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For more information contact Mark Swihart at 574-529-0344 or Judy Logsdon at 317-547-3838.

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Judy Logsdon talks about the 2014 winter meeting in Jamaica

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ENTOMOLOGY DEPARTMENT CENTENNIAL: DRIVING PEST MANAGEMENT FORWARD*

Where would the pest management industry be without science? Without entomologists who understand why termites tunnel and cockroaches climb? Without researchers who evaluate the effectiveness of the products we use and offer ideas for making them better? Without those who ask the questions that help us consistently improve the way we protect homes, schools hospitals and food plants?

Where would the pest management industry be without Purdue University?

For 100 years, the Department of Entomology at Purdue University has shed light on issues that concern pest management professionals most. Purdue became integral in the industry's fabric when J. J. Davis took over the Department in 1920. His vision of sharing Purdue's scientific discoveries set the stage for a relationship that has grown stronger each decade. In 1948, Davis hired John Osmun to develop and teach the first four-year curriculum devoted to urban and industrial entomology. With Davis and Osmun at the helm, the program could go only one way: forward.

"From those early years until now, the momentum has never slowed," says Entomology Department head, Steve Yaninek. "Purdue launched what has become one of the industry's premier pest management conferences, which is now in its 77th year; developed a correspondence course that enables pest management professionals to build knowledge and attain certifications; and wrote 'Truman's Scientific Guide to Pest Control Operations,' which is now published in four languages and widely considered 'the bible of the industry.' The foundation for all of these accomplishments is a research and education program that continues to evolve with the needs of the industry."

EVOLUTION OF RESEARCH. Research is the cornerstone of Purdue's contributions to the pest management industry. In the 1880s, before the Entomology Department took root, agricultural researchers at Purdue studied the interactions of insects and plants. The first professional entomologist at Purdue, USDA researcher F.M. Webster, studied Hessian flies, which were of particular interest due to the risks they posed to wheat harvests.

Today, in Purdue's Center for Urban and Industrial Pest Management, research has evolved to incorporate new technologies and tools – most notably, molecular biology and arthropod genomics. Researchers can look into all levels of an organism, going so far as to zoom in to the molecular level to see, for example, which genes are involved in a termite's gut when it's digesting wood or how metabolic pathways in a cockroach might be manipulated to influence growth and development.

"We have the ability to explore the whole organism. Our goal is not to gather knowledge for its own sake but rather to learn how to manage the insect through better pest management approaches," said Mike Scharf, the O. Wayne Rollins/Orkin Endowed Chair in Urban

Entomology and Molecular Physiology, one of two endowed chairs at Purdue.

One of Scharf's landmark projects funded by the U.S. Department of Energy, is a study into termite digestion that has significant implications for biofuel development. In short, the way a termite converts wood into fuel for itself offers insight into how plant materials might be converted into biofuels. This study, which relied in part on advanced gene-sequencing technologies, provides information for pest management in that it reveals more about the basic physiology of termites, which could lead to the development of new control methods.

Scharf, along with Research Assistant Professor Grzesiek Buczkowski, is also working on the challenge of insecticide resistance in cockroaches. These studies, backed by several manufacturers to improve product development, address how the initial effectiveness of baits and other products declines as insects build up a tolerance to them.

Scharf, Buczkowski and Gary Bennett, coordinator of the Center for Urban and Industrial Pest Management, continue to research horizontal transfer as well. Buczkowski and Bennett made a groundbreaking discovery through a project involving cockroaches. In addition to primary and secondary transfer, tertiary kill from a bait is possible. Cockroaches that feed on insecticide baits effectively become "walking bait stations," and can bring secondary and tertiary mortality after their own death.

Buczkowski also worked with researchers at Rutgers University on testing the effectiveness of various kinds of bed bug treatment programs. The findings? When used in combination with IPM measures, insecticide dust application that is restricted to furniture legs can be effective. In two weeks, the test units were at nearly zero bed bugs throughout the 16-week test period.

STRENGTH IN PARTNERSHIPS. Most research projects conducted at Purdue involve collaboration with external entities. Purdue has a broad network of affiliations and an official program for manufacturers and other partners who want to become involved: the Industrial Affiliates Program, led by Buczkowski.

"The world of research is much more complex than it was a hundred years, or even a few decades, ago," Bennett said. "When I joined the faculty in 1970, I selected research topics and worked on them myself. Today we bring teams together – multidisciplinary scientists, agencies with a stake in the outcomes, manufacturers interested in improving their products – and each entity brings a unique skill set and specialized knowledge to the table. This enables us to maximize the impact of our research in terms of how it applies to the real world. In urban pest management, for example, research may have economic, social and political implications."

Clay Scherer, technical services manager Syngenta, has worked with the Purdue research team for nearly a decade. "On the manufacturing side, research dollars are scarce, so when we invest in a project, we

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LEGISLATIVE FORECAST --- CHAMBER ANNOUNCES 'TOP 10' GOALS*

Budget years are inherently challenging for the Indiana General Assembly. The 2013 session is shaping up to be no different – but with several twists. A state budget surplus has legislators from both sides of the aisle wanting to restore K-12 education funding that was trimmed in recent lean years. Implementing federal health care is a must and a huge variable, with Indiana having significantly increased Medicaid obligations. At a minimum, it's expected 100,000 more Hoosiers will be enrolled in Indiana's Medicaid program. Add to that a new governor with (naturally) his own fiscal agenda; ditto for legislative leaders, including the new House Ways and Means Committee chairman (Rep. Tim Brown).

"We won't be able to do it all and there is never enough money to go around. We have to set aside funds for health care, so the curious aspect is where the prioritization takes place thereafter," offers Indiana Chamber President Kevin Brinegar. "The budget debate will take center stage immediately and likely won't be resolved until April."

Walkouts by the House Democrats the last two years have halted proceedings to varying degrees. With Republicans now in possession of quorum-proof super majorities in both the House and Senate, Hoosiers can expect no such delays. (See sidebar on this national statehouse trend.)

The impact of the election will be felt in other ways too. The 25 new faces in the House mean that nearly half of House members will have served no more than two years in office. On the education front, new Superintendent of Public Instruction Glenda Ritz will look to slow the wave of education reform witnessed in recent years.

Wish List

Protecting the K-12 education laws that were put into place in 2011 and enacting targeted pre-school initiatives are among the top legislative priorities for the Indiana Chamber.

"Governor Pence and legislative leaders remain committed to charter school expansion, school choice, merit pay for teachers and teacher collective bargaining. However, with a new state superintendent, we expect efforts to roll back these laws," Brinegar reasons.

"There also will be proposals to expand various components of these reforms, which are the most significant enhancements to the state's education system in more than 20 years. We need to make sure these laws stay intact."

On the workplace front, addressing unemployment insurance and business personal property tax head the list for the Indiana Chamber.

"There is much more that can and should be done to limit the amount of fraud in unemployment collection. Putting that safeguard in place will take some of the burden off the system and give greater incentive to some individuals to find work,," Brinegar asserts.

"Meanwhile, business investments in machinery and technology are the engine of innovation and competitiveness and therefore shouldn't be taxed," he contends. "It's important we begin the push now to eliminate this tax burden."

While it remains to be seen how much of Pence's Roadmap for Indiana policy guide will be attempted in his first season, one idea that has already caught the Indiana Chamber's attention is for a state-sponsored entity called the Indiana Applied Research Enterprise. Brinegar believes it would generate new innovations and should garner serious consideration.

Following is the complete list of the Indiana Chamber's top priorities for the 2013 General Assembly; these key public policies have been identified to help maintain and promote a pro-jobs pro-economy climate.

ECONOMIC DEVELOPMENT

-Support establishment of new state-sponsored research institute. Governor Pence, in his Roadmap for Indiana, outlines a new entity, Indiana Applied Research Enterprise, to accelerate commercialized innovation in our universities and life sciences companies. The Indiana Chamber believes that this idea has much merit and would spawn new innovations.

EDUCATION

-Support maintaining and implementing the 2011 reforms involving charter school expansion, school choice, merit pay for teachers and teacher collective bargaining. Pence and legislative leaders remain committed to these reforms. Nonetheless, efforts are expected to roll them back or, at the least, slow them down. These laws are the most significant enhancements to the state's education system in more than 20 years; they put the focus where it should be – on students and increasing their potential for academic achievement. The Indiana Chamber will work to keep these reforms intact.

-Support the development of certain publicly funded preschool initiatives. There is critical need for improved preschool opportunities, especially for low-income children whose families may not have the means to provide a high-quality preschool experience or to provide needed learning opportunities in the home. The Indiana Chamber supports publicly-funded preschool programs that are: focused on those families in greatest need, limited to initiatives that maintain parental choice, focused on concrete learning outcomes and integrated with reforms at the elementary school level that will maintain and build upon the gains.

-Support increased focus and refinements for performance-based funding at public higher education institutions; incentivize degree completion, student persistence and STEM degrees. This is even more important during tough fiscal times.

ENERGY/ENVIRONMENT

-Support a water policy to stabilize our economic future and effectively compete with other states. Indiana has significant

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NPMA REPORT*

The ranks of Senate Democrats increased from 51 to 53 but since independent Senators Bernie Sanders (VT) and Angus King (ME) caucus with the Democrats, the party really owns a 55-45 advantage over the Republicans. Meanwhile, House Republicans will control the lower chamber by a 234-201 margin, down from 242-193.

While many have termed the 2012 campaign a "status quo" election, the professional pest management industry lost a number of strong Capitol Hill allies, including, PMP, turned Congressman, Bob Dold Jr., Congressman Tim Holden of Pennsylvania and Congresswoman Jean Schmidt of Ohio. Each had been very supportive of the National Pest Management Association's legislative initiatives and will be sorely missed.

Generational Congress

The impact of this change is difficult to overstate. In the 112th Congress, the tenure for the average House member was 9.8 years. This number is relatively consistent with the last several Congresses. Thus, many of the House members elected in 2010 and 2012 will soon chair key subcommittees that have jurisdiction over issues that impact the professional pest management industry. Others will serve for many years and assume the chairs of key full committees and significant leadership positions.

The Senate has seen similar turnover, with 12 new Senators elected in 2012 on top of 13 freshman Senators were elected in 2010. There hasn't been such a rapid pace of turnover in the Senate since the 1978 and 1980 election cycles. The average years of service for Senators, when the last Congress convened, was 11.4 years.

The recent rapid turnover presents NPMA with a once in a blue moon opportunity to forge relationships with tomorrow's leaders today, and that effort kicks into high gear at NPMA Legislative Day 2013. More than ever, PMPs need to attend and participate in NPMA Legislative Day and help NPMA establish partnerships with a new generation of federal lawmakers, which will ultimately benefit the entire professional pest management industry. The schedule for the event is taking shape and will be one of the strongest ever, plus a new hotel, right on Capitol Hill.

NPMA is sure to confront numerous issues during the 113th Congress including bed bug related measures, a bill aimed at rolling back U.S. Department of Agriculture competition with the private sector, and legislation exempting lawful pesticide applications from recently imposed Clean Water Act (CWA) permitting requirements.

Impending Legislative Issues

Bed Bugs

Last Congress, NPMA partnered with Congresswoman Schmidt to develop bed bug legislation. Provisions of the bill on which NPMA worked with Congresswoman Schmidt and her staff – the Bed Bug Management, Prevention, and Research Act – were ultimately included in the Farm Bill the House Agriculture Committee approved in mid-July,

Specifically, those provisions would have established a federal bed bug research funding program, designated bed bugs as a vector pest under federal pesticide law, and required manufacturers of minimum risk pesticides (so-called "25(b) products) labeled for the control of bed bugs or other public health pests to submit data proving the product works or is at least as effective as manufacturer claims about the product.

As of mid-December, however, prospects for passage of the Farm Bill were uncertain. Should the legislation fail to win final Congressional approval, the process would start all over in the 113th Congress. If the Farm Bill does fail to pass the 112th Congress, NPMA is assessing whether to revive the bed bug legislation next Congress and – with Congresswoman Schmidt's departure -- identify other members interested in championing the issue.

Pest Elimination Services Transparency & Terminology (PESTT) Act

The U.S. Department of Agriculture's Wildlife Services (WS) program was established in the late 19th Century primarily to more aggressively control coyotes and other predators preying on livestock out West. In the late 1980s, Congress passed and President Ronald Reagan signed into law a measure authorizing WS to perform problem animal control activities in non-agricultural settings. Although the law was largely intended to permit WS to manage birds at airports and engages in rabies prevention initiatives, the language is extremely broad. Under the statute, WS can perform almost any type of nuisance bird or wildlife work imaginable. The only exception is "urban rodent control." Current law doesn't define the phrase, however, so WS lack of authority is virtually meaningless.

Over the years, NPMA has heard from members throughout the country that have run into competition from WS for rodent, nuisance bird and wildlife work. NPMA has discussed this matter with WS officials in Washington, DC on many occasions. While NPMA staff has a good relationship with WS officials in Washington, we are frustrated that WS' statutory authority permits it to perform virtually any type of problem animal work imaginable, even if such activity is in competition with private pest management companies and is work that is easily performed by industry.

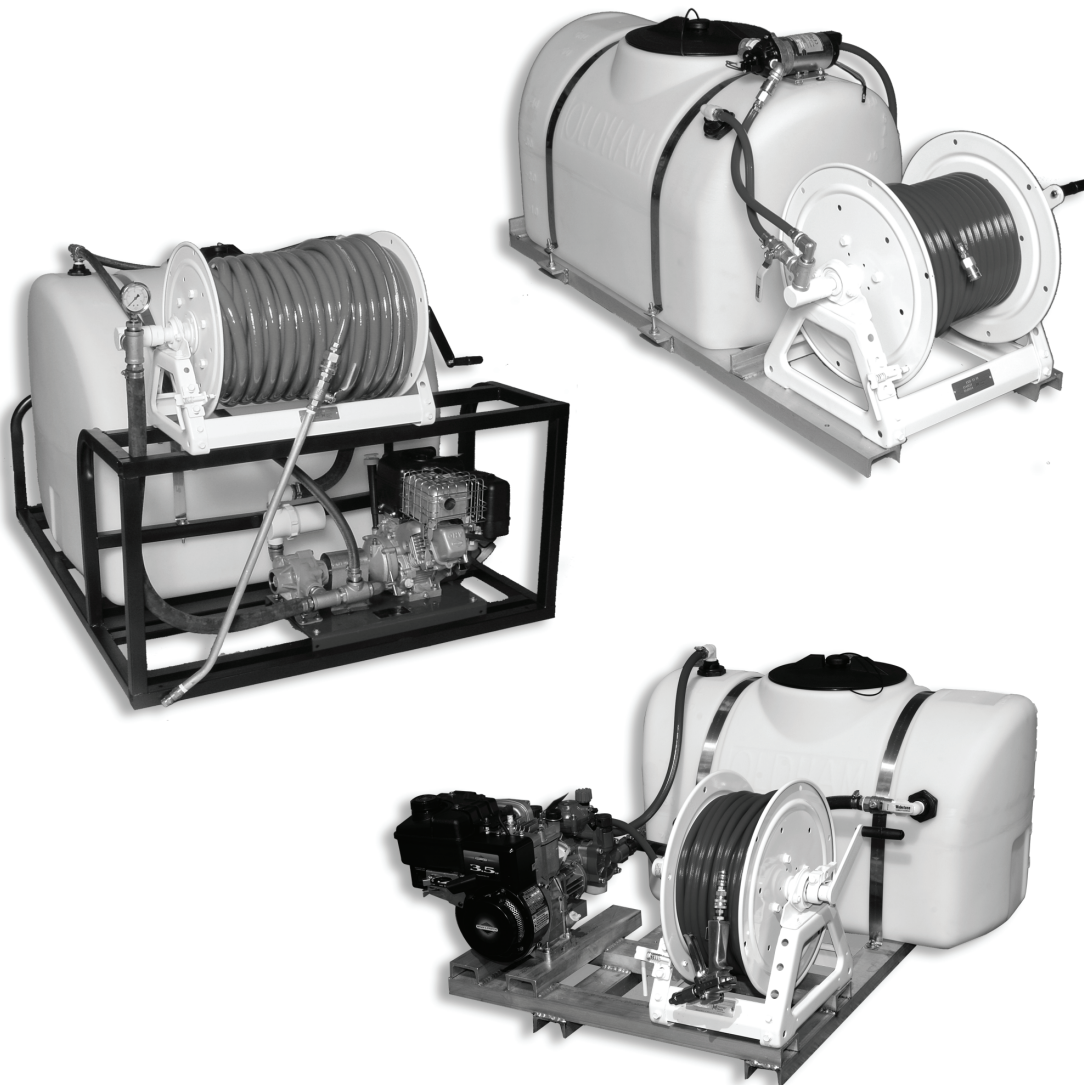
In September, Congressman Mick Mulvaney, a Republican from South Carolina, and Congressman Kurt Schrader, an Oregon Democrat, introduced the Pest Elimination Services Transparency & Terminology (PESTT) Act. The bill defines the term "urban rodent control" — for the first time setting parameters as to the type of work WS can and cannot perform. The bill also directs the Government Accountability Office to write a report identifying the type of work WS performs that the private sector also has the capability and capacity to provide, and recommendations on avoiding WS competition with the private sector in the future.

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LEGISLATIVE FORECAST - Continued from page 7

resources. A firm policy/plan is needed in order for the state to effectively manage these resources, as well as to ensure delivery of an adequate, reliable and affordable supply of water.

HEALTH CARE

-**Support reinstating the wellness tax credit.** The Indiana Chamber supports this incentive to start a wellness program, which can increase attendance, boost morale and productivity, as well as positively impact health care coverage costs.

LABOR RELATIONS

-**Support improvements to state's unemployment insurance system regarding eligibility.** Benefits should not be so high as to provide a disincentive to actively seek employment. Eligibility requirements should be strengthened to provide benefits only to those who have been unemployed through no fault of their own and have a demonstrated work history. The Indiana Chamber seeks to decrease the amount of fraud in the system and make better use of limited unemployment insurance tax revenue.

LOCAL GOVERNMENT

-**Support common sense simplification and reforms to local government structures and practices.** Creating the option for counties to have a single county commissioner and county councils with legislative and fiscal responsibilities is one that several Indiana counties desire. There should be incentives to reward local government efficiencies and performance in the delivery of services to taxpayers.

TAXATION

-**Support steps to reduce the dependence on the taxation of business machinery and equipment.** This tax discourages capital investment, places a disproportionate property tax burden on businesses and puts Indiana at a competitive disadvantage with surrounding states that have eliminated it or are moving to do so.

-**Support a prudent, structurally-balanced state budget that balances and properly prioritizes state needs.** The biennium budget always presents difficult decisions regarding the level and manner of funding Indiana's critical needs, the appropriate rates and forms of taxation and the maintenance of adequate reserve balances.

*By Rebecca Patrick, BizVoice, January 2013

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THE NPMA REPORT - Continued from page 8

Cosponsors of the PESTT Act include Congresswomen Schmidt and Judy Chu (D-CA) and Congressmen John Campbell (R-CA), Jeff Duncan (R-SC), John Duncan (R-TN), Brett Guthrie (R-KY), Vicki Hartzler (R-MO), Steve King (R-IA), Peter DeFazio (D-OR) and Steve Southerland (R-FL). Most importantly, Congressmen Mulvaney and Schrader have committed to reintroducing the PESTT Act in the 113th Congress.

Legislation Exempting Lawful Pesticide Applications from CWA Permit Requirements

In March of 2011, the House overwhelmingly passed legislation exempting lawful pesticide applications from Clean Water Act permitting requirements. The measure was in response to a federal court ruling handed down in January of 2009 striking down a Bush Administration rulemaking exempting pesticide applications performed according to label directions from CWA permitting requirements.

Since 2009, officials at the U.S. Environmental Protection Agency have developed and implemented the Pesticide General Permit, which applies to certain large scale pesticide applications made directly to or near bodies of water. Pest management professionals that perform mosquito and aquatic weed treatments may be impacted by the permit and associated requirements.

While the legislation exempting applications from CWA permit requirements easily passed the House and has broad support in the Senate, Senator Barbara Boxer of California has been blocked from being considered by the full Senate.

Additionally, NPMA continues to look to Congress to provide leadership on the implementation of the Endangered Species Act, proposed revocation of food tolerances for sulfurlyl fluoride, pollinator health and funding for invasive termite eradication.

For more information on any of these issues, please contact NPMA's Government Affairs Department at 703-352-6762.

*Bob Rosenberg is NPMA's Executive Vice President and Gene Harrington is NPMA's Director of Government Affairs.

MEMBERSHIP UPDATE

NEW MEMBERS

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David Corn; Dave's Exterminating; 1733 Mt. Gilead Road; Boonville, IN 47601; Phone: 812-897-4008. email: davesexterminating@yahoo.com

David Stewart; Green Lawn Plus, 156 Daugherty Lane, Crawfordsville, IN 47933; Phone: 765-362-5540; email: cfd057@hotmail.com

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ENTOMOLOGY DEPARTMENT CENTENNIAL -
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have to be certain we're working with a team who provides accurate data in a reasonable amount of time. That's why we work with Purdue," he said. "Grzesiek, Mike and the entire Purdue research team bring an outstanding level of knowledge and expertise to every project. When we get results back, we know they are reliable."

Ronda Hamm, lead biologist at Dow AgroSciences, says that Purdue is a valued working partner in research. "The Purdue team is talented and reliable, but even more importantly, they contribute greatly to the science by challenging the ideas set forth. Who else would think of connecting termites and biofuels?"

PROMISE OF THE FUTURE. What can we expect from Purdue going forward? "We'll continue to make inroads with modern tools as we explore new ways of manipulating behaviors and managing pests," said Yaninek. "Our conference will keep getting stronger, and our research team will continue to grow and ask the questions that lead to discoveries vital to the urban pest management industry. There will always be new insects and new challenges. Purdue will be there to meet them head-on."

"Throughout its 100-year history, Purdue Entomology has not only weathered change but embraced and enhanced it with science discoveries of its own. While many entomology programs across the country are being absorbed by, or split into, other departments, Purdue is strengthening its position to remain one of the premier departments in the world. Its innovative technologies and outreach programs will take it confidently and competently into the next 100 years." ---Gene White (MS '96), Director of Education and Training, Rose Pest Solutions

*Reprinted from "In Celebration of the Centennial Celebration of Purdue Entomology by PCT.

MESSAGE FROM NPMA VP BOB ROSENBERG

My objective for this issue, I thought, was quite simple: describe the focus of activities and elaborate on NPMA's plans for the upcoming year. I learned quickly, however, that summarizing in just a few hundred words the goals of an organization as vibrant and influential as NPMA was no small task.

As I reflect on the current focus of NPMA it is clear to me that we are drowning in opportunities. I mean this in the most positive way possible. Our prospects are so abundant that it's crucial to select those paths that can have the greatest impact for our membership. We, collectively, have spent a lot of time and money building strong foundations for our programs, but now we must work together to expand the delivery of those programs, but now we must work together to expand the delivery of those programs more widely to our members.

Over the past few months, NPMA staff has been identifying simple and focused priorities. We are reflecting on what we do right, what we could be doing better, and what we need to stop doing. We are creating priorities to live by those that will help our members, our industry, and our association continue to grow and thrive.

At the end of the day, we all desire the same thing: to make NPMA a better, stronger, more agile organization. This year is one of the most exciting times to become involved in NPMA. Never before have there been so many challenges and opportunities.

In order to maximize our effectiveness in responding to these challenges and opportunities, we have reorganized our committee structure. This year, we have created a "Super Committee" in which the chairs from each committee will meet regularly to identify opportunities to work together for the collective benefit. This will be where "the rubber meets the road" and is a fitting description of NPMA's theme for the coming year.

Clearly, 2013 will be a busy year for NPMA, as we strive to build upon our momentum of supporting, protecting and growing the pest management industry. By working together, I believe we can set the stage for a powerful and unified industry, today and in the years to come. I trust you will join me, the Board of Directors, and the rest of our professional staff in our efforts to raise our industry to new heights. Become a member, visit some of the open committee meetings, and be a part of YOUR future.



INDIANA PEST MANAGEMENT ASSOCIATION TRAINING SESSION

WARSAW MEETING

MARCH 20, 2013 8:00 A.M. – 4:30 P.M.

Registration begins at 7:30 a.m.

Wyndam Gardens - 2517 E. Center Road (U.S. 30 and Center Road) - Warsaw, IN 46580 - PHONE: 574-269-2323
(Lunch is included with registration.)

SEMINAR AGENDA

7:30 – 8:00 a.m.	REGISTRATION
8:00 – 8:15 a.m.	ORIENTATION
8:15 – 9:15 a.m.	Ants (Todd Brown, BASF)\
9:15 – 10:15 a.m.	Small Flies (Mark Myers, Forshaw Distribution)
10:15 – 10:30 a.m.	Break
10:30 – 11:30 a.m.	Bed Bugs (Adam Salyer, Purdue)
11:30 a.m. – 12:15 p.m.	New Products (Tim Kaforko, Univar U.S.A.)
12:15-1:00 p.m.	Lunch
1:00 – 2:00 p.m.	Wood Destroying Insects (Todd Brown, BASF)
2:00 – 3:00 p.m.	Occasional Invaders (Mark Myers, Forshaw Distribution)
3:00 – 3:15 p.m.	Break
3:15 – 4:15 p.m.	State Chemist Updates Joe Becovitz, Indiana State Chemist’s Office)

CCHs approved for Indiana are as follows: 3A (3); 3B (3); 7A (7); 7B (3); RT (4); 12 (2)

CHHs approved for Michigan are as follows: 7A (7); 7B (7); and Core (7)

MUST PRE-REGISTER BY MARCH 19

IPMA MEMBERS - \$65.00 - NON-MEMBERS - \$100.00

IPMA MEMBERSHIP - \$75.00 (NOTE: JOIN THE ASSOCIATION AT THE MEETING AND RECEIVE THE DISCOUNT ON PRICE.)

IPMA – Your Association at Work For You.

SEND REGISTRATION TO:

**MARK SWIHART
ACE PEST CONTROL P.O. BOX 383
NORTH WEBSTER, IN 46555-0383
PHONE: 574-834-2834 EMAIL: MARKACE2@HOTMAIL.COM**

**CREDIT CARD CHARGE FOR PAYMENT OF WARSAW TRAINING SESSION
MARCH 20, 2013**

Charge to: MasterCard Visa Discover AMEX

Name on Card _____

Card Number _____

Exp. Date _____

Amount of Charge \$ _____

Billing address (if different than above) _____

Signature _____

**SEE PAGE 5 FOR
REGISTRATION FORM!**



ROBERT S. (BOB) JACKSON III INDUCTED INTO THE IPMA HALL OF FAME

Robert S. Jackson III was born January 13, 1938 in Corning, New York. He was the only son of Robert S. Jackson Jr. and Virginia Bolton. His father studied to be an engineer at Tri State University in Angola, Indiana. Somehow his father met mother Virginia from Auburn who was a student in Education at Ball State. They were married in 1937, and had little Bobby Jackson. Bobby's father tried to join the Army as an engineer, but could not because he had flat feet. Feeling his future as a civil engineer was more important, he left Virginia and Bobby to manage engineering projects for the military, including airbases, listening posts, and water ports around the Mediterranean.

Virginia, now a single mother, stayed with her adoptive mother Dorothy Bolton—a widow who had polio. Virginia worked as a teacher and in civil service after the war. This took her from Auburn to New Mexico. After moving from town to town for teaching gigs they came to Fort Wayne.

Bob Jackson was surrounded by military, both in family, and in school. He went through Howe military school, and then enlisted in the Army Reserves as a junior in high school. This brought him to Tri-State University, where he didn't do so well. He wasn't cut out for college, so went into active duty, HQ Company 424 Field Artillery Rainbow Division.

In 1957, he moved to Jackson, Michigan and worked at A&P Grocery as the head grocery clerk. In 1961, he joined Kroger Foods and worked in Rochester, Huntington and Kendallville. In 1970, he met Ladonna Ralston at the Cambridge Inn restaurant. Incredibly they both believed in love-at-first-sight. They were married two months later. In November 2012 they celebrated 42 years of marriage.

Bob left Krogers and went to work for Dolly Madison Cakes as a division manager. He was a genius when it came to routes and building relationships. He was always a positive person, honest to the core, and always friendly. He loved to talk to people, and always believed in service. Dolly Madison abruptly downsized leaving Bob without work in the 1970s. This was when Bob decided to no longer work for someone else. It was not a business he wanted, it was a job. He worked as a landscape hauler, and hauled top soil, mulch and sand. He met Jack Montgomery who owned Montgomery Lawns and they became great friends. Seeing how easy lawn care was, as a business, he thought, "I could do that." But he didn't want to compete directly with Montgomery Lawns, so he decided to get his license in 3A Ornamental Pest Control, and added his other categories in 7A, 7C and 7B and 8. He came to Purdue to get his licenses, and didn't know anyone, except Jack Montgomery. The Purdue conferences and seminars were very fun for Bob. Wanting to understand the pest control business a little bit better, he joined Terminex from 1983 to 1985. But Bob found himself in the same situation as before, working for someone else. He left Terminex and started his own company with one customer and one car, the Terminex Chevy Citation that was wrecked. He bought it for \$1. He had a friend fix the back bumper and started Ornamental Pest Control. He built his company one customer at a time. He ran things tight, sometimes buying one bottle of concentrate chemical at a time.

Using no receptionist, he used a simple answering machine and a pad of paper. Later he used a huge cell phone, where his truck became the office. He added a few commercial customers, one being Echrich Food Plant. This became a two-day a week account and really helped get Bob started in the pest control industry.



Bob Jackson with family and friends, admire his Hall of Fame Award

Adding one customer at a time, Bob earned the trust and friends everywhere he went. From 1985 to 2000 he ran solo, with residential, commercial pest control and WDI termite inspections. He was relied upon for quick completion of WDI inspections and has pulled many realtors and title companies out of a bind. Bob never used contracts in pest control, instead he used handshakes to conduct business. Bob leads by example with trust and honesty. He never takes advantage of people and always is willing to serve.

Bob Jackson worked hard and long to support his family, but his body took a toll. Bob suffered from rheumatoid arthritis in his knees. He walked with great pain, until the doctors said, it's time to replace those knees. Faced with fear of losing his ability to work, he had three choices: sell the company, temporarily shut down the company, or hire someone to run it while he was down.

His son, Rob Jackson IV, who graduated from Indiana University in Bloomington, had a great job in radio, that didn't pay very well, was offered the great responsibility of running the family business while Bob's knees were replaced.

Rob Jackson started January 1, 2001, went to Purdue that January to immerse himself into the pest control industry. He was trained, licensed, and ran the routes that year and business doubled. Ornamental Pest Control, which hardly did any ornamental pest control treatments, was renamed Jackson Pest Management to reflect the family name. A true father-son business, Jackson Pest Management continuously grows each year. Bob Jackson was elected as president of the IPMA in 2008. In 2011 Bob underwent heart valve replacement where he had suffered several complications, including renal failure. Now, his son, Rob Jackson, manages all of the business and hired their first employee, Robert Powell, to help with this ever growing business. Rob's wife, Jen Jackson, earned her Masters in business at Indiana Tech, and has recently become licensed in pest management, and eager to help the family business. Bob still has a truck with his name on it, and continues to assist Rob in many duties of the business today.



MINUTES – PURDUE MEETING (JANUARY 2013)

President Ray Siegel called the meeting to order.

The minutes of the Summer Meeting in Indianapolis were accepted as printed in the September newsletter. The Treasurer's report was accepted as read.

Committee Reports:

Education—Mark Swihart reported on a meeting scheduled for Warsaw, IN, March 20. Scott Robbins discussed a potential meeting in Evansville for November.

Membership—Mark Swihart reported on 7 new members since our Summer Meeting.

Liaison—Ray Siegel announced a Pesticide Review Board meeting in February.

Summer Meeting—Scott Robbins reported that the meeting will be held July 12-14, 2013, at the Bloomington Convention Center. Program details are being developed.

Auditing—Mike Corbitt reported the Association's finances are in order.

Hall of Fame—Marion Hall presented the 2013 Hall of Fame Award to his colleague and friend Bob Jackson.

2014 Winter Meeting—Judy Logsdon presented a few details (see article in this newsletter) for the Jan. 19-26, 2014, meeting in Jamaica.

Theater Social—Syed Shah presented details on a February 16 Dinner Theater activity in Indianapolis, and encouraged interested members to contact him for tickets and details.

The meeting was adjourned.

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O. WAYNE ROLLINS ENDOWMENT FUELS ADVANCES IN URBAN ENTOMOLOGY

In 2004, the O. Wayne Rollins Foundation committed \$1.5 million to establish the first endowed faculty position in Purdue Entomology's history: the O. Wayne Rollins/Orkin Endowed Chair in Urban Entomology and Molecular Physiology. Purdue appointed Mike Scharf to this position in 2010.

Scharf's charge was to develop and maintain a research program integrating urban pest management and insect molecular biology. He embraced that challenge and today conducts basic research on urban pest insects --- namely, termites and cockroaches --- that directly contributes to improving pest management.

The Rollins Chair gives us the freedom to explore a broad range of areas related to pest management," says Scharf. "We are extremely

fortunate to have the opportunity to conduct research that is sometimes 'risky,' meaning that we ask a scientific question and may or may not uncover a telling answer. The vast majority of researchers don't have this kind of flexibility."

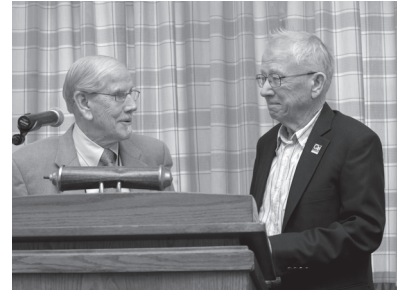
The O. Wayne Rollins Foundation supports U.S. colleges and universities with programs dedicated to science research and public health issues. O. Wayne Rollins, the late head of Orkin, established the foundation in 1967. Born in 1912, the same year the Purdue Entomology Department was founded, Rollins was a visionary businessman who became involved in pest management when he bought Orkin Exterminating from Latvian immigrant Otto Orkin in 1964. He led the company's extraordinary growth for 27 years as chairman and CEO.



Mark Swihart talks about new members that have joined the Association.



President Ray Siegel calls the meeting to order.



Marion Hall presents the Hall of Fame Award to Bob Jackson



Lauren Beebe received the A-Mark Pest Management/ Eli Lilly Scholarship from Pete and Valerie Markham



Scottie Brittsan and David Cooper received Austin Frishman Scholarships from Linda Mason



25 Year Attendance Awards received by Jim Sargent, Tim Gibb, George Saxton, Sandra Stephens-Reeves and Gene White



Zac Karl received the BASF Scholarship from Linda Mason



Adam Salyer received the Gerald Leeb Scholarship from Kevin Connelly



Masha Fardisi received the Norm Ehmann/Univar Scholarship from Mke Corbitt and Carl Hinderer



Officers and Directors of IPMA: Mark Swihart, Gary Bennett, Judy Logsdon, Scott Glaze, Ray Siegel, John Walton, Sara Florey and Scott Robbins



Kyle Pluchar received the IPMA Memorial Scholarship from President Ray Siegel



Syed Shah receives his past-president recognition award for having served two terms



Aaron Myers thanks Syed Shah and the Association for his Duane Edwards/Arab Pest Control Scholarship