

DEGESCH America, Inc. Newsletter

Issue VI

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May 15, 2003 marked the 10th time in 16 months that the Registrants have submitted a draft Applicator's Manual to EPA for approval. The list of submission dates shown above gives you an idea of the efforts that have been put into this document by the Registrants, seeking final approval. It is hoped that this latest submission will be the last. It appears at this time that EPA and State regulators believe that this version is one that comes closest to satisfying the divergent views held by the Registrants and the Regulatory community. The final hurdle to be cleared was a "Restricted Use Statement" ("RUS") that was acceptable to all parties.

The agreed upon "RUS" is as follows:

For retail sale to Dealers and Certified Applicators only.

For use by Certified Applicators or persons under their direct supervision, and only for those uses covered by the Certified Applicator's certification. Refer to the directions in this applicator manual for requirements of the physical presence of a Certified Applicator.

Physical presence is defined in the Applicator's Manual thusly:

- A A Certified Applicator must be physically present, responsible for, and maintain visual and/or voice contact with all fumigation workers during the application of the fumigant. Once the application is complete and the structure has been made secure the certified applicator does not need to be physically present at the site.
- B A Certified Applicator must be physically present, responsible for and maintain visual and/or voice contact with all fumigation workers during the initial opening of the fumigation structure for aeration. Once the aeration process is secured and monitoring has established that aeration can be completed safely the certified applicator does not need to be physically present and trained person(s) can complete the process and remove the placards.
- C Persons with documented training in the handling of Phosphine products must be responsible for receiving, aerating and removal of placards from vehicles, which have been fumigated in transit. Refer to section 12 for training requirements.

New to the Applicator's Manual will be the following statement:

THIS PRODUCT MUST BE ACCOMPANIED BY AN APPROVED LABEL AND APPLICATOR'S MANUAL. READ AND UNDERSTAND THE ENTIRE LABELING AND APPLICATOR'S MANUAL. ALL PARTS OF THE LABELING AND APPLICATOR'S MANUAL ARE EQUALLY IMPORTANT FOR SAFE AND EFFECTIVE USE OF THESE PRODUCTS. CONSULT WITH YOUR STATE LEAD PESTICIDE REGULATORY AGENCY TO DETERMINE REGULATORY STATUS, REQUIREMENTS, AND RESTRICTIONS FOR FUMIGATION USE IN THAT STATE. CALL (540) 234-9281 or 1-800-330-2525 IF YOU HAVE ANY QUESTIONS OR DO NOT UNDERSTAND ANY PART OF THIS LABELING

Degesch Phosphine Generator



Degesch America, Inc. continues to receive state registrations for Magtoxin® Granules, designed to be used in the Degesch Phosphine Generator. Since EPA label approval, several facilities have been treated using Degesch's latest technique for applying and maintaining specific concentrations of phosphine in a stored product environment. Most recently, a 1,200,000 cubic foot warehouse was treated to control a rodent infestation. A target dosage of 110ppm phosphine and a four hour exposure period gave excellent results. When used in conjunction with the Degesch Catalytic Abatement Unit an applicator is able to introduce only the amount of phosphine necessary to achieve the desired results and then remove the phosphine from the fumigated site without releasing significant quantities into the surrounding area.

"Precision Fumigation" with ProFume®

"Dow AgroSciences, LLC continues to research and develop "Precision Fumigation" Techniques. Precision Fumigation is an integral tool for the use of ProFume® gas fumigant, Dow AgroSciences' alternative to methyl bromide. Precision Fumigation can be defined as optimizing fumigant use to maximize efficiency and minimize risk. Precision Fumigation is achieved by integrating all the factors affecting control, such as pest biology, temperature, exposure time, and improved sealing techniques into the fumigation management plan."

Degesch America, Inc. is pleased to have been selected by Dow AgroSciences as one of the stewards of ProFume®. When approved by EPA, ProFume® will provide a viable alternative to methyl bromide for use in food processing and milling facilities.

ProFume® is a trademark of Dow AgroSciences LLC

ProFume® is not registered for sale. EPA registration pending.

Conventions and Conferences

Degesch America, Inc. Recertification School

The Degesch America, Inc. Recertification School was held in Charlottesville, VA on April 24, 2003. More than 100 attendees heard a wide variety of speakers address the latest fumigation related topics. Updates on the EPA mandated re-registration of Phostoxin, Respiratory Protection, Gas Detection, Fumigant Application Techniques, Food Plant IPM and Structural Fumigation were a few of the subjects on the program. Held annually, the Degesch America, Inc. Recertification School offers credit hours necessary to maintain licenses and certifications that are recognized by more than 25 States. The April 2004 is currently being planned. Dates and program information will be available on the Degesch America, Inc. website as they become available.



Dick Green & Susan Nichols assist



George Luzaich welcomes the attendees

Scenes from the Degesch America, Inc. Recertification School



Ed Hosoda, Cardinal Professional Products,
addresses the group



Break time

Grain Elevator and Processing Society

GEAPS Exchange 2003 was attended by more than 1,600 grain industry suppliers and members. Conference goers were given the opportunity to check out the latest innovations in the grain handling industry. More than 200 Exhibitors showcased their products during the Tradeshow, allowing members and guests to browse the displays and gather information on grain related topics. Conference registration for the 2003 GEAPS Exchange was 1,627.

GEAPS Exchange 2004 will be held in Minneapolis, MN on February 21-24, 2004. Mark your calendars, pack your warm clothes and join us in Minneapolis.



Mark Mathews discusses the Soda Blaster with a conference attendee



Industrial Fumigant Company personnel manning the booth

Association of Operative Millers

The Association of Operative Millers 107th Annual Technical Conference and Trade Show, held this year in "The City of Champions", was a great success. The Degesch Phosphine Generator was on public display for the first time and generated quite a bit of interest. Attendance was not available as this is being written, but appeared to be in excess of 1,000 attendees.

The 2004 AOM Tradeshow will be held in Wichita, KS on May 15-19, 2004. Mark you calendars and plan to be there



Jane MacMillan, Dow AgroSciences enjoys a quiet moment in the booth



Scenes from the AOM Trade Show

People in the News

Congratulations



Detia Degesch GmbH, parent company of Degesch America, Inc., announced recently that Mr Jürgen Wenzel has been appointed Director of International Sales. Prior to his acceptance of a position with Detia Degesch in February 2002, Mr. Wenzel held positions in International Sales, Business Development Project Management and Corporate Controlling with E. Merck, Darmstadt/Germany and Knoll (BASF Group). Mr. Wenzel is a Business Administration studies graduate of Mannheim University and holds a degree as Diplom-Kaufmann with focus on Marketing and Personnel Management. On a personal note, Mr Wenzel is 46 years old with a wife and three children. Mr. Wenzel replaces Rolf Geiss who retired December 31, 2002.



Degesch America, Inc. presents an award each year to the office with the highest rating in our Safety Program. Mike McLean; Manager of the Columbia River Division, Portland, OR is pictured receiving the award from Herb Yeaman; Director , Division Operations

News from the world of sports:

Anika Sorenstam recently competed at the Colonial Invitational in Houston, TX becoming the first woman in 50 years to appear in a PGA Tour event. Sorenstam shot rounds of 71 and 74, missing the cut by several strokes. Congratulations to Jim Sharpe for correctly predicting Anika's scores. After completion of play, Sorenstam stated she had nothing further to prove and would return to the LPGA

At a recent golf outing in Mississippi, George Luzaich and Noah Pritchard of Bluewater Shipping continued their grudge match, with Mr. Pritchard besting Mr. Luzaich. Mr. Pritchard stated he had nothing further to prove and would retire from the game.