

Keys To A Great Relationship With A Pest Management Professional

Brad Smith

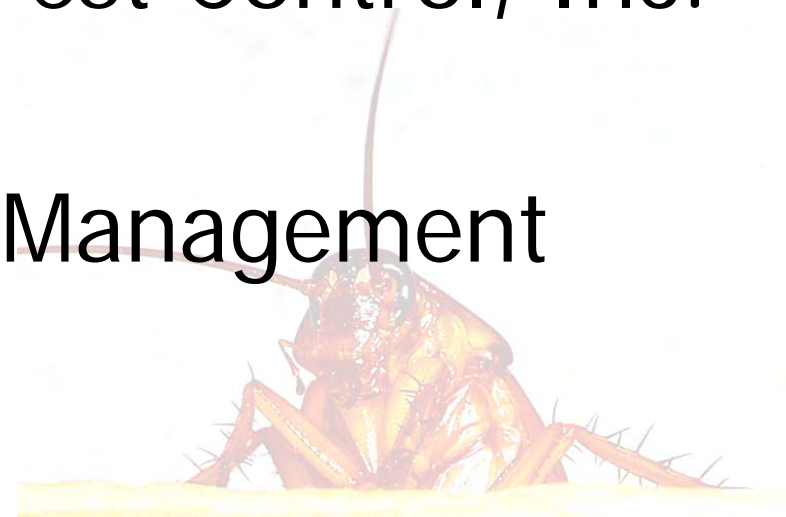
Preferred Pest Control





Background

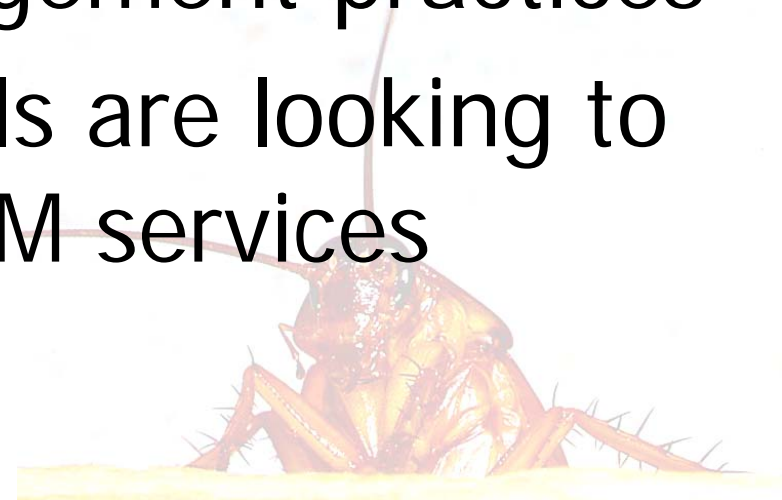
- Entomologist B.S. Entomology/
Integrated Pest Management Iowa
State University (1980)
- President, Preferred Pest Control, Inc.
(1985-present)
- President, Iowa Pest Management
Association (2004)





Integrated Pest Management

- IPM is a process, not an event
- A Pest Management Professional (PMP) = uses a wide variety of technological & management practices
- More and more schools are looking to the PMP to provide IPM services





Historical Perspective: Controlling Pests In Schools

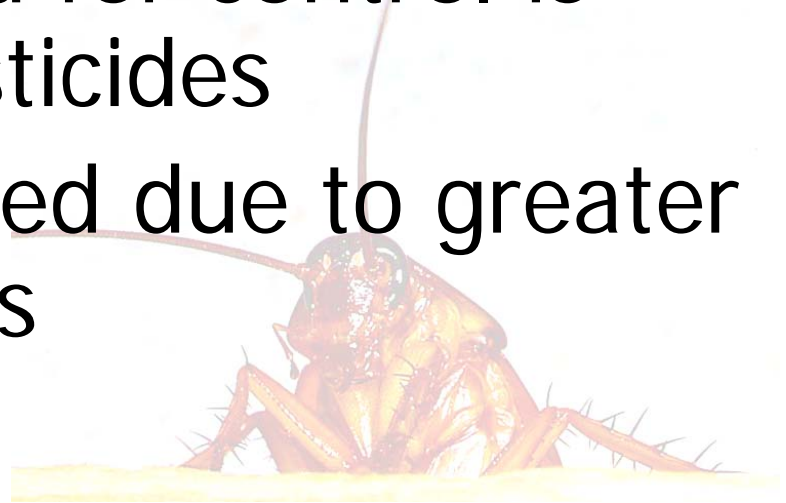






Old Model...

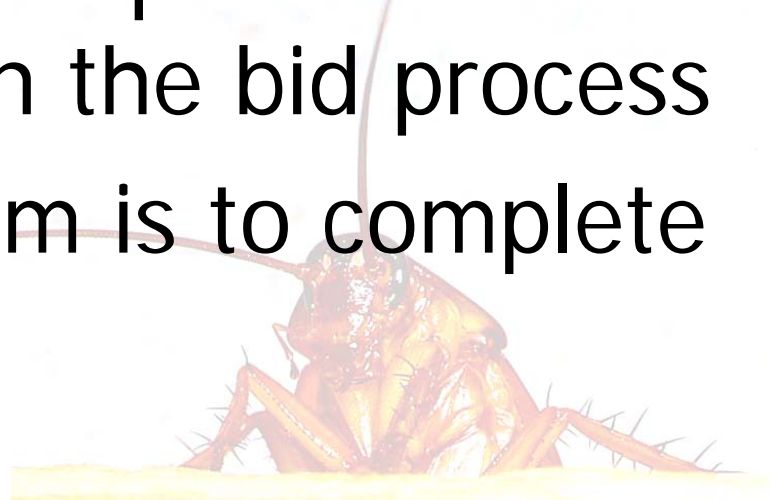
- Little communication between PMP and school officials
- Inconsistent treatment strategies
- The primary tool used for control is the application of pesticides
- Health issues are raised due to greater exposure to pesticides





Old Model (continued)

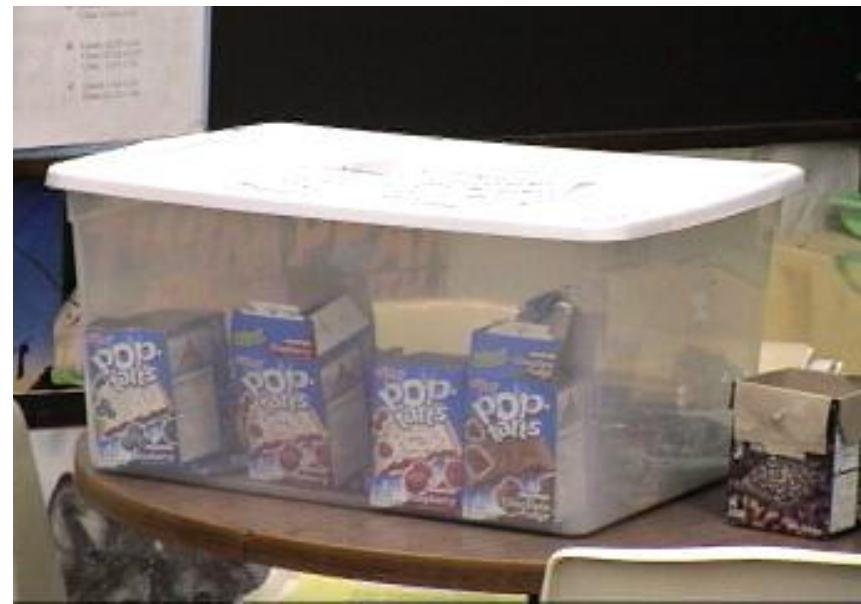
- Marginal effectiveness
- Price becomes the only criteria for choosing a provider
- Fewer pest management providers will choose to participate in the bid process
- The goal of the program is to complete the treatment





New Directions For Controlling Pests In Schools

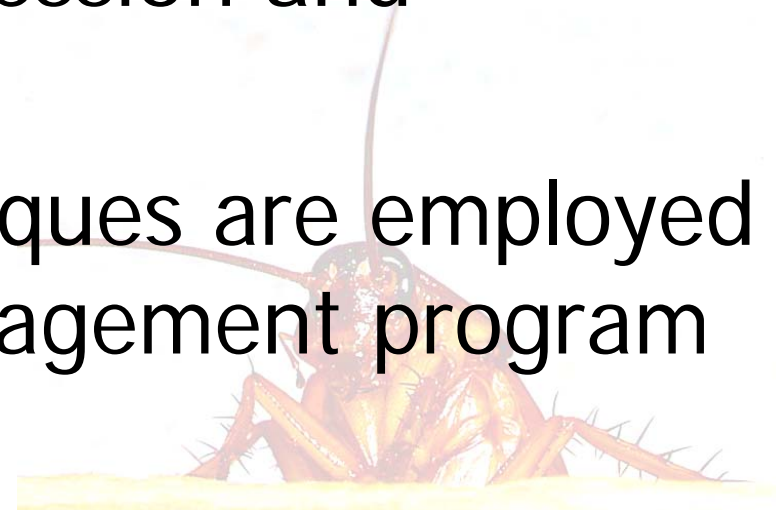






New Model...

- Communication becomes key aspect of the pest management program
- A consistent, standardized approach to dealing with pest suppression and prevention
- A wide variety of techniques are employed as part of the pest management program





New Model (continued)

- Virtually no health issues are raised because of judicious use of pesticides
- Increased effectiveness
- The pest management provider is chosen due to both merit and price





New Model (continued)

- More qualified bidders will participate
- The goal of the program is both control and prevention





Implementing IPM Programs in Schools



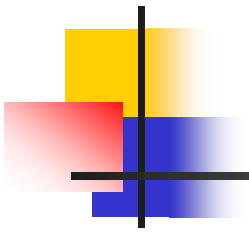




Leaders vs. Followers

- Implementation of an IPM program involves leadership
- Procedures that have been in place for decades will have to change
- IPM program will not happen overnight
- Realize that the pest control industry has changed





*“Do you realize that if it weren't
for Edison, we'd all be watching
TV by candlelight?”*

Al Boliska



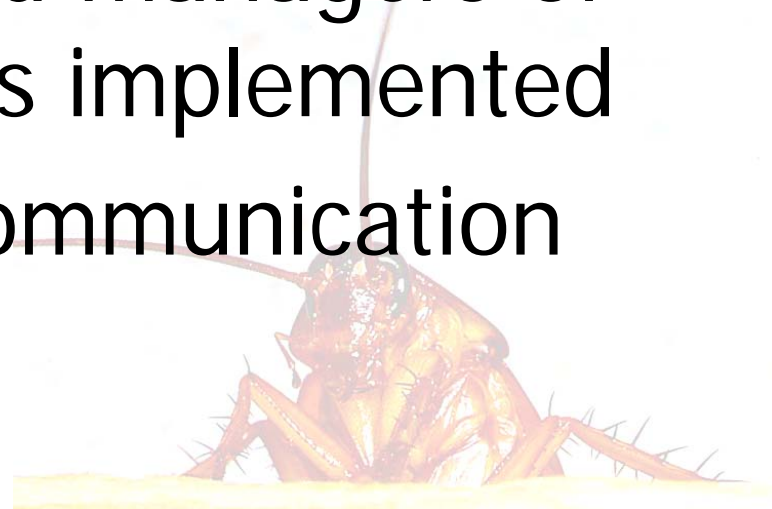
Achieving Success with PMPs





Achieving success with a PMP

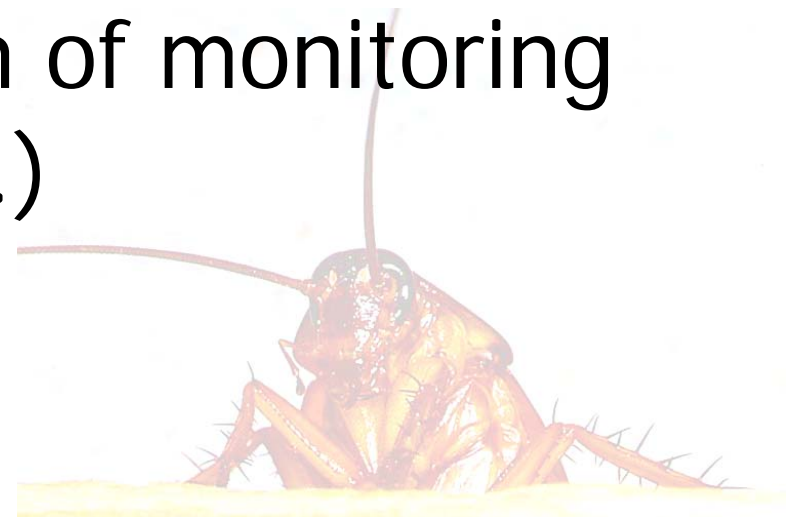
- Make sure that the PMP is dedicated to the principles of IPM
- Give PMP latitude to be involved with the decision makers and managers of how the IPM program is implemented
- Keep an open line of communication with PMP





Achieving Success (continued)

- Pay PMP what they are worth
- Respond to PMP recommendations (e.g. sanitation reports, physical repairs, contamination of monitoring devices and baits, etc.)





Conclusion:

IPM in schools is for now,
not just the future

