



# BIOGRAPHY

## Erich Hobelmann

B.A. Education

Business Development Manager

Douglas Products



I became a sales representative for Vikane® gas fumigant in 1996 when I joined Dow AgroSciences, and I joined Douglas Products in 2015. I am based in Florida and now serve the state with the exception of the southeast corner. I also support customers in North Carolina, South Carolina, Georgia, Alabama, Mississippi and Louisiana for ProFume® gas fumigant as well.

I grew up working in my father's pest control business, Hobelmann Exterminating in St. Petersburg, Florida. We did fumigation, subterranean termite treatments and general pest control, everything with the exception of lawn care. When more and more of my dad's industry friends gave us their fumigation leads, fumigation became our main company focus. We were doing 500+ fumigations per year with one crew.

Hobelmann Exterminating was actually started in New Jersey by my grandparents. In 1946 they moved to Florida and the office was in my grandparents' home, and I remember my grandmother had business notepads with a cool company logo — the Pied Piper with several mice running behind him. That was pretty sophisticated for the time. My father eventually ran the business until he sold it to Terminix in 1999. He's now a Quality Assurance Review consultant for Douglas Products.

I really enjoy training and stewardship. My BA degree is in education, and there are always new people coming into our industry to help train. Fumigation is all about safety to me, so I stress safety and stewardship every chance I get. Teaching sometimes includes homeowners when a fumigator asks for help in a meeting with a homeowners' association.