

## IPM WORKS:

### LOCAL PROFESSIONALS WEIGH IN

#### Charles Fyfe, Envirocare, Gardiner

Charles Fyfe of Gardiner has been in the pest control business for 23 plus years. Six years ago, after witnessing “too many unnecessary chemical applications,” Fyfe decided to start his own company, Envirocare.

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▶▶▶ CHARLES FYFE

He felt there was a better approach to managing pests. One that used targeted pest control, non-chemical alternatives and—his secret ingredient—good communication with the client.

“Diplomatically getting clients to change their habits is the number one thing I do,” says Fyfe.

Using rodents as an example, Fyfe says he will suggest to homeowners ways to eliminate harborage by trimming back shrubs from their house, caulking foundation cracks, moving bird feeders away from their house and cleaning up spilled bird seed regularly.

“Eighty to ninety-five percent of my clients are receptive to minimizing pesticide use. But, there are

still the hold outs that want the problem taken care of right away and want to pay you to spray.”

Fyfe sees the pest management industry reluctantly changing to integrated pest management, or IPM, from a business standpoint. Time is money, he says, and changing a person’s behavior takes time. Also, some competitors may see themselves losing business by getting clients to help themselves, according to Fyfe. But, he believes the inverse: clients recommend his responsible service to friends and family.

“Integrated pest management saves my clients money. They like that, and many times it has the added benefit of increasing the longevity of their home.”

#### Dan Leach, Alpha Omega Pest Management, Saco

Dan Leach was taught the notion of IPM early on while he was studying entomology at the University of New Hampshire.

The years that followed his joining the pesticide application industry in 1986 gave him an appreciation for the practical, cost-effective side of IPM.

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## IT’S ON THE WEB

In this day and age, everything isn’t coming up roses—it’s coming up Web. And at [www.thinkfirstspraylast.org](http://www.thinkfirstspraylast.org), the BPC’s Web site, it’s no exception.



A click of the mouse puts you in touch with:

- ▶ municipalities with pesticide ordinances
- ▶ up to date credit meeting calendar
- ▶ pesticide regulations
- ▶ latest Board business
- ▶ credit requirements
- ▶ license and exam fees
- ▶ recent enforcement actions

A couple more clicks, and you’ll find the **Download Library** where forms and applications are collected in one spot to make life easier:

- ▶ applications for exams and licenses
- ▶ Section 18 labels
- ▶ pesticide application and storage signs
- ▶ permits: limited use and drift variance
- ▶ conversion tables
- ▶ affidavit of insurance

Surf around. If you find it difficult to find something or have a suggestion, we want to hear from you: [pesticides@maine.gov](mailto:pesticides@maine.gov) or 207-287-7533.

## CREDIT MEETING CALENDAR

▶ visit [www.thinkfirstspraylast.org](http://www.thinkfirstspraylast.org) for the latest

### NOV 6 & 7

#### FARMER TO FARMER CONFERENCE

Bar Harbor, ME. Rick Kersbergen, 1-800-287-1426. Six credits: Nov 6, two credits: Nov 7.

### NOV 9, 10, 16, 17 & 18

#### MAINE ORNAMENTAL GROWERS SCHOOL

Nov 9 - Gorham  
Nov 10 - Lewiston  
Nov 16 - Skowhegan  
Nov 17 - Waldoboro  
Nov 18 - Bangor

Lois Berg Stack, 1-800-870-7270. One credit—one time only (same course offered at five locations).

### NOV 10

#### TURF PEST MANAGEMENT SEMINAR

Brewer, ME. Gary Fish, 207-287-2731. Six credits.

### DEC 8-10

#### PEST CONTROL TECHNOLOGY COMMERCIAL PEST MANAGEMENT SUMMIT

New Orleans, LA. Michelle Fitzpatrick, 216-961-4130 x218. Eight credits.

### JAN 27-Feb 4

#### RUTGERS PROFESSIONAL GOLF TURF MANAGEMENT SCHOOL

New Brunswick, NJ. Claudine Oleskin, 732-932-9271 x614. Eighteen credits.

### MAR 15 & 16

#### NORTHEAST REGIONAL URBAN & COMMUNITY IPM CONFERENCE

Manchester, NH. Check BPC Web site for credit info.

## DID YOU KNOW?

Cell phone and pager use is not permitted during exams. Anyone violating this policy will be asked to leave and will not be able to retake the exam for 60 days.

MAINE BOARD OF PESTICIDES CONTROL  
28 STATE HOUSE STATION  
AUGUSTA, ME 04333  
207-287-2731  
[WWW.THINKFIRSTSPRAYLAST.ORG](http://WWW.THINKFIRSTSPRAYLAST.ORG)  
PESTICIDES@MAINE.GOV

In March our Web site was revamped to make it easier for applicators as well as dealers, registrants and the public to find information.

## IPM WORKS (CONT...)

He worked for many years in the high pest population inner city and suburban areas of New York, Connecticut and Boston.

“IPM does work,” says Leach. “Practically speaking, it’s more precise and effective in terms of long term pest management.

“Plus, the spray and pray method doesn’t make sense money wise, and from a liability standpoint—never mind

the regulations—if someone gets sick, you’re responsible.”

Leach is now the owner of his own company, Alpha Omega Pest Management out of Saco.

Like Charles Fyfe, he has also found most clients are concerned about pesticides, and his IPM approach lends itself to “a lot of referrals.”

What IPM tips does Leach have after 18 years in the business? He’s found in-

undating an area with sticky traps to be invaluable for monitoring insect activity, and cites their successful use at a well known downtown Boston restaurant. Prior to Leach’s involvement, the chef kept a can of Raid on hand for frequent cockroach “blasts.”

Leach does concede that sanitation issues can be harder to overcome IPM-wise at commercial accounts and has found baits to be useful in these scenarios. He also points out the importance of continuing education.

## TIPS TO AVOID VIOLATIONS



✗ Labels must list the type of area (e.g., crop, turf, right of way, building, etc.) to be treated. Do not take it for granted that a new label still lists the same areas as a previous label. You must follow the directions on the label of the product you are currently using and only treat the areas (sites) listed.

✗ To avoid misunderstandings, keep original label and labeling (directions) on hand. Specimen and older labels and labeling may not have the same listings as the label on the product you are using during an inspection.

✗ Do not exceed the labeled rate. You must meet the mix rate (amount

of product per gallon) and the rate per square foot, if both are listed.

✗ You must at all times have a licensed Master associated with a commercial pesticide application business.

✗ Thoroughly review every page of the Notification Registry for that possible “one more listing.”

✗ Wear all PPE required by the label for both mixing/loading and application. Ideally eye protection should be sealed goggles.

✗ Use a wind gauge to determine precise wind speed before making outdoor spray applications.

✗ Unlicensed applicators must be within visual and voice supervision of a licensed applicator at all times (e.g., on the same side of the street, on the same side of the building, in the same room, etc.).

✗ Compose records as soon as possible and keep them at the place of business.

✗ Remember aquatic applications require a DEP permit.

✗ Post signs or make notification PRIOR to application.

✗ Be sure to post enough pesticide warning signs to cover all possible entrances to the application area. Large public areas need additional signs along the edges.

✗ Keep back a minimum of fifty feet from surface water when mixing and loading pesticides.

✗ Calibrate powered equipment on a routine basis. You must also record when the calibration was done, what was done and the calibration results.

Questions? Not sure you’re in compliance? Call BPC to schedule a courtesy inspection.

## SERVICING WRONG SITE CAN COST YOU IN MANY WAYS

In 2003, six incidents involving commercial application at the wrong address were reported to the BPC. Five were settled through administrative consent agreements that included a monetary penalty.

In 2004, there were three “wrong address” incidents reported to the Board. Of these, two of the responsible applicators also reported that the affected property owners have claims for damages pending against them.

Treatment at the wrong address can cost you money in lost time and material, fines from the BPC, claims for damages and a tarnished reputation.

Poorly marked streets and name and numbering changes relating to the 911 conversion contribute to this problem.

Some companies have recognized the importance of avoiding this mistake, and developed measures to ensure it can’t happen. Requiring the technician to verify the location via the electric meter number before applying is one effective strategy.

PRESPORT STD  
US POSTAGE  
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Permit No. 8  
Augusta ME 04330

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28 STATE HOUSE STATION  
AUGUSTA ME 04333-0028