



The State of Our Future



2018 WINTER NEWSLETTER

# THE PEST DISPATCH

## INSIDE THIS ISSUE:

WPCA Awards  
Annual Scholarships

Changes Afoot at DATCP

Add Your Voice to the  
WPCA Board

Shane McCoy Helps Veterans  
Transition to Pest Control Jobs

## FEATURED ARTICLE

2017: The Year of  
the Black Widow



PG. 8

## PRESIDENT'S MESSAGE

Tom Fraser, Professional Pest Control • [tfraser@profpestcontrol.com](mailto:tfraser@profpestcontrol.com)



After returning from NPMA's Pest World 2017 in Baltimore Maryland, I realized summer is over! 42 degrees... really? Hopefully now we all can settle into fall, get caught up, and catch our breath. Sitting with all the other state association leaders, I am still impressed with our WPCA board and the way we all come together to provide a great seminar for our great state of Wisconsin. I would also like to thank our Board members who travel the state to attend our meetings. From what I heard, Hawaii might be the only association who beats us – as they are coming from different islands to make their meetings.

NPMA's President Bryan Cooksey, as well as CEO Dominique Stumpf, really put together a great seminar. If you were not able to attend or have not attended Pest World in the past, I do encourage you to plan to go some year. Not only are the classroom sessions great, but the networking opportunities are sometimes even better. The keynote speakers were very inspiring. If you get a chance to look up their stories, I highly suggest it. Doc Hendley, the founder of Wine to Water and a "Top 10 CNN Hero" in 2009, spoke about his struggles with achieving success and the steps he took to find a purpose. His organization

**(Continued on page 2)**

**(Continued from page 1)**

is now helping to provide clean water to countries in need. Commander Kirk Lippold (USN, Ret.) left the crowd in awe. He drew out the key steps needed to lead through crisis and maintain the effectiveness of your team. He also revealed the lessons he learned while leading the crew aboard the USS Cole following a devastating terrorist attack.

I would like to congratulate the recipients of this year's scholarship awards (featured on page 3 of this newsletter). The WPCA leadership scholarship of \$500 was awarded to Kaitlin Gilbert, whose father – Jim Gilbert – works for Terminator Pest Control. The Phil Pellitteri scholarship of \$500 was awarded to Cecelia Lentz, whose mother works for Schopen Pest Solutions.

The WPCA spring training seminar on February 13-14 is closing in on us. Mark your calendars! The families who brought their children with them last year said they really enjoyed the waterpark. As usual, this year's event is held on Valentine's Day. Bring your sweetie along for a date night in the Wisconsin Dells.

***Hope to see you in the Dells. And remember, if you plan for success, it will come.***



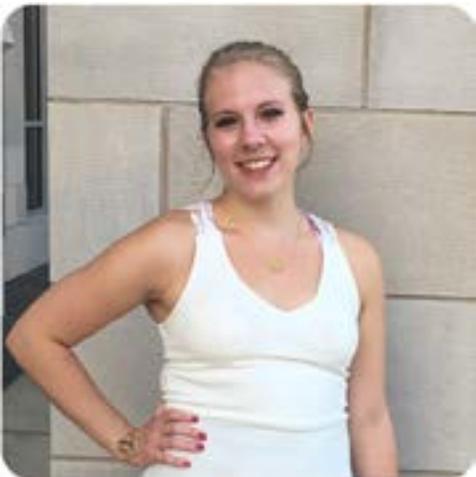


# WPCA AWARDS ANNUAL SCHOLARSHIPS

The Wisconsin Pest Control Association is proud to announce that it has awarded its two annual scholarships to two deserving students.

## Phil Pellitteri Scholarship

Cecilia Lentz is the recipient of this year's Phil Pellitteri Scholarship. She is a Bradley University senior studying psychology and Spanish. Lentz plans to attend graduate school in pursuit of a doctoral degree in clinical psychology.



According to Lentz, "This scholarship will help me pay room and board so that my personal

earnings can go toward applying to graduate school. These funds will provide me with additional financial security, which will help me focus on what I am doing here at school. I am endlessly grateful for your contribution."

## WPCA Leadership Scholarship

Kaitlin J. Gilbert is the recipient of this year's WPCA Leadership Scholarship. She is attending UW Baraboo/Sauk County, where she is taking general classes and plans to transfer to a four-year college to finish a degree in elementary education. She plans to use the scholarship funds to help offset some of the costs in pursuing her degree.



Gilbert says, "I want to inspire students the way my teachers inspired me. I'm hoping that my influence upon them will inspire them to pursue their dreams, hopes, and aspirations. Thank you for the opportunity to use this gift to allow me to teach future generations."

The WPCA scholarships are for children and spouses of WPCA members who are attending an accredited college, university, trade school or institute of higher learning. The first annual award was granted in the fall of 2011. The scholarships are open to qualified nominees with a minimum 2.5 GPA.

Nominations, applications, and a 500-word essay for applicants must be submitted each year by April 30th. The scholarship is awarded each fall. For more information, visit [www.wisconsinpest.com](http://www.wisconsinpest.com) and click on "Scholarship".

# CHANGES AFOOT AT DATCP – AND WE THINK YOU’LL LIKE THEM

Mike Murray, Pesticide Program Manager, Wisconsin Department of Agriculture,  
Trade and Consumer Protection • michael.murray@wi.gov

**Change is good. Really.** Most of us brace ourselves when we hear that because it often means we’re not going to like what’s coming. But at DATCP we have three changes that we think you’ll welcome:

- Your license fees are going down.
- You can now apply for your individual applicator license online.
- The landscape pesticide registry is getting easier to use.

Here are the details.

## License Fees

In 2018, individual commercial applicator licenses will cost \$11.20 less. Your pesticide business location license will be \$30.40 less. Individual licenses will be \$40 each, and business location licenses will be \$70. If you hold fertilizer manufacturer and distributor licenses or have bulk storage facilities, you will also see fee reductions.

This is because the recently-signed 2017-19 state budget included changes to pesticide and fertilizer fees, including a fee holiday on the ACCP (Agricultural Chemical Cleanup Program) surcharge. That surcharge funds some of the costs of cleaning up pesticide and fertilizer contamination. Those costs have dropped as many of the older contaminated sites have been cleaned up, so we have been collecting more than needed. The fee holiday should correct that situation.

For 2018, we will not collect the surcharge. We will re-evaluate this fee every May 1. If the ACCP fund balance falls below \$1.5 million, licensees will pay half the surcharge the next year. If it falls below \$750,000, they will pay the full surcharge. We expect the fee holiday to remain in place for several years. We will also examine the need for new ACCP

surcharges for pesticide bulk storage locations (\$10 to \$25) after 2018.

If you have been invoicing your customers a percent-of-sale charge based on what you pay your chemical suppliers, you should have stopped that practice as of October 1 of this year. If not, you are liable for refunding that charge to your customers. For complete information, go to [https://datcp.wi.gov/Pages/Programs\\_Services/RevEx.aspx](https://datcp.wi.gov/Pages/Programs_Services/RevEx.aspx).

## Online Licensing

We are offering online application and payment for individual commercial pesticide applicator licenses beginning with the 2018 licensing year. Applicators can go to <https://mydatcp.wi.gov> to apply and pay by credit card online. We will send a letter to individuals who held this license last year, telling them how to find their information in the new system. Applicators will still have the option of downloading a paper application or asking us to mail the form. Your business location license will still require the paper system. The paper system will still require payment by check.

## Landscape Pesticide Registry

If you make landscape pesticide applications, you should be familiar with the Landscape Pesticide Registry. This is the online system where people can ask that you notify them before you apply landscape pesticides on their neighbors’ property. Based on input from applicators and the general public, we’re making some improvements. We expect the revised program will provide more accurate addresses and greater ease in looking up listed properties. Regulatory requirements for the registry have not changed.

If you have any questions about these changes, please feel free to contact me at 608-224-4551 or [michael.murray@wi.gov](mailto:michael.murray@wi.gov).



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# ADD YOUR VOICE TO THE WPCA BOARD

**WPCA has an acknowledged record** as the voice of the pest control industry in Wisconsin since 1946. The Association is comprised of member companies, vendor members, and associate members who are jointly committed to controlling pests, enhancing professionalism, and protecting public health and welfare.

Perhaps it's time to add your voice — and your insights and experiences — as a new member of the WPCA Board of Directors. Two categories of positions are available:

**Vendor Representative:** The WPCA vendor rep is just that, a representative of all the distributors, manufacturers, and suppliers to the pest control industry. Our longtime vendor rep, Sheri Cunningham of Univar, served WPCA with distinction and we're now seeking a replacement.

**Pest Control Company Representative:** If you own, operate, or are employed by a pest control firm, you could be eligible for nomination to the WPCA Board. WPCA's board members in this category include those who operate family businesses as well as those employed by larger regional and national companies.

WPCA Board members volunteer their time to plan the association's annual two-day Spring Training conference and other educational and outreach activities. The Board meets in Pewaukee on the second Thursday morning of the month from October through May.

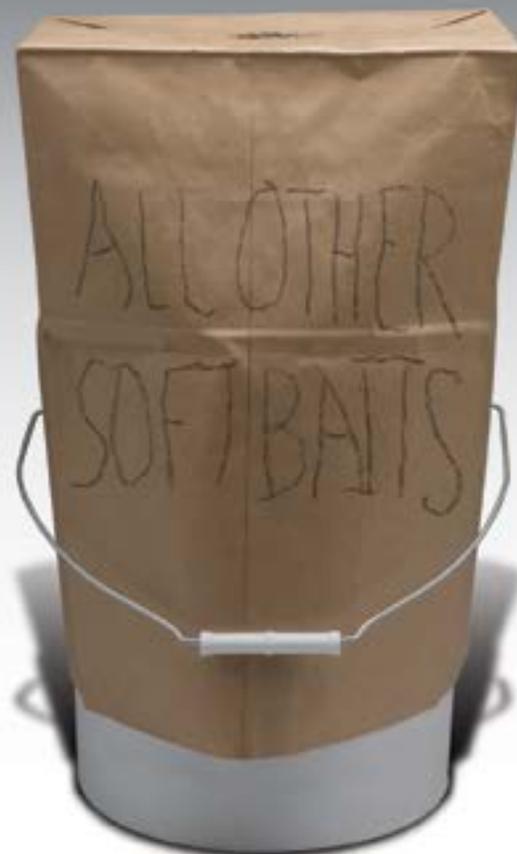
If you're interested in either Board opportunity, please contact WPCA President Tom Fraser at (608) 258-3136 or [tfraser@profpestcontrol.com](mailto:tfraser@profpestcontrol.com).

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# 2017: THE YEAR OF THE BLACK WIDOW

PJ Liesch, Extension Entomologist, UW Madison Insect Diagnostic Lab • pliesch@wisc.edu

When clients contact the UW Insect Diagnostic Lab about spiders, amongst the most common questions I receive is, “Is it a black widow?” Every once in a while, I do see a confirmed case of a black widow stowaway in a bundle of grapes from California.



These cases invariably involve a single spider and, once it's captured and disposed of, that's an end

to the excitement. What's often not realized is that there are multiple species of black widows. In the grapes from California, it's the western black widow (*Latrodectus hesperus*). In Wisconsin, we technically have the northern black widow (*Latrodectus variolus*) native to our area. Though native, this northern black widow is very rare and most years I'm lucky to hear of a single report.

When it does occur in the state, the northern black widows are most commonly found in Door County—***the moderating effects of Lake Michigan might help create conditions where these spiders are able to survive the winters.***

Having gone through two consecutive mild winters, black widows seemed to have had a good year in the state in 2017, with a dozen or more reports in June, July, and August. Not surprisingly, Door County had the most sightings, although black widows were found in nearby Brown and Sheboygan Counties for the first time as well. To date, northern black widows have only ever been found around structures in a handful of counties in Wisconsin, and are still something that technicians are unlikely to bump into.

## Some Good News

When black widows are found in the state, it's almost always lone individuals. ***It's unlikely you'd encounter any appreciable numbers of these spiders.*** In addition, black widows generally don't like to get indoors. They prefer to live in quiet, undisturbed areas outdoors: woodpiles, landscaping shrubs, behind shutters, sides of sheds/outbuildings, etc.

While black widows can theoretically wield a potent bite, it turns out that the spiders are generally non-aggressive and unlikely to nip. A 2014 study by Nelsen, Kelln, and Hayes found that western black widows really only bite when threatened with death (e.g., entire body being crushed) and that venom isn't always injected with bites. In the rare event of an actual bite and envenomation, it certainly wouldn't be pleasant but is rarely life-threatening. According to statistics from the American Association of Poison Control Centers' National Poison Data System >99% of reported widow bites had negligible, minor, or moderate outcomes. Communicating all this to clients can help calm any nerves.

## What to Do

If you work in parts of the state near Lake Michigan and black widows are encountered, what's the best course of action? Evaluating the area and reducing prime black widow habitat is a good starting point. While black widows prefer to live outdoors, sealing up potential entry points into a home can help ensure that any widows remain outdoors. Keeping things tidy around a structure can also discourage these spiders. Storing firewood and other materials away from exteriors of homes (a good pest control idea, regardless!) is helpful. Physically vacuuming nooks and crannies on the exterior of structures can help remove the rare black widows and many other spiders. Lastly, in the unlikely event that you confirm black widow spiders on a client's property, residual insecticides applied to the exterior of a

structure can help provide control. For a good review of black widow spiders and their control, the University of Tennessee Publication 1193 is a useful resource: <https://extension.tennessee.edu/publications/Documents/PB1193.pdf>.

Because black widows are so rare in Wisconsin, I'd love to hear of any reports. If you've found a black widow spider or suspect that you might have, feel free to email me the sighting: [pliesch@wisc.edu](mailto:pliesch@wisc.edu).

Literature Cited:

Nelsen, D.R., W.Kelln, and W.K. Hayes. 2014. *Poke But Don't Pinch: risk assessment and venom metering in the western black widow spider, Latrodectus hesperus*. Animal Behaviour 89: 107-114.



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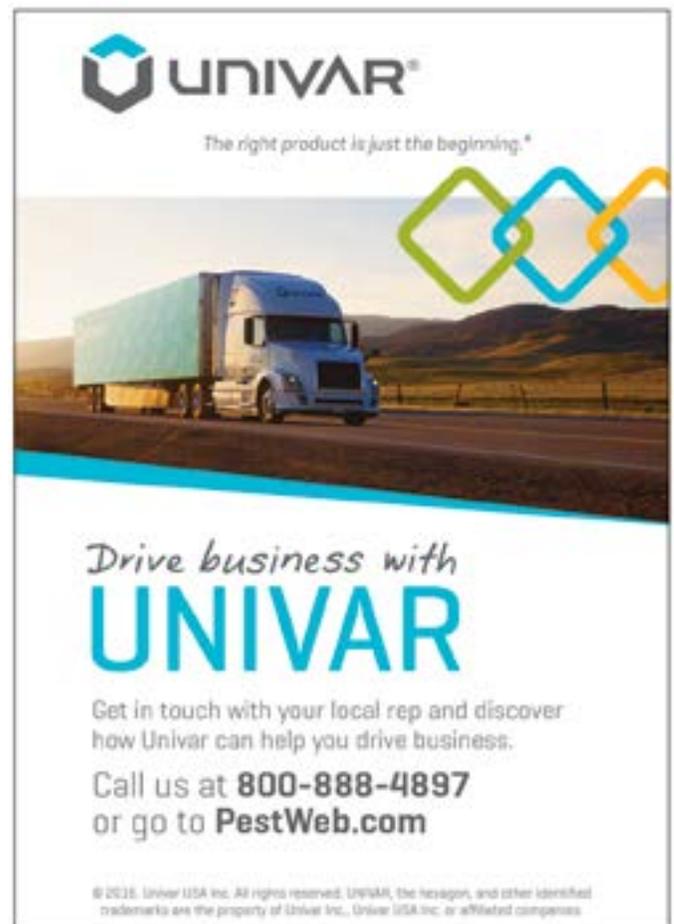
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# WIL-KIL'S MCCOY HELPING VETERANS TRANSITION TO PEST CONTROL JOBS

By Brad Harbison; reprinted from [www.pctonline.com](http://www.pctonline.com)

While **Shane McCoy** is no longer on active duty in the U.S. Air Force, the director of quality and technical training at Sun Prairie, Wis.-based Wil-Kil Pest Control continues to give back to his country by working with veterans.

Through his efforts with the Wisconsin Pest Control Association (WPCA) and PestVets — the veterans group established by the National Pest Management Association — McCoy, who served in the U.S. Air Force from 1995 to 2007, and recently retired from the Air National Guard, is working to help transition veterans to jobs in the pest control industry. McCoy has been giving presentations at WPCA meetings to encourage other pest control companies to consider hiring veterans. Moreover, he is actively working with various veterans' groups. For example, the Air National Guard has a family support center which McCoy provided with information about career opportunities in the pest control industry; this info is presented to those re-entering civilian life and looking for jobs.

"Most veterans want to give back, so this was a real natural fit for me," said McCoy, who credits Arnold Ramsey for leading the PestVets charge for sponsor FMC and Dave Ramsey (Copesan Service Quality Manager and a veteran himself) for mentoring him and encouraging his PestVets involvement.

Like others in the pest control industry, McCoy understands the benefits of having veterans on staff. "They are used to working outside, and they are used to following operating instructions and protocols. And also setting their own schedules, which is what we do in the Air Force and what we do in pest control," he said.

And McCoy knows this first-hand from his military experience. When he joined the Air Force in 1995 it was an open enlistment and he was assigned to work in pest control (Environmental Controls). At the various bases he was stationed at in the U.S. and throughout the world, McCoy controlled pests at sites such as base houses, dining halls, base exchange restaurants, etc., and common pests he encountered included termites, bees, wasps and ants.

After returning from a remote deployment in South Korea in 2003, he became a technical school instructor with the U.S. Air Force, teaching the same 6-week pest control course he was taught when he entered the Air Force in 1995. He did this from 2003 to 2007, when he joined Wil-Kil.

Like many of his fellow PestVets members, McCoy is excited about the committee's future and in continuing to find new ways to recruit veterans into pest control businesses. "I think that in the future we will have to work more closely with the VFW and the American Legion and even the VA hospitals on outreach, and then the next step I think will to get schools and universities involved.

"My observation of veterans working in pest control is that they are more passionate than others. I think it's that serving that we do as a veteran that gives us that passion. In pest control, we get to serve everyday — serving those 10 to 12 clients every day and making a difference in their lives."

McCoy currently lives in Madison with wife Jessica, son Ethan (17) and daughter Ciera (15).



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