



CPMA President's 2020 Outlook

January 21, 2020

Welcome everyone to 2020 !!! We are coming off a successful 2019 and your CPMA board is filled with an energetic team of passionate leaders in the pest control industry; I am very excited for what lies ahead.

Re-certification Credits / Continuing Education Credits (CECs):

The implementation of CECs for every Province is one of the primary goals of my presidency, and the board as a whole. I have had very productive meetings with key Ministers and Government officials over the past 6 months.

Québec

When I worked as a board member of the AQGP, we worked very closely with Stephan MacDonald (President of the AQGP), a team of industry leaders, and a lobbyist to garner the attention of the government. Over the course of the next several years that same team was able to press forward with their agenda and are now mere months away from full implementation of CECs for the province; a huge congratulations to the AQGP.

New Brunswick

A very productive meeting was conducted with Minister Jeff Carr (MoE) in the summer of 2019. He and his staff agree that CECs ought to be in place for NB and are we are working toward the next steps in making this a reality. I have tentative follow up meetings scheduled this quarter.

PEI

A recent meeting (Jan 10th) with Minister Trivers and Deputy Minister Colwill regarding CECs proved very productive. They are very interested in pursuing this and we will have follow up discussions on implementation.

Ontario

I have, and will continue to, work with SPMAO to identify the best plan of attack for this province. The *Pesticides Act* in Ontario will be opened for amendments forthcoming. We have sent letters of support to the Ministry of Environment and requested a meeting to discuss CECs.

Canada

In 2019 a meeting was held with Canada's then Health Minister, Ginette Petitpas-Taylor, to discuss my concerns over CECs, licencing in Ontario, lack of active ingredients in Canada, and use patterns for labels; she was very receptive; however, she is no longer the Health Minister. We will start the process again with Minister Patty Hajdu.

We are hopeful that by the end of 2020 we will have CECs in place, or have a firm commitment to proceed, from all provinces across Canada.

Pest Management Regulatory Agency (PMRA)

We are the voice of our industry; it is our duty to continue to press the PMRA on the important issues we face. Our healthy relationship with them allows for us to host annual in person meetings with their decision and policy makers. In addition to the annual meetings, we have requested quarterly conference calls to further improve our communication and expedite matters at hand such as;

- Utilizing the CPMA as a resource for decision making
- Availability of active ingredients
- Efficiencies in the registration process
- Exemptions for green products
- Decisions based on the structural industry and how we utilize the product(s)
- Label language
- Use patterns vs. specific pests
- Special use permits
- Re-evaluation decisions
- National standards (licencing, CECs, etc.)

We also feel that there may be a disconnect between manufacturers and the PMRA in terms of the product registration requirements, processes, and information. The CPMA is seeking to host a one day workshop/roundtable with manufacturers and key PMRA members where we hope an exchange of concerns, solutions, and ideas will create a more harmonious registration process.

Member Value

As we continue to grow as an association, we need to continue to show value to our members. Some items on my radar to commence development on prior to the annual CPMA Conference this March:

- NPMA content/material/initiatives – keep Canada at the forefront
- CPMA – what can we do for you initiative?
- Insurance discounts – review and re-negotiate options
- Supplier/Manufacturer incentives
- Affiliate programs – review what is in place and look for additions
- Celebrate our wins (PMRA, CECs, etc.)

More information will be coming on all of these initiatives as we begin to roll them out.

Pest Management 2020 Annual Conference (in Québec City)

Our goal is to make this upcoming conference the most successful in CPMA history! We are collaborating with the AQGP to ensure the event has world-class speakers, excellent sponsorship, front facing marketing, and ultimately an attendance that breaks records.

I look forward to a very productive year and am very proud of the team of leaders we have on the CPMA board. Thank you for all of your hard work and dedication to our industry.

Sincerely,

Sean Rollo
CPMA President