

Features	EcoWise	Green Shield	GreenPro
Independent, Third Party Certification?	Yes	Yes	No
Certification Focus:	Companies and Practitioners	Companies	Companies and Practitioners
Verification of Competence:	<ul style="list-style-type: none"> <li>Practitioner takes online EC training and passes test before certification</li> <li>Certified practitioner performs or oversees work at customer account</li> <li>Company submits written IPM protocol for one pest as an example of their practices</li> <li>Company submits documentation for 10 IPM services at 3 accounts</li> <li>Records review and onsite evaluation before certification</li> </ul>	<ul style="list-style-type: none"> <li>Company provides training for practitioner which includes written IPM protocols for common pests</li> <li>Records review and onsite evaluation before certification</li> </ul>	<ul style="list-style-type: none"> <li>Practitioner takes GP training and passes test before certification</li> <li>Certified practitioner performs work at customer account</li> <li>Company provides affidavit stating that they comply with GreenPro requirements. Each year 10% of GP companies are randomly selected to receive an onsite records review and onsite evaluation</li> <li>No onsite evaluation of the company or service is required before certification</li> </ul>
Pesticides Used:	<ul style="list-style-type: none"> <li>Published standards showing evaluation criteria, approved list of active ingredients and example products</li> <li>Specific products the company uses are approved in advance of certification</li> <li>Exceptions and deviations are submitted for advance approval by EC Program Manager</li> </ul>	<ul style="list-style-type: none"> <li>Published standards showing evaluation criteria</li> <li>Specific products the company uses are approved in advance of certification</li> <li>Exceptions and deviations are submitted for advance approval by GS Program Manager</li> </ul>	<ul style="list-style-type: none"> <li>Partial evaluation criteria are published but the "Product Rating System Guideline" is not available to the public</li> <li>Practitioners determine with the customer what pesticides may be used based on formulations and use patterns (a simplified risk assessment)</li> </ul>
Website:	<ul style="list-style-type: none"> <li><a href="http://www.ecowisecertified.org">www.ecowisecertified.org</a></li> </ul>	<ul style="list-style-type: none"> <li><a href="http://www.greenshieldcertified.org">www.greenshieldcertified.org</a></li> </ul>	<ul style="list-style-type: none"> <li><a href="http://www.certifiedgreenpro.org">www.certifiedgreenpro.org</a></li> </ul>

# Who is Certified?

EcoWise	Green Shield	GreenPro
Western Pestec IPM Applied Pest Mgmt Orkin Commercial	Western Pestec IPM	Western  Applied Pest Mgmt. Orkin Pest Control
Ashford Pest Cntrl ATCO Pest Control		Bug Zappers Clark Terminix Omega Termite Crane Big Valley Termite Marquee Pest Mgmt.

# Contracting for IPM Service

# The Agency and the Pest Control Operator (PCO)

- The Agency has prime responsibility for pest control.

Why?

# The Agency owns & manages key assets



The Building



# Landscaping



# Staff





# Goods Coming In



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# Goods Going Out (Sanitation)



# The PCO is a Consultant

- Helps pre-empt and avoid pest problems
- Identifies pests and conducive conditions
- Advocates for IPM
- Makes recommendations for solving problems
- Evaluates recommendations with the customer

# The PCO Implements Pest Management

- Monitoring & inspection
- Education of building occupants
- Non-chemical & chemical controls



# The 2 of You Must Form a Partnership



# It's Best to Hire a Certified Company



INTEGRATED PEST MANAGEMENT  
Controlling pests with common sense

[www.ecowisecertified.com](http://www.ecowisecertified.com)



*Pest control. Peace of mind.*



# Be Clear about What You Want

- Specify that you require the company's Certified Service
- Specify that the company must use the most up-to-date standards



# Procurement

- Invitation to Bid (Sealed bid or Low bid)
  - Best qualified companies may not bid
- RFP (Source Selection)
  - More complex process
  - More control over outcome
- Purchase Order

# Pricing

#1 Reason for Poor Service:  
*Not paying enough*

Cost of Pest Control is  
small compared to other  
agency costs.



# Contract Specs: Scope of Work



- Keep it simple
- Avoid excessive reporting requirements
- Don't micro-manage



# Contract Specs, cont.

Contract separately for  
specialized services



# Contract Specs, cont.

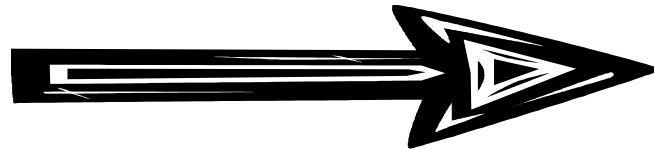
How will you choose pesticides if they are needed?



# Choosing Pesticides

- EcoWise Certified (and Green Shield)
  - Set of criteria
  - List of examples of structural pesticides
- San Francisco
  - Set of criteria
  - Approved list for SF bldgs, grounds & other
- Palo Alto
  - Set of criteria

Things to consider as you  
develop your IPM program





# The IPM Coordinator



# Posting/Notification of Pesticide Use

Contra Costa Co., Santa Clara Co., & San Francisco all use permanent signs in buildings for a limited # of least-toxic pesticides.

## Public Notice

### PESTICIDAL BAITS AND OTHER PESTICIDES THAT MAY BE USED AT THIS FACILITY

This information is provided by Contra Costa County's Facilities Division in accordance with the County's pesticide use posting policy. The following materials can be used without individual noticing.

Pest management in County facilities follows EcoWise Certified Standards for Structural Integrated Pest Management (IPM). (To view the written standards go to [www.ecowisecertified.org](http://www.ecowisecertified.org)) It is the County's policy to give preference to non-pesticide alternatives whenever and wherever possible. If pesticides are necessary, they will be chosen from among those listed below.

PRODUCT NAME	ACTIVE INGREDIENT	TARGET PESTS	Inside	Outdoors
Niban Granular Bait	Boric Acid	Ants, roaches		*
MF FC Ant Bait Stations	Fipronil	Ants	*	*
MF FC Roach Bait Stations	Fipronil	Roaches	*	
MF FC Roach Gel	Fipronil	Roaches	*	
Genrol Point Source & Genrol Concentrate	Hydrogen peroxide	Roaches, drain flies, pantry pests	*	
Advion Ant Gel	Indoxacarb	Ants	*	*
Advion Ant Bait	Indoxacarb	Ants	*	*
Advion Roach Bait	Indoxacarb	Roaches	*	
Oh Yeah!	Sodium lauryl sulfate	Insects	*	*

PRODUCT NAME	ACTIVE INGREDIENT	TARGET PESTS	Inside	Outdoors
Agnique	Poly (oxy-1,2-ethanediyl) 9, 10-bis(2,4,6-trichlorophenyl) ether	Mosquitoes		*
Vectrol WSP	Bacillus thuringiensis	Mosquitoes		*
PiGNY caulk gel	Cyanoacrylate	Pigeons		*
Advance Liquid Ant Bait	Borax	Ants		*
Terro Liquid Ant Bait	Sodium tetraborate decahydrate	Ants	*	*
Avert Roach Gel	Abamectin	Roaches	*	
Avert Roach Bait	Abamectin	Roaches	*	
Safer Ant & Crawling Insect Killer	Diatomaceous earth	Crawling insects	*	*
Mother Earth Granules	Boric Acid	Ants, Roaches		*

THE LABELLED HAZARD SIGNAL WORD FOR EACH OF THE PESTICIDES LISTED ABOVE IS CAUTION.

For information regarding specific areas treated, specific products used, and this policy in general, contact: ROLAND HINDSMAN at 925-313-7052



# Quality Assurance

To intelligently evaluate, you need the  
IPM Coordinator.

One way is to  
measure declining  
calls for service.

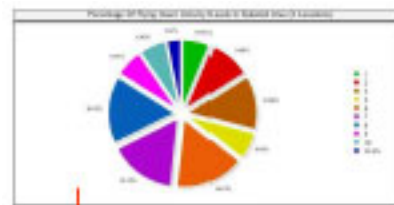
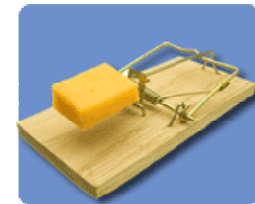


# The IPM Continuum

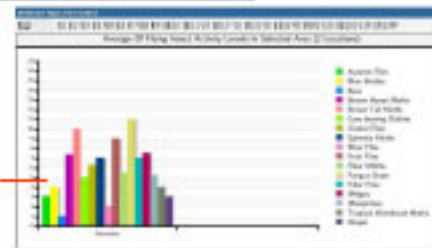
From



To



Rentokil Pest  
Control  
Pest Net Online  
TREND ANALYSIS  
GRAPHS





# If you can't hire a certified company...

Require the company to follow the  
EcoWise Certified  
IPM Process



INTEGRATED PEST MANAGEMENT  
Controlling pests with common sense

[www.ecowisecertified.com](http://www.ecowisecertified.com)

# Contract Specification

- Reference the EcoWise Certified IPM Process in the pest control contract or purchase order
- It will be important to monitor closely at first



# Where to get help:

- Colleagues: Bay Area IPM Coordinators' Group
- EcoWise Certified IPM Contracting Tool Kit:  
[ecowisecertified.org](http://ecowisecertified.org)
- Tanya Drlik, [tdrlik@hsd.cccounty.ca.us](mailto:tdrlik@hsd.cccounty.ca.us)  
925-335-3214