



The Enterprise

The Newsletter of Central States Enterprises

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Since 2014

Central States hosts 7B Re-Certification Course

Kat Benton
CSE Marketing Director

Central States Enterprises held a 7B Re-Certification course on Tuesday, August 4 from 8am-5pm at the Quality Inn & Suites. Over 30 certified applicators from all across the state of Kansas arrived to renew their licenses. This was year 11 that CSE has hosted a re-certification course.

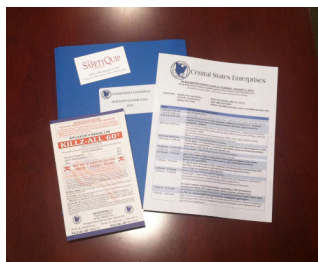
Lectures were delivered by Central States Vice President Thadd Bigler, HR and Safety Director Ward Stockamp, and Hazmat Specialist Dwight Switzer. Highlights included the core hour delivered by Kansas Department of Agriculture field staff investigator Kent Spor, which served to update the group on laws, regulations, enforcement, and environmental effects. Spor also discussed EPA and FIFRA.

Another notable speaker came from Kansas State University, Dr. Bhadruraju Subraman or Dr. Subi who is a professor of stored-product entomology with the Department of Grain



Dr. Bhadruraju Subraman (Dr. Subi) of K-State University.

Science and Industry there. His lecture on the effects of pesticides on insects showed results of varying pesticides used at specific concentrations and exposure times. "Even phosphine resistant



insects can be killed with phosphine and a longer exposure time of 15 days – at all life cycles," noted Dr. Subi. He also mentioned that another viable solution to that trending issue would be diversifying the product used and tactics which are also 100% effective executed correctly.

Central States will continue its training and re-certification course throughout the year. Check back on www.centralese.com regularly to learn more and sign-up when they become available.



An Inside Look: The Fumigation Change

Thadd Bigler
CSE Vice President

Where did the time go? I snickered recently as several of our team members referred to me as "old man." My two sons are allowed to call me old man... on occasion. I hate to admit that I cannot do what I used to do 30 years ago. But what I can do is pass on knowledge that I have learned in the fumigation industry to these eager "young bucks."

It gives me great pleasure to educate our next generation of fumigation industry professionals. Whether it is sales, practitioners, research, or consulting; knowledge reigns supreme. Our industry demands this, and we owe it to ourselves; and our employers to consistently get better as we work on these skill sets.

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Pictured above: HR and Safety Director Ward Stockamp gives a talk on respiratory protection use and application.

Pictured below: KDA field staff investigator Kent Spor updates the group during the core hour.



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...Inside Look continued from page 1...

Change is a good thing provided that change is warranted. I blame our industry in bastardizing great ideas by not understanding the basics of applied fumigation sciences. Let's face it, we create our own issues by overthinking processes. I use phosphine as an example of this. It has been vogue to lower dosages and now exposure times utilizing "new techniques."

Surprise, someone forgot about the correlation between concentration and time in the fumigation model. The end result has been failed fumigations and the possibility of now having insect species more tolerant of phosphine gas. Maybe I am just too old, but I can reflect on dosages/exposures that were once common, 100 grams/1,000cuft held for 7 days, to now using 20 grams/1,000cuft for 3 days. So why the drastic change?

The reality is this: time is money: cutting the amount

of product equates to saving money. The result is saving money by not killing the target pest.

The commodity hasn't changed. Phosphine gas hasn't changed. The pest being controlled hasn't changed (we hope). The only change that I have seen is the efficacy of the fumigation. Maybe we need to take one step back and start with a thorough understanding of the science of the gas itself. Again, change is a good thing provided that change is warranted.

I have been blessed by growing up in the fumigation industry. I started fumigating at the ripe old age of 18, and God willing, will end my career in this industry. Through my journey, I have had the opportunity to meet several wonderful people, of which several of them (and you know who you are) are now my friends. I love this industry. As I reflect on my career, I always end up asking where did the time go?



It's time to fumigate, and Central States can do it all!

General Pest Control Programs:

Pheromone Trapping
Crack and Crevice Treatments
Precision ULV Fogging Programs
Customized Facility Applications
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Fumigation Services:

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General Pest Control

Call Central States for a quote today.
(800) 527-8215
Don't wait until it's too late.

Our Vision Statement

Our company vision is to expand our business to meet customer demands for exemplary service and reliable products coast to coast. Central States Enterprises will be sustainable by becoming the premier provider of commodity fumigation services through sampling, inspection, detection, and remediation.

Our goal is to outlast, outwork, and outvalue our competitors by providing personalized service that caters to every want and need of our current and potential customers.