



understanding and complying with
the green service standard



INTRODUCTION AND BACKGROUND

To qualify for GreenPro, a pest control company must first meet the standards and be certified as a QualityPro company.

The GreenPro Orientation Manual requires that participating companies must adopt GreenPro service standards for those accounts at which it is providing a green service. GreenPro will make all attempts to ensure that this program reflects the most comprehensive approach to providing a prevention-based integrated pest management service. Therefore, we anticipate that this program will continue to improve and evolve on a regular basis. We encourage GreenPro program members to provide us with their feedback on ways we can better implement and further promote green pest management.

Purpose

The purpose of this document is to ensure that GreenPro companies understand and are able to comply with the program's green service standards in a way that results in measurable and verifiable risk reduction. It's equally important that the company be able to clearly communicate the value of its green service program to both its employees and its customers. This program covers only general pests and does not include wood destroying insects or fumigation.

Perhaps the best and most effective way to comply with GreenPro's green service standard is by providing customers with a comprehensive green approach that includes the implementation of an integrated pest management (IPM) program. IPM is a long-standing, science-based, decision-making process that identifies and reduces risks from pests and pest management strategies. It coordinates the use of pest biology, environmental information, and available technology to prevent unacceptable pest levels by the most economical means, while posing the least possible risk to people, property, resources, and the environment. The GreenPro services management program serves as an umbrella to provide an effective, all encompassing, low-risk approach to protect resources and people from pests. IPM is the cornerstone of complying with the "green service standards" of GreenPro. **GreenPro companies that are providing a GreenPro service shall comply with these requirements.**

Integrated pest management is a multi-step process that guides PMPs toward efficient, effective, and sustainable pest management that emphasizes pest prevention and non-chemical methods. This decision-making process backed up by thorough monitoring, record keeping, integration of a variety of control strategies and customer communications are the principal characteristics of IPM.

Green Standards Details

A structural IPM program must be implemented, which emphasizes three fundamental elements:

1. **Pest Prevention.** IPM is a preventive maintenance process that seeks to suppress pest reproduction and to identify and eliminate potential pest access, shelter/habitat, and availability of food and water. Monitoring on a continual basis for pests and pest conducive conditions is conducted in order to identify problem areas and prevent small infestations from becoming large ones. Pest management professionals (PMPs) must use management practices to prevent pests which include, but are not limited to:
 - a. Customer education.
 - b. Removal of pest habitat, sources of food and water, and breeding areas or recommendations to the customer/client on steps they should take to eliminate sources of food, water or breeding areas.

- c. Prevention of access to structures or recommendations to the customer/client on steps they should take to modify the structure to eliminate pest access to the structure.
 - d. Management of environmental factors, such as temperature, light, humidity, atmosphere, and air circulation, to prevent pest reproduction and serve as a deterrent to pest infestation.
2. **Multiple Management Strategies and Tools.** A variety of pest control strategies and tools are integrated into a comprehensive program to manage the pest. Management strategies may include, but are not limited to, the following:
- a. Providing the customer with information about behaviors, conditions, and policies that allow pests access to the site, food, water, and habitat
 - b. Mechanical or physical controls including, but not limited to, traps, vacuuming, steam cleaning, or physical barriers
 - c. Horticultural controls including, but not limited to, changing irrigation practices, treatment or removal of plants attracting pests and/or providing access to structures
 - d. Biological controls, including the use of predators
 - e. If preventive measures, along with the practices of paragraphs a through d above, are insufficient to prevent or control pests, chemical controls may be used. Chemical controls must be applied according to the pesticide application standard described later in this document.
3. **Systems Approach.** Pest management must take into account and be effectively coordinated with other relevant activities and programs that operate in and around a building. Whenever possible, a pest management perspective should be incorporated in procedures and plans involving cleaning, waste management, food service and handling, storage, repair and alteration, and design and construction. In order to accomplish this, the PMP must form a partnership with the customer to provide education on pest management issues and to gain cooperation.



IPM Performance Standard: How to Implement the Program

The PMP shall adopt the following practices at each site:

1. **Establish a partnership**

Establish a partnership with the customer that facilitates customer education, participation in problem solving, and feedback; the PMP should take all opportunities to continue communication with the customer and provide on-going education for the customer. As part of this effort, the PMP shall provide the customer with a brochure that describes the GreenPro program and provide GreenPro contact information so that customers may provide suggestions, ask questions or voice concerns directly to the program administrator.

If the green service is not providing a satisfactory result to the customer, the customer may elect to revert to a conventional service with the PMP. When this occurs, the PMP and the customer must discontinue marketing or refrain from making any claims about the green service provided at that structure. Prior to reverting to a conventional service that is not consistent with the GreenPro standards, the PMP must attempt to obtain the written approval of the customer. In situations where written approval cannot be obtained in a timely fashion, the PMP may obtain the verbal consent of the customer, provided that the company shall provide written notice to the customer, sent by the close of business of the following business day, confirming the decision. When communicating with the customer verbally and in writing, the company shall clearly indicate the termination of the GreenPro service, explain why a green service will no longer be employed, what the conventional service entails, and how this differs in terms of product usage, frequency and responsibility of the customer.

2. **Record a detailed history about the pest problem(s) from the customer:**

- a. Type of problem(s) and/or pest(s),
- b. Evidence of problem(s) and/or pest(s),
- c. Location of problem(s) and/or pest(s),
- d. Actions already taken by the customer (or prior PMP) and results, and
- e. Incidents, actions, weather conditions, etc. that occurred prior to or around the time the pest problem was first noticed that might be linked to the pest infestation.

3. **Thoroughly inspect the property.**

The initial site assessment and subsequent inspections must be performed by an individual that has been trained and successfully passed the GreenPro examination and who has been retrained by the company in accordance with GreenPro's employee testing and training qualification. At a minimum, inspections must include the following:

- a. **Identify pest(s).** If a pest is unfamiliar, research and understand the pest's biology and habits and how they impact management of the pest.
- b. **Prepare a written list/map of:**
 - i. Key pest(s) (using common names) discovered and locations
 - ii. For each pest, identify:
 1. Extent of problem, and/or amount of damage
 2. Conditions conducive to pest infestations
 3. Habitat modifications required
 4. Pest-proofing/repairs needed inside and outdoors

4. **Discuss inspection findings with customer including pest/problem, location, and severity.**

- a. Document the findings of the inspection
- b. Make recommendations on how to correct the problems at the site. These include:
 - i. Conducive conditions/eliminating sources of food, water, and shelter
 - ii. Repairs that need to be made or modifications to the structure
 - iii. Habits of the inhabitants/actions taken by personnel that need to be changed
 - iv. Locations of items creating conducive conditions

5. **Discuss management strategies with the customer, including the PMP/customer relationship that will be necessary to solve a pest problem and provide the customer with information about the company's green service program.**
 - a. Discuss the responsibilities of the PMP and the responsibilities of the customer
 - b. If appropriate, discuss pest tolerance levels and thresholds that will trigger treatment
 - c. Discuss with the customer the non-chemical IPM tools used by the company
 - d. Determine with the customer the pesticides that may be used on that site and how they fit into the treatment process based upon formulation and use patterns. All pesticides must be applied in accordance with the pesticide application standard, below.
 - e. Discuss options for management and the PMP's recommended treatment strategies. Review a possible course of action to be taken throughout the treatment process based upon the individual tolerances of that account
 - f. Discuss the possible outcomes (if known) of the treatment methods, how long they might take to impact the pest, what they may expect and the estimated cost
 - g. Discuss the fundamentals of IPM (e.g., using knowledge of pest biology, monitoring, trapping, baiting, pest exclusion, partnership with PMP, all of which lead to effective, long-term pest control and minimal pesticide use)
6. **Develop a written site-specific IPM Plan that integrates a number of treatment strategies. The plan must be developed and performed by a GreenPro qualified individual.**
 - a. Focus on solving pest problems using prevention, other long-term solutions, and lowest risk strategies and products
 - b. Select, integrate, and apply appropriate IPM treatments to limit availability of food and habitat, reduce pest reproduction, limit pest access to the structure, and directly suppress the pest
 - i. Choose treatment strategies that are appropriate to the pest and the site and that include an appropriate mix of customer education, physical/mechanical controls, horticultural controls, biological controls, and when necessary, appropriate chemical controls.
 - ii. Fit treatments to the customer's needs, the site, and the surrounding environment
 - iii. The chemical control products to be used on that site are to be addressed in this plan. This plan will state if the product selection will take place at the development of the site plan or if the use of a product is deemed appropriate
 - c. The site plan must be evaluated on an annual basis and modified as deemed appropriate
7. **Provide customer with inspection records and recommendations within a week of each visit.**
8. **Establish a continual monitoring program appropriate to the site, to gather information used to guide the pest management process. Subsequent monitoring may be less detailed but shall at a minimum cover the following:**
 - a. An evaluation of the success of actions taken by the customer and the PMP
 - b. A reinspection of problem areas to determine if recommendations addressing conducive conditions have been completed

- c. An inspection for new problems
- d. Communication to update the customer
- e. Assessment of customer's satisfaction with treatment

9. **Maintain written records of the pest management process (Refer to the "Recordkeeping Standard").**

Treatment Strategies

A GreenPro company must implement its treatment strategies in the following order.

Treatment Step 1:

Primary treatment strategies are non-chemical, such as:

- Sanitation
- Harborage reduction
- Physical, mechanical, cultural & biological controls

Treatment Step 2:

The use of contained baits placed in locations that are inaccessible to children and pets in addition to or instead of further habitat modification, behavioral practices being addressed, sanitation, and any other action that may be taken to address the pest population.

Treatment Step 3:

If continued use of pesticides is necessary, they must be applied according to need and not on a regimented or predetermined schedule. Step 3 applications include:

- Applications to cracks and crevice or void using a gel formulation. For pests other than ants and roaches, the company may make an application to a crack and crevice or void using a low-pressure liquid application of a low-VOC material or the application of a dust using a manual duster. NOTE: See definitions for crack and crevice and void treatment, low pressure application, and low-VOC material.
- Spot treatment outdoors using products determined by US EPA to be exempt from regulation (FIFRA Section 25(b)). Use of other products for a spot treatment outdoors is permitted only for a directed treatment to nests of stinging insects, spiders or ants; such a treatment shall not be made to impervious surfaces. NOTE: See definitions for spot treatment, directed treatment and impervious surfaces.
- Spot treatment indoors may only be performed with an insect growth regulator or product that the U.S. Environmental Protection Agency has determined to be exempt from regulation (FIFRA Section 25(b)). If the use of these products does not provide a satisfactory result, spot treatment with pyrethrins may be used provided that the company notifies the customer in writing to avoid contact with the treated surface.

If a GreenPro company must take necessary actions to eliminate the pest problem in way that is not consistent with treatment steps 1-3, the PMP must:

- 1.) Attempt to obtain the written approval of the customer. In situations where written approval cannot be obtained in a timely fashion, the PMP may obtain the verbal consent of the customer, provided that the company shall provide written notice to the customer confirming the decision, sent by the close of business of the following business day. When communicating with the customer verbally and in writing, the company shall clearly indicate that the service does not conform to the GreenPro service, explain why it is proposing to make an exception to the GreenPro service, how this differs in terms of product usage, frequency and responsibility of the customer.

- 2.) The company shall revert back to treatment steps 1-3 as soon as practicable.
- 3.) The company shall make a record of having made an exception from a green service.
- 4.) It is expected that GreenPro companies will only make exceptions to treatment steps 1-3 in exceptional circumstances. Repeated switching/exceptions may result in loss of certification.

Pesticide Application Standard

If using a pesticide, the following apply:

1. Pesticides shall be applied according to need and not by predetermined schedule unless required by the customer such as food plants where rodent baiting may be required by regulatory agencies, auditors, or corporate policy. (Note: this does not in any way preclude monitoring or other interactions with the customer that may occur on a regular, scheduled basis.)
2. Pesticides shall be applied in such a way as to minimize the risk to non-target organisms and the environment, including water quality.
 - a. A pesticide application shall be made in a precise manner, in the smallest area to be effective, using the minimum quantity of pesticide necessary to achieve control as determined by the treatment step being implemented by the PMP
 - b. An applicator, prior to and while applying a pesticide, shall evaluate the application to determine the likelihood of harm or damage to non-target species. No pesticide application shall be made or continued when:
 - i. There is a reasonable likelihood that the application will expose persons or clothing of persons not involved in the application process; or
 - ii. There is a reasonable possibility of damage to, or contamination of, non-target plants, animals, or other public or private property, including water running off or running near a treated area during or any time after the treatment.
 - c. Fogging or broadcast sprays with pesticides to the interior of structures where humans live or work may not be used as part of a GreenPro service. Prior to making an application that is not consistent with the GreenPro standards, the PMP must obtain approval from the customer as set forth under Treatment Step 3 of this standard (see page 6). It is expected that GreenPro companies will only make exceptions to treatment steps 1-3 in exceptional circumstances. Repeated switching/exceptions may result in loss of certification.
 - d. Perimeter pesticide treatments around the outside of structures shall not be used in a GreenPro Service. Prior to making an application that is not consistent with the GreenPro standards, the PMP must obtain approval from the customer as set forth under Treatment Step 3 of this standard (see page 6). It is expected that GreenPro companies will only make exceptions to treatment steps 1-3 in exceptional circumstances. Repeated switching/exceptions may result in loss of certification.
 - e. Use of rodenticides is limited as follows:
 - i. Rodent activity must be documented prior to baiting with rodenticides (eg evidence of rodent activity or by monitoring traps);
 - ii. Rodenticides must be used in a bait block formulation (except when used in burrows). Bait blocks must be placed in tamper-resistant bait stations that are anchored except when used for baiting in secure or locked areas, inaccessible voids, or sewer lines; outdoor bait stations must be weather-proof
 - iii. Rodenticides placed in burrows must be in pellet form and placed in the burrow so that they are inaccessible to humans and animals.
 - f. In a public health emergency, an officially declared emergency, or under state or federally mandated control programs, when PMPs must comply with local, State and Federal laws or mandates that may be in conflict with the Pesticide Application Standard, their certification will not be affected.

RECORDKEEPING STANDARD

1. Records should be retained by a GreenPro company for a minimum of 5 years. States may have more stringent requirements and the company must follow state regulations.
2. Records should be maintained in sufficient detail and in a manner to be readily understood and to demonstrate compliance with the GreenPro program
3. Records covering pest management must document the practices taken along with any additional information the certifying agent deems necessary. Type and number of pest control devices (e.g., snap traps, glue boards, insect light traps) with these locations marked on a site map.
4. All records for pesticide application must include name of pesticide used and EPA registration number, target pest, quantity used and rate applied, location of application, method of application, date and time of application, and name of the applicator.
5. Copies of inspection records and recommendations must be provided to customers within a week after each visit.
6. Approvals and other documentation must be retained in accordance with state and/or federal requirements. Retain monitoring records, evaluations by site contact and PMP, and any other documentation that states proposed deviation from program.
7. If a PMP chooses to provide a pest control service that is not consistent with the GreenPro standards, or revert from a GreenPro service to a conventional service, the PMP must attempt to obtain the written approval of the customer. In situations where written approval cannot be obtained in a timely fashion, the PMP may obtain the verbal consent of the customer, provided that the company shall provide written notice to the customer confirming the decision. When communicating with the customer verbally and in writing, the company shall clearly indicate that the service does not conform to the GreenPro service, explain why a green service will no longer be employed, what the conventional service entails, and how this differs in terms of product usage, frequency and responsibility of the customer. The GreenPro company shall maintain such approvals and confirmations to the consumer with its records and provide all such approvals and confirmations to the consumer to GreenPro in the audit process. It is expected that GreenPro companies will only revert from a GreenPro service to a conventional service in exceptional circumstances; repeated "switching" may result in loss of certification.

MARKETING GREENPRO

1. A company may advertise that it is a GreenPro company if all services offered by the company are in conformance with the GreenPro standards.
2. If the company offers both conventional services and GreenPro services, any marketing materials or claims must clearly indicate that only the GreenPro service is so certified. All marketing claims must clearly distinguish the certified service apart from other conventional services offered by the company. Use of the GreenPro certification to claim or imply that any non-complying pest control services are GreenPro shall result in revocation of certification.

DEFINITION OF TERMS USED IN THIS DOCUMENT

Bait: a product that combines an active ingredient with an attractive carrier that may be comprised of a preferred food source, attractant, or pheromone.

Conducive conditions: an attribute of a given micro-ecosystem that can lead to a pest presence; and/or structural conditions that contribute to and infestation (e.g., broken or missing window screens)

Crack and crevice, or void treatment: directed application of a pesticide into an area where the pesticide is not accessible (or visible) to people. The pesticide must be applied in such a way as to prevent leakage from the crack and crevice or void. Crack and crevice and void openings commonly occur at expansion joints in a structure, between different elements of construction, between equipment and floors, and deficiencies on the interior and exterior of a building (i.e. cracks in the foundation and walls and building materials separating due to deterioration over time).

Directed treatment: use of equipment and techniques to limit pesticide applications to a defined target area

Fogging: a pesticide application technique in which a formulated product is broken down to small particles, is aerosolized, and suspended in air to contact pests in the area where product is being directed.

GreenPro: a company designated as GreenPro must ensure that in addition to stringent hiring standards all employees have met the training, retraining and testing requirements set forth in Qualification 1:3 of the GreenPro Orientation Manual.

Impervious surface: a surface on the periphery of a structure that is covered by brick, concrete, concrete pavers or asphalt paving materials, which does not absorb water, including but not limited to, paved parking areas, driveways, roads, sidewalks and patios, but does not include building elements on the structure, itself.

Insect growth regulator (IGR): a substance effective in upsetting or modifying normal insect growth processes

Integrated pest management (IPM): structural integrated pest management (IPM) means a systematic decision making approach to managing pests, which focuses on long-term prevention or suppression with minimal impact on human health, property, the environment, and non-target organisms. Structural IPM incorporates all reasonable measures to prevent pest problems by properly identifying pests, monitoring population dynamics, and using cultural, physical, biological or chemical pest population control measures to reduce pests to acceptable levels. If a pesticide application or other control measure is determined to be necessary, the selection and application of the control measure shall be performed in a manner that minimizes risk to people, property, the environment, and non-target organisms, while providing effective pest management.

Low-VOC material: a pesticide active ingredient with a vapor pressure of less than 0.1 mm Hg at 20°C, as defined at the United States National Library of Medicine's Toxnet website (<http://toxnet.nlm.nih.gov/cgi-bin/sis/htmlgen?CHEM>).

Low pressure liquid application: applied at a pressure less than 20 pounds per square inch (aerosol products are not considered low-pressure liquid applications);

Pest(s): any living organism that causes damage or economic loss or transmits or produces disease. For the purposes of this document, the term "pest" does not include microorganisms or plants.

Pest management: a comprehensive approach to dealing with pests that strives to reduce pest status to tolerable levels by using methods that are effective, economically sound, and ecologically compatible often involving multiple strategies

Pesticide: any substance or mixture of substances intended for preventing, destroying, repelling, or mitigating any pest.

Perimeter treatment: a treatment to the exterior perimeter of a building where the structure is completely or nearly completely encircled by a continuous pesticide application.

Pest management professional (PMP): a company licensed to provide commercial pest management services

Pheromone: a substance produced by one animal used to communicate with another animal of the same species. These may also be synthetically produced to mimic the naturally occurring compound and used in both control and monitoring of a pest population.

Records: any and all communication or documentation (i.e. site plans, contracts, recommendations, application log, site map, sanitation reports, invoices, etc.) generated, received, or used throughout the service life of the account
Scheduled (or calendar) treatments: treatments performed on a regularly scheduled basis regardless of the data generated through monitoring or other surveillance activities

Space spray: see fogging

Spot treatment: an application to limited areas on which insects are likely to occur or have been located during the process of monitoring or inspection. For this purpose, a "spot" will not exceed 2 square feet (Ohio State University Extension Bulletin 512). Spot treatments may be utilized on the interior and exterior of a structure. The use of spot treatments in a GreenPro service is limited (see the section on "Treatment Strategies").

Tamper-resistant bait station (for rodents): rodent bait stations that meet the criteria established by the U.S. Environmental Protection Agency

Treatment: employment of procedures, application of materials, or the utilization of resources designed to alleviate pest problems



REFERENCES

- California Department of Pesticide Regulation IPM resources (IPM for Schools, Healthy Schools Act 2000, other web sites and documents on their website)
- Ecowise Certified Handbook for Structural IPM Certification. 2007. Association of Bay Area Governments.
- United States Environmental Protection Agency Pesticide Registration (PR) Notice 94-7: Label Improvement Program for the Revision of Use Directions for Commensal Rodenticides and Statement of the Agency's Policies on the Use of Rodenticide Bait Stations. 9-16-2004
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Appendix A

SELECTING A PESTICIDE PRODUCT

GreenPro is designed to reduce risks to human health and the environment by eliminating or reducing potential routes of exposure. If pesticides are needed to manage pests, GreenPro PMPs must conform to the pesticide application standards described in this document. In addition, GreenPro PMPs must adhere to the requirements and best practices expected of all PMPs, including use of properly labeled products and application methods, following safety precautions that minimize risks to health and the environment, and best professional judgment in considering risk and exposure. There is no fixed list of acceptable “green” products and methods. Instead, GreenPro PMPs should choose a suitable product after conducting a “risk assessment” and evaluating four risk variables: **1. Toxicity, 2. Potential environmental impact, 3. Potential for exposure, and 4. Sensitivity of the site.**

1. Toxicity

Toxicity is a measure of how inherently poisonous a chemical is to a living organism when inhaled, eaten, or absorbed through the skin. Toxicity information about the product is available on the MSDS and on the label. Information about these risks can be found on the product label, MSDS and other resources available from universities, government agencies and public interest organizations (see resources below).

A. Acute Effects

Acute effects are various potential adverse effects from a substance after a short exposure. The pesticide label warns users of the dangers of acute effects of the product through precautionary statements and prominently displayed signal words. Signal words are based on a system which breaks pesticides into categories based on LD50, the lethal dosage of a compound necessary to kill 50 percent of a population of test organisms (rats, mice, etc.). The higher the LD50 rating, the lower the toxicity. A pesticide with a very high LD50 is considered to be practically non-toxic. Chemicals with very low LD50 ratings are highly toxic. The signal words are as follows:

CAUTION for slightly toxic

WARNING for moderately toxic

DANGER or **DANGER-POISON** for highly toxic

All things being equal, PMPs should choose products with CAUTION labels over those with WARNING labels and products with WARNING labels over those with DANGER or DANGER-POISON labels. But PMPs need to consider two other factors when comparing the toxicity of different products: (1) that the final toxicity will be significantly reduced if a product is diluted before application, and (2) the risk of exposure. In some cases, a product labeled WARNING may pose a lesser risk to people at the site than one labeled CAUTION (see Risk of exposure below).

B. Delayed Effects

PMPs also need to consider potential delayed effects when selecting a product. A delayed effect can be an illness or injury that occurs after only one exposure but which does not become apparent until much later. Examples of delayed effects are lung damage or brain damage after inhaling certain industrial gases or a birth defect caused by a single exposure to radiation. Delayed effects may also occur after repeated exposures. Chronic toxicity describes the delayed adverse effects of a substance after small, repeated doses or continuous exposure over a long period. The delayed effects are used to describe potential effects after exposure to products far beyond normal exposure to products used by the pest management industry. Note that these descriptions are used for illustrative purposes only and do not imply that products that are used by the pest management industry will cause any of these problems when used according to the label. The USEPA makes every effort possible to only register products which will not cause long term effects when used in accordance with the EPA approved label. Below is a glossary of categories excerpted from the EPA Core Manual, *Applying Pesticides Correctly*:

- Oncogenic: may produce tumors
- Carcinogenic: may cause cancer/malignancy
- Mutagenic: may cause mutations in genes or chromosomes
- Genotoxic: may damage genes
- Teratogenic: may cause birth defects
- Fetotoxic: may cause miscarriage or stillbirth
- Endocrine disruptor: may disrupt the hormone system
- Reproductive: may cause infertility, sterility, or impotence
- Hemotoxic: may cause blood disorders
- Neurotoxic: may cause paralysis, tremors, blindness, brain damage, or behavioral changes
- Systemic: may cause disorders of the skin, respiratory system, liver, kidneys, etc.

Information about these risks can be found on the product label, MSDS and other resources available from universities, government agencies and public interest organizations (see resources below). NPIC also has links to various sites with information on the toxicity of specific pesticides and other chemicals.

Whenever possible, choose products that do not contain chemicals that are known or suspected of causing delayed or chronic effects.

C. Allergic Effects

Some pesticides are more likely than others to cause allergic reactions in some people, although not in others. Allergic reactions are not thought to occur during a person's first exposure, but may occur after subsequent exposures. Allergic reactions can range from itchy, watery eyes to rashes, all the way to systemic effects such as asthma or life-threatening anaphylactic shock. Allergy is of special concern in sensitive sites such as those with ill or elderly residents, or with very young children.

PMPs should always check the precautionary statements on the pesticide label for statements about allergy and sensitization and evaluate the potential for allergic reactions when choosing products and application methods for a particular site.

2. Potential Environmental Impact

Environmental impact is of major concern for pesticide applications outdoors. GreenPro PMPs should favor products and application methods with lesser risks to ground water, surface water, bees, and other non-target animals, as well as reduced chances of drift or other movement into non-target areas.

PMPs should check for environmental impacts on the Environmental Hazards section of the pesticide label. Potential environmental impacts to evaluate when comparing and choosing pesticide products are also shown in the Table 1.

3. Potential for Exposure

The potential for exposure during or after treatment varies with both the product and the application method used at the site. Risks to human health or the environment are the result of both the toxicity of and exposure to a product (risk = exposure + toxicity).

A PMP can effectively reduce risk by reducing the potential exposure to a toxic substance. GreenPro PMPs use formulations such as insecticide baits, and application methods such as void treatment and crack and crevice application, that reduce the risk of exposure. The risk of exposure can also be reduced by applying products as needed rather than on a schedule.

4. Sensitivity of the Site

The sensitivity of the site to pesticide exposure also affects the choice of product. Schools, medical facilities, homes with infants or with ill or elderly individuals, and other locations with people or animals that are more susceptible to pesticide exposure require special consideration and a greater margin of safety. The same is true when servicing outdoor areas with special environmental concerns, such as a high water table, nearby marsh, or endangered species. When a pesticide is necessary in such a sensitive site, PMPs should choose only products and application methods having the very lowest risk potential.

ADDITIONAL RESOURCES:

National Pesticide Information Center (<http://npic.orst.edu/>). NPIC provides objective, science-based information about pesticides and pesticide-related topics to enable people to make informed decisions about pesticides and their use. NPIC also has links to various sites with information on the toxicity of specific pesticides and other chemicals.

US EPA Pesticide Product Database (<http://oaspub.epa.gov/pestlabl/ppls.home>)

US EPA Fact Sheets, REDs (<http://www.epa.gov/pesticides/reregistration/status.htm>)

US EPA Fact Sheets on New Active Ingredients (<http://www.epa.gov/opprd001/factsheets/>)