



# DEGESCH America, Inc. Newsletter

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Issue XVI

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## Condolences



Billy Ray "Weegie" Davenport

We are saddened by the recent loss of our dear friend and a truly wonderful person. "Weegie" lived his life according to the basic elements of golf, a game he loved. He shot it straight down the middle, determined, thoughtfully, and with integrity. He was a great father, loving husband, and good friend. We're grateful for having known him and thankful he let us be part of his life. He won't be on the next tee box with us, but we're sure there's not one of us who won't be thinking of him every time we're on the links.

Your spirit will always be with us!

- Herb Yeaman

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## 2009 Degesch America, Inc. Recertification School

The 2009 Edition of our annual training for pesticide applicators is scheduled for Thursday, April 23, 2009. We will be returning to the Stonewall Jackson Hotel in Staunton, VA. Here's a glimpse at part of the scheduled program:

- Regulatory Issues & Fumigation Management Plans.....Meredith Laws, EPA Office of Pesticide Programs
- Profume Update – What's new with ProFume Fumigants?.....Joy Rogers Phillips, Dow AgroSciences
- Gas Detection and Safety.....Craig Rogers, Industry Market Manager - Dräger Safety
- Integrated Pest Management / Structural Fumigation.....Ed Hosoda, President - Cardinal Professional Products
- Integrated Pest Management/The Effects of Sanitation on Insect Activity in Food Plants.....Mike Holcomb, President - Technical Directions
- Securing Your Chemicals Properly.....Dennis Ryman, Plant Manager – Degesch America, Inc.

Registration information is available on our web site at: [www.degeschamerica.com/registration](http://www.degeschamerica.com/registration)

# DTC Solutions

Formed in August, 2008, DTC Solutions is a strategic partnership formed to combine the strengths and abilities of its three member companies – Degesch America, Inc.; Cardinal Professional Products; and Technical Directions, Inc. Our goal is to provide food processors with comprehensive solutions to their pest management needs. DTC has the expertise to help solve pest control problems, and we believe that it is a shared responsibility. Pesticides are an important part of that effort, but certainly not any more important than sanitation to remove food and water resources both inside the plant & on the outside grounds, inspecting incoming goods for pest activity, tightening up the building, monitoring (visually and with traps such as pheromones), training employees in pest control & sanitation, etc. Based on trending analysis, DTC works with companies to develop a surgical treatment program for reducing insect pest problems while minimizing business disruptions that often result from pest control activities. DTC is a complete source for fogging and other insecticide application equipment, as well as contact & residual insecticides and Insect Growth Regulators. We believe that fumigation should only be performed when necessary and not according to the calendar. Fumigation is an expensive and time consuming process that should only be carried out by highly trained professionals. When fumigation is required, companies need a professional that they can trust to make the best recommendations to get the maximum results for their fumigation dollar. Among our many services and products, DTC Solutions offers:



- Pheromone Monitoring and Mating Disruption Systems: Plan development, trap selection and placement, training and data analysis
- General Use Pesticides: Product selection assistance and training (IGRs, contact insecticides, residual sprays, etc.)
- OMRI Listed® products for use in organic production
- Fogging: Plan development, fogging compounds, equipment and training
- Fumigation Management Plan development
- Custom fumigation services: Degesch Phosphine Generator, Metal Phosphides, Methyl Bromide, Sulfuryl Fluoride, etc.
- Pest control standard operating procedures and pesticide application logs.
- Safety Equipment: Product selection assistance, gas detection, respiratory protection, fit testing and training.

-Mike McLean

For additional information contact: [info@dtcsolutions.net](mailto:info@dtcsolutions.net)

## DAI Web Site



Degesch America, Inc. Officially debuted our new web site ([www.degeschamerica.com](http://www.degeschamerica.com)) on March 1 of this year. Designed by Kelly Drewnowski ([www.kellyduke.com](http://www.kellyduke.com)), the web site is much cleaner and cohesively structured. The Pest Gallery is much easier to navigate and gives the user a quick overview of many important stored product pests. The Support page brings all our MSDSs and Applicator Manuals together in one central location. The ease of access for the US Manuals and the Canadian French and English versions is greatly improved. The new, improved version of our on-line store is currently under construction and will be available shortly so check back often to see all the changes that are taking place.

## Pyrethrum Shortage

The companies engaged in aerosol applications have known it for some time now. The supply of pyrethrum has been at critical levels for quite awhile now and doesn't look to improve soon. The best way to explain the situation is to read this quote from a Kenyan news site:

**“Despite the potential to produce up to 20,000 metric tonnes of dried flowers, production has declined markedly with last year realising a paltry 1,000 metric tonnes.”** SIMON SIELE ([www.nation.co.ke](http://www.nation.co.ke))

Increased production in Kenya will not happen overnight so this shortage will be with us for the next several years. If you need help determining which of the alternative compounds is best for your situation, contact your supplier. For many users, Vapona is still the most cost effective substitute. We have found a marked increase in the use of all fogging compounds over the last several years, part of which we attribute to the decline in methyl bromide availability. Vapona is currently undergoing the US Environmental Protection Agency RED process. One of the recent changes to Vapona labels took effect earlier this year. The new labels will feature a different format and include changes to the First Aid Statement. Make sure any product you purchase from this point forward is labeled properly.

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## People in the News

### Additions to the DAI Staff

Degesch America, Inc. announces the appointment of Jim Osment to the position of Regional Manager for the newly formed Midwest Division. Mr. Osment is based in Blue Springs, MO and will be responsible for the sales and marketing of Degesch America products throughout the Midwest. Mr. Osment brings more than 16 years fumigation and related grain management experience to Degesch America, Inc.

### Recognition



Richard Green, Manager of Computer Services for Degesch America, Inc. was recognized recently for 30 years service to the company. One of the original staff members at the Weyers Cave facility, Dick works with the accounting staff to provide support for the sales & service operations of Degesch America, Inc. Dick is pictured on the left receiving a plaque from Elwood Whitmore.

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## Conventions & Tradeshows

### IAOM

113th Annual Conference & Expo

April 27-May 1, 2009



“Join hundreds of milling professionals from across North America and around the world when they convene in Grand Rapids, Michigan, in 2009 for IAOM’s Annual Conference & Expo to be held at the Amway Grand Plaza Hotel and DeVos Place Convention Center from April 27 - May 1” - IAOM web site

Visit Degesch America, Inc. at booth 307

## GEAPS



GEAPS Exchange 2009, the 80th annual technical conference and trade show was held February 28 - March 3, 2009 at the America's Center Convention Complex in St. Louis, Missouri. DEGESCH America, Inc. was proud to once again take part in this informative event. While overall attendance of 2,089 was slightly down from last years record of 2,380 set in Omaha, almost 2,100 attendees made this a very successful show. The number of exhibitors showing off their products in St Louis increased again this year and did set a new record for total exhibitors. Herb Yeaman, Jim Osment and Jim Smiley represented DAI at the convention and were joined by Karen Furguele Percy from Gardex Chemicals Ltd., our Canadian Distributor.

Next years convention will be held in Wichita, KS  
February 20-23, 2010.

### Photos From GEAPS



**Main Entrance to GEAPS Exhibit Floor**



**A Record Number of Exhibitors**



**GEAPS Exchange 2009 Main Exhibit Hall**

### Emergency Contact Numbers

For Chemical Spills or Emergencies: Chemtrec - (800) 242-9300  
For Human or Animal Medical Emergencies: Prosar - (800) 308-4856