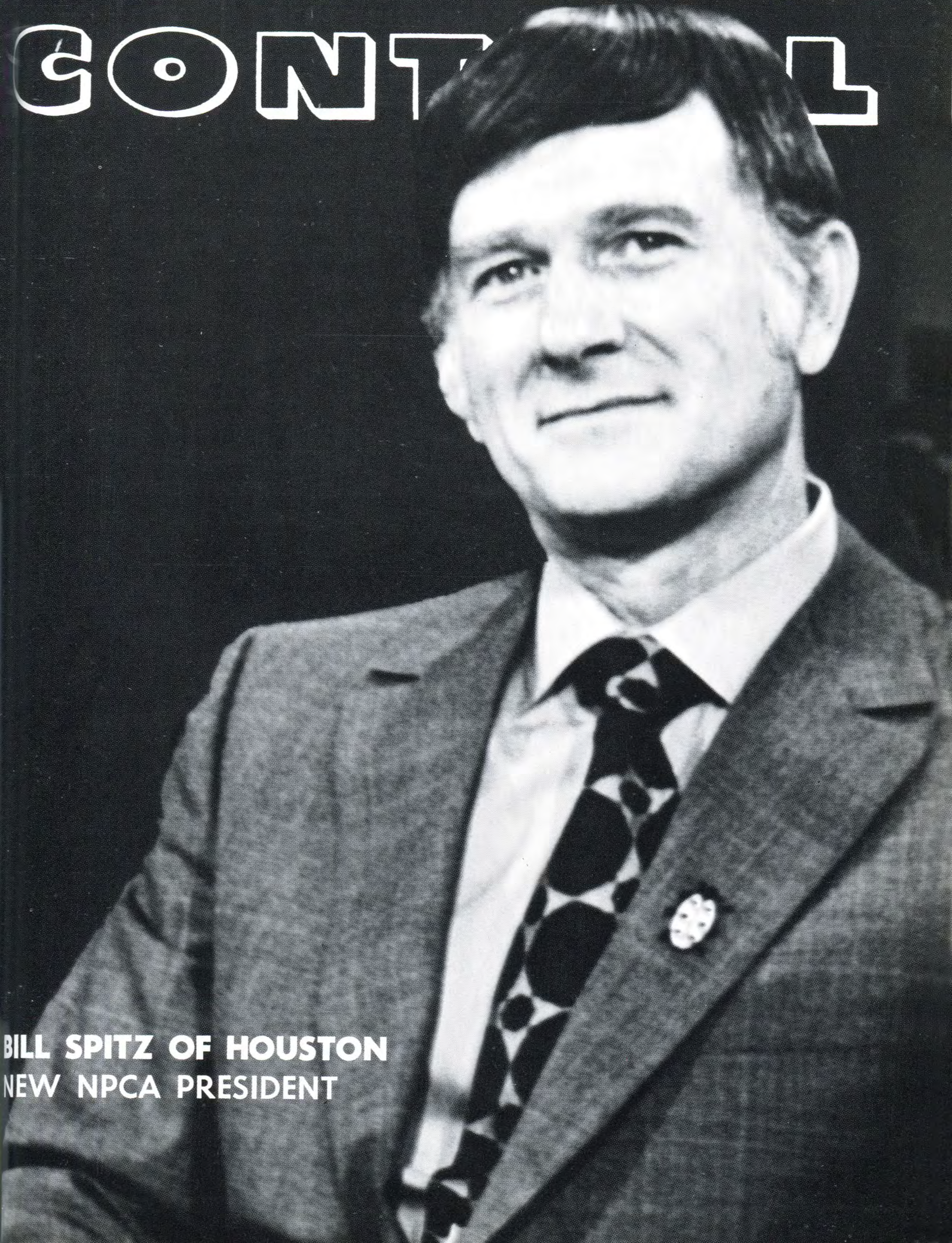


# PEST CONTROL

NOVEMBER 1971 / 75 CENTS



**BILL SPITZ OF HOUSTON  
NEW NPCA PRESIDENT**



## NPCA Meets in Boston

# THE TIDE TURNS

## *EPA Official Expects Greater Freedom For Professional use of Restricted Pesticides*

**L**ABELS for restricted pesticides, a top Federal regulatory official has predicted, will be far less specific in the future.

Current Federal thinking, according to EPA's Dr. William M. Upholt, would put heavy stress on a licensing program—keeping restricted pesticides in the hands of experienced users but allowing these users greater freedom of decision in use situations.

Upholt, Deputy Assistant Ad-

ministrator for Pesticides Programs of the Environmental Protection Agency, spoke during the final session of the National Pest Control Association's 38th annual Convention last month in Boston.

Primarily his talk detailed EPA's philosophy on its role in regulating pesticides. He expects a Federal licensing program to eventually offer a range of licenses concerning restricted pesticides within the private (such as use by a farmer on his own land) and commercial (such as use by pest control operators) categories. In agriculture, Upholt said, there might be a license for just one or two restricted materials which a farmer would need. A commercial operator on the other hand, might hold a license to apply a number of different restricted materials.

He said the Administrator's policy (that of William D. Ruckelshaus of EPA) is to develop a program and make decisions "in the open." The Administrator recognizes his responsibility to the public, but this does not mean that the decisions are non-

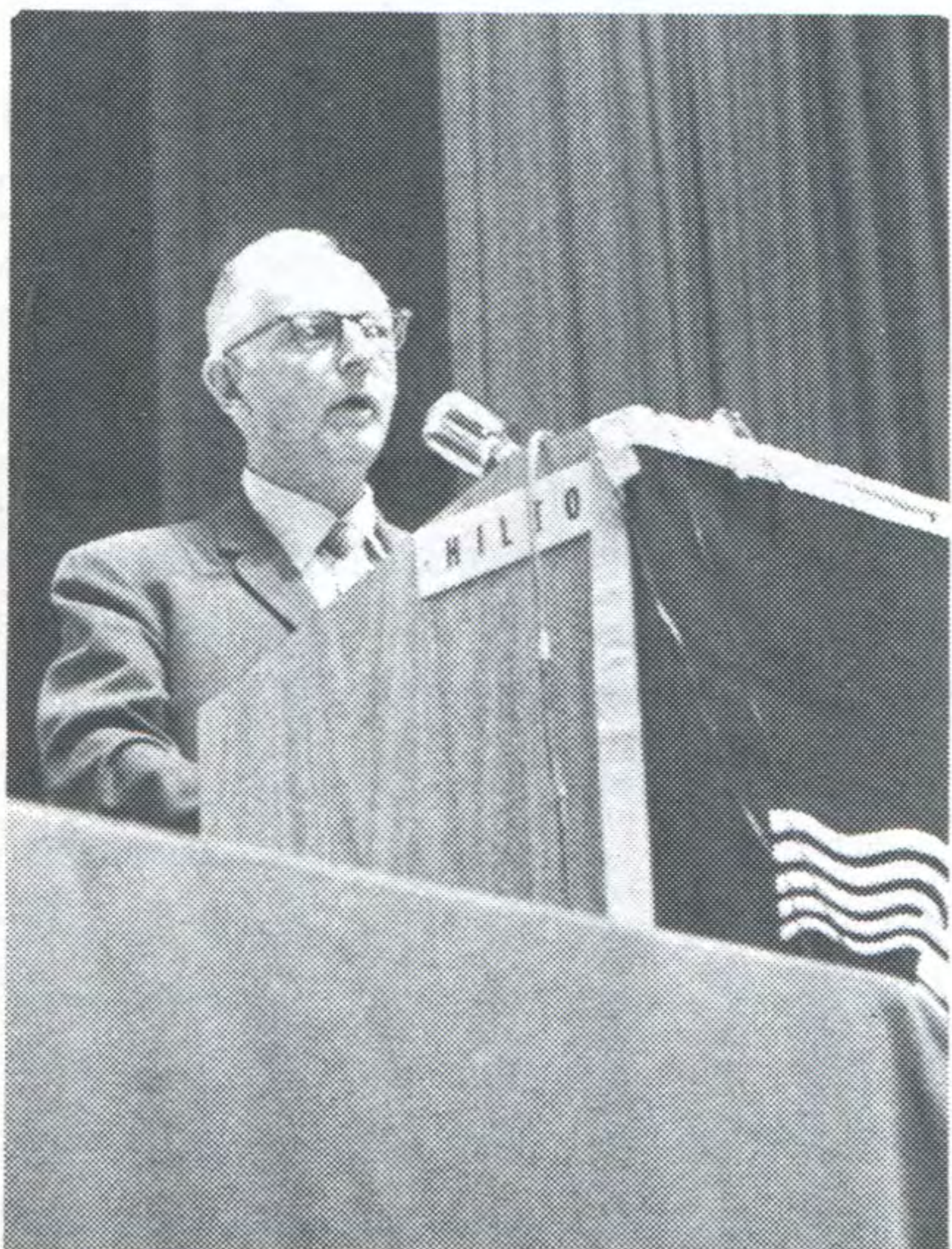
scientific. Nothing could be further from the truth, he said.

Upholt praised the representation of the Association on regulatory matters but urged an greater "dialog" between it and the government.

The policy here of taking use of certain pesticides out of the hands of non-professional users, but allowing professionals to use restricted materials with a less specific label seemed to meet some NPCA hopes, expressed earlier in a talk by NPCA executive secretary Ralph E. Heal.

Heal said the Association has been seeking, for one thing, a clear statement on some minor pests that could be effectively controlled with existing labels. Under the proposed Environmental Pesticide Control Act of 1971, it would become unlawful to deviate from label listings for use. This practice, Heal said, has already received great adherence in the industry and NPCA has been a strong supporter of label applications all along.

Specifically, Heal discussed the Pesticide Control Act (whi



Dr. William Upholt



as expected at presstime to be introduced as a bill on the floor (of the House). Within four years all 50 states would be required to have a certification or licensing plan for pesticide users. States have three years to send a plan and the Administrator has a year to act on it.

General use pesticides would be out-of-bounds as far as most state modifications are concerned. But states would have wide authority for regulating restricted materials, even to the point of prohibiting use. Packaging and label decisions, however, will still be made at the federal level.

There is also some indication that states will be able to get help on registrations for specific situations.

Heal said it is still unclear as to how pesticides would be classified in restricted use or general use categories. But, he did say

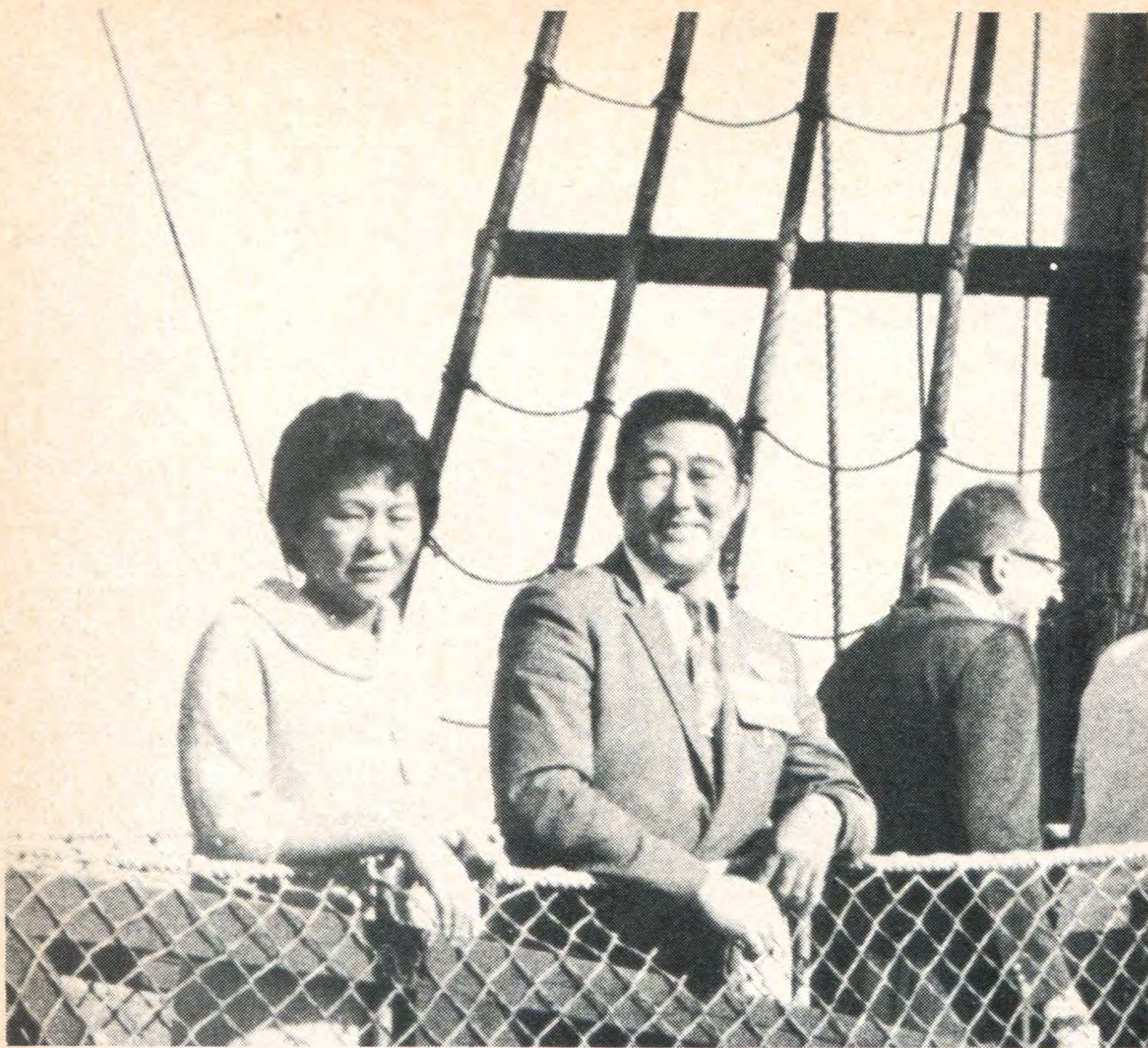


Delegates investigate the preparation of a clambake at Plymouth — a giant meal which includes almost everything from lobster to watermelon.



A boat-load of pest control operators see a reproduction of the Mayflower docked at Plymouth. A tour of the Wax Museum and Plimoth Plantation were part of an afternoon trip during the convention.





Mr. and Mrs. Robert Ono, delegates from Hawaii.



Panelists (left to right) Irwin Cochran, University of Illinois; Herman Fellton, Getz Exterminators, Atlanta; Dr. William Upholt, EPA, and David Schneider, The Pennsylvania State University.



Delegates await busses for the afternoon trip to Plymouth.

restrictions in general would be based on two factors: 1. Acute dermal or inhalation toxicity of a material, which would restrict the pesticide to use by or under the direct supervision of a certified operator, and 2. Hazard of a pesticide in the environment, which would restrict it to use by or under the direct supervision of a certified operator and other restrictions which may be determined by the Administrator.

At present, Heal said, the NPCA believes certification probably will be required to the supervisor level in the pest control industry since the terms being used seem to ride to the level of responsibility for pesticide application.

While greater restrictions are expected on pesticides, many problems will remain which can only be solved through the use of restricted pesticides. This will mean increased business for our industry, Heal said.

He urged NPCA members to acknowledge new areas of concern, to "learn to live with a new philosophy." Scientific basis won't be the whole answer, he said, as the public will be directly involved. The approach is to stay with the interests of the public, and there shouldn't be protests from the industry on the basis of inconvenience.

In general, Heal said he anticipates a resurgence of public confidence in the need for pest control—a more balanced consideration of risk against benefit.

A moderator on a panel discussion of pest control's future, Harold Stein, Jr. of Crane Pest Control in San Francisco, was still cautious about the road ahead.

"There is no slow lane on the freeway of progress," he said. "There is no place to hide from the scrutiny of an ever questioning public who is awakening to its power as a consumer who can and will demand and command our most conscientious services and energies.

"We can no longer even claim



luxury of contemplating the  
ation of a public "image" of  
selves. Times, tempers, and  
nology have created one for  
Stein said.

panelist, University of Illi-  
' Professor Irwin Cochrun,  
optimistic about pest con-  
's future. He described a  
number of plus factors, includ-  
growth of the service sector  
the economy, increases in dis-  
able income, even increases  
the number of working  
men.

's going to be a good busi-  
s, essentially, Cochrun said,  
he offered two words of cau-  
to the future in pest control.  
t, the operator will have to  
more sensitive to the needs  
demands of the market—  
ing out just what the cus-  
er wants; and Second, the  
D will have to be more agile  
n ever in supplying these  
omer demands.

We are no longer a production  
nomy, but a service economy,

he said. The service business—  
labor heavy and capital light—  
is geared to the broad spectrum  
market. It can move around bet-  
ter than industry and doesn't  
suffer as much from times of  
economic stress.

Cochrun, a management con-  
sultant to NPCA, listed a number  
of "forces in the marketplace"  
which will "affect the growth of  
your business."

There will be increased regu-  
lation of advertising claims he  
said, greater stress on product  
safety, more general regulations  
with emphasis on the consumer  
("since somebody found out  
down in Congress that consum-  
ers vote"), greater numbers of  
working wives, new products  
and packaging (pesticides by the  
dose rather than the drum), a  
reduction in working hours to  
allow more leisure time (might  
mean more do-it-yourself appli-  
cations), higher levels of educa-  
tion (median age of education is  
now 12 years), and a slowing of

population growth.

In addition, Cochrun said, we  
can see nothing in the long term  
but increasing prices and more  
inflation, hopefully at a less  
accelerating pace. In light of this  
we must continually review our  
pricing policies to see that we  
are keeping up. Remember, in a  
downturn, wages stay up, prices  
go down.

Herman Fellton, president of  
Getz Exterminators, Atlanta,  
combined many of these factors  
into a specific outlook for pest  
control operators when he spoke  
a few minutes after Cochrun.

On pricing, Fellton said a great  
majority of firms in the past  
have set a price first, and ad-  
justed service accordingly. In  
the future, this must be re-  
versed. First, determine the job  
that needs to be done and what  
the customer needs . . . then, set  
the price accordingly.

The pest control company of  
the future, he said, will need  
greater technical knowledge and

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112, 159, 177 and 178





New Indiana Pest Control Association officers — Robert Dold, left, and J. W. Richardson, Sr., attended the convention. Dold, president of the Indiana group, is with Rose Exterminator Company in Chicago. Richardson, Indiana vice president, is with 3-Way Termite & Exterminating Co., Indianapolis.

competence throughout. More training will be required, close supervision of service activities and even sales employees will need substantially more technical knowledge. A future company will need more competent technical management than has today, coupled with more competent business management. In short, management and employees must have greater talent, greater payment if the pest control business of the future is to be viable.

On the same NPCA Convention program, Dr. John Osmun, head of Purdue University's department of entomology, wrapped up the talk of talent, certification and the future with an in-depth look at training in pest control. In particular, he discussed developments in sessions of the Task Group on Training Objectives and Standards, of which he is chairman. The group was formed within the Working Group on Pesticides.

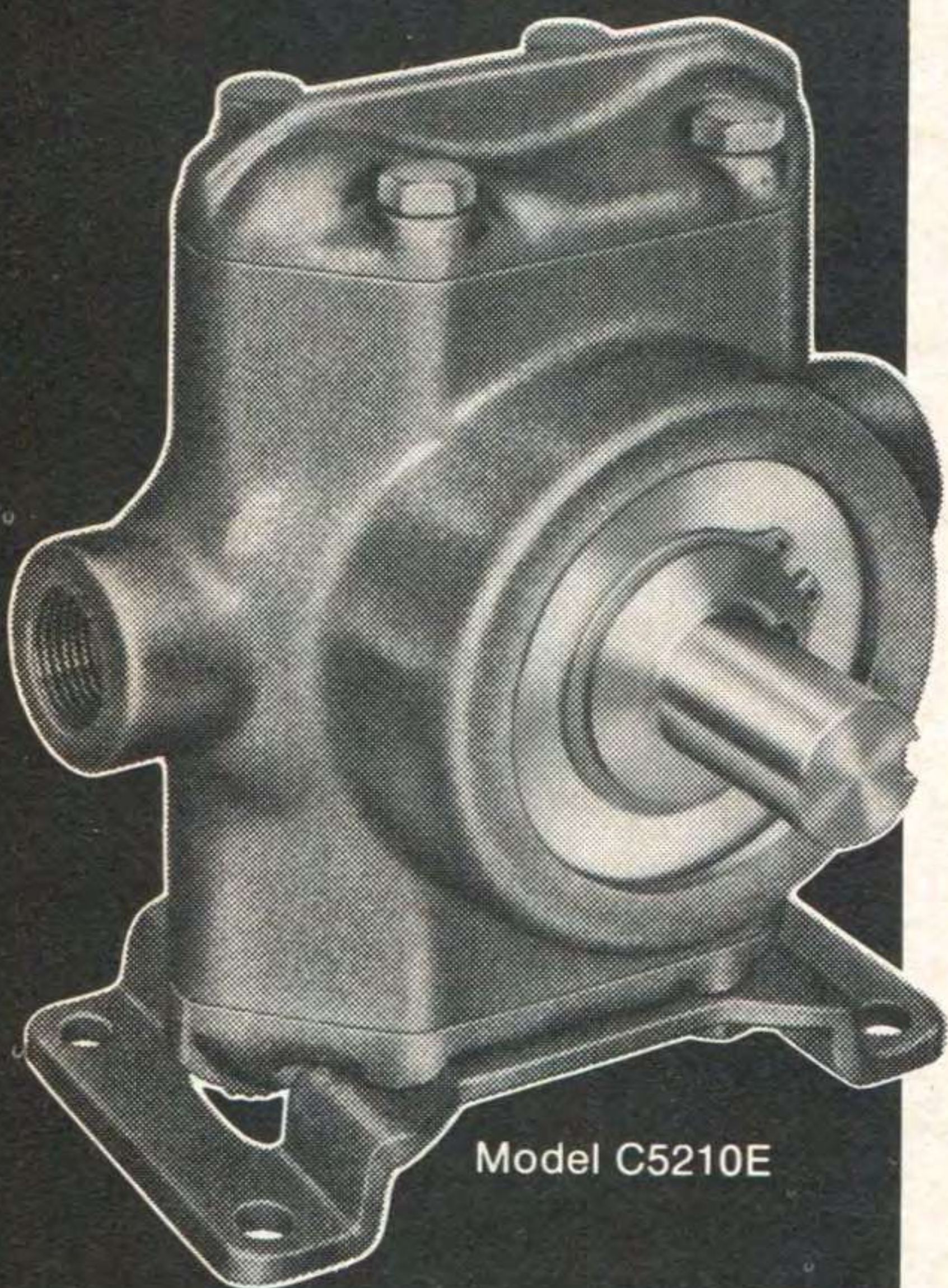
Proper use of pesticides, Osmun said, is tied closely to user competence. And certification carries with it the concept of increased training.

Training is an investment . . . in fact, and insurance that you continue in business, he said.

Newly elected NPCA president, William Spitz, Big State Exterminators, Houston, seemed to further discussions of the future with a stern warning: Good intentions and a recognition of sound ideas is not enough. The house we live in is under attack, but we have the tools to build a new structure. It is up to each of us to carry out these ideas in our own businesses . . . build with ideas we know are sound—a new edifice, a new image if you will.

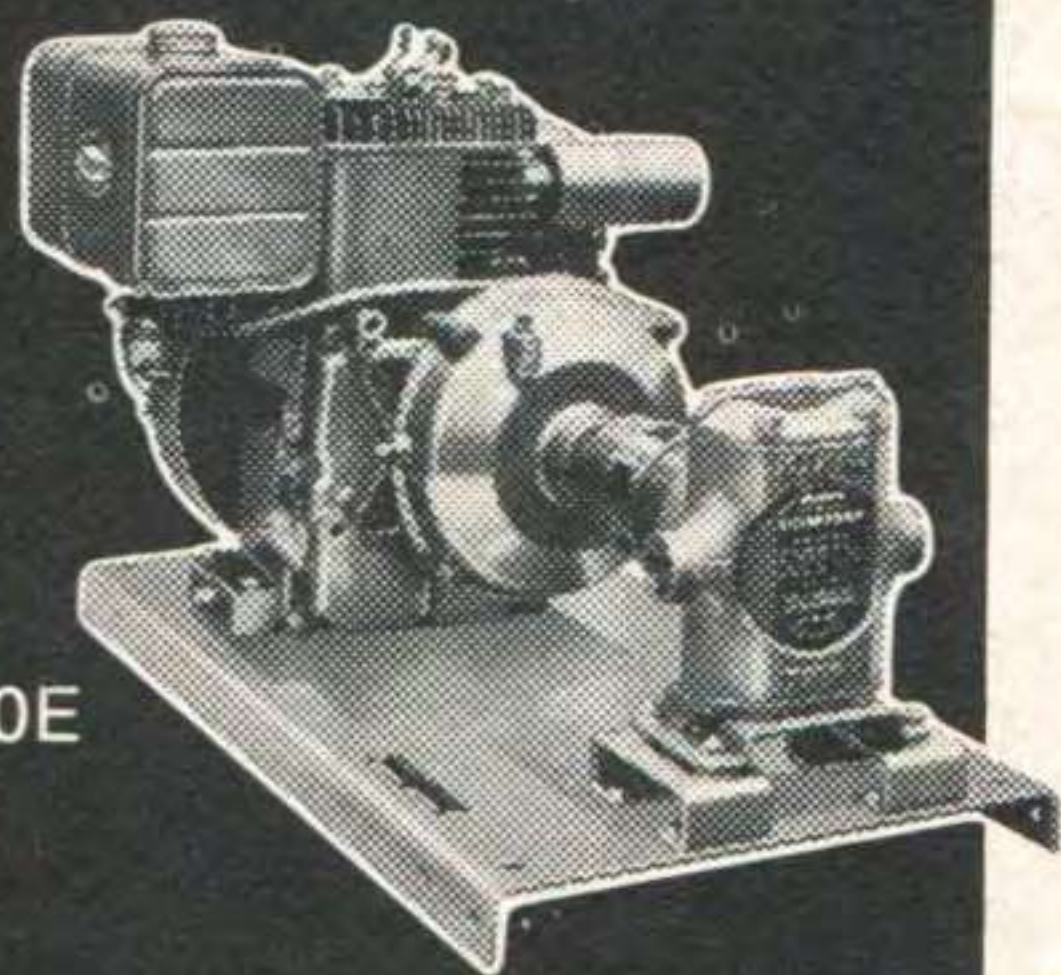
The end is near, Spitz said, the end of an era — the beginning of a new age, the age of professionalism.

William E. Blasingame of Getz Exterminators Inc. Atlanta was



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ected executive vice-president  
he Association, and James M.  
s, Cardinal Pest Control Co.,  
ntgomery, Ala., continues as  
retary-treasurer.

utgoing NPCA president,  
es W. Steckel of Torco Pest  
Termite Control Co., Colum-  
Ohio, awarded "certificates  
distinguished service" to 16  
onal directors and officers as  
t of his final duties at the  
vention. Awards were pre-  
ed to the following: Donald  
McA'Nulty, Edward Pinigis,  
iam B. Clements, Harold  
pnell, Howard L. Bell, James  
Price, Kenneth C. Bell, Noad  
Corley, Sidney J. Heal,  
ard Krupnick, William A.  
zel, F. Peter Clements, David  
Mitchell, Rubin Knaub, B.  
ton Drake and Thomas M.  
Clure.

ext year's convention will be  
dquartered at the Chase Park  
a Hotel, St. Louis, October  
1972.

## INFESTATION REPORT

Contains pertinent portions of the Department of Agriculture's Co-operative Economic Insect Report, material from university entomology departments and reports from readers. PCOs noticing infestations in their own areas are urged to communicate with Pest Control so their information may be added to this infestation report.

### A POWDERPOST BEETLE

(*Lyctus africanus*)

ARKANSAS: Intercepted from wooden crates shipped from India. All materials destroyed.

### SMOKYBROWN COCKROACH

(*Periplaneta fuliginosa*)

CALIFORNIA: Adults infested residence at 20 per square yard in Concord, Contra Costa County. Not known to occur in state other than this infestation, and eradication treatment underway.

### HORNETS

(*Vespula* spp.)

PENNSYLVANIA: *V. maculata* (baldfaced hornet) and *V. Maculifrons* abundant on and around houses. Annoying in houses, picnic areas, fairs, and swimming pools in 5 southeastern counties during Au-

gust and September.

### GIANT HORNET

(*Vespa crabro germana*)

INDIANA: A nest, built by this species, taken in Marion County. This is a new county record.

### A DRYWOOD TERMITE

(*Klotermes approximatus*)

FLORIDA: Winged reproductives present in dead, live oak stump (*Quercus virginiana*) at Gainesville, Alachua County September 6.

### BROWN DOG TICK

(*Rhipicephalus sanguineus*)

MASSACHUSETTS: Very severe household infestation even after pest control operators treated twice in Worcester County.

### A SOFTBACKED TICK

(*Ornithodoros concanensis*)

CALIFORNIA: Adults medium at San Leandro, Alameda County. Bite very painful.

### PEA WEEVIL

(*Bruchus pisorum*)

WASHINGTON: Large numbers emerged from harvested peas in elevators in Palouse region of Whitman County.

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