

The Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION



FROM THE PRESIDENT

As we welcome the Spring season, I hope your businesses are thriving!

Four members of MPMA attended Legislative Days on March 22-23, 2023. I want to thank those members that attended. Legislative Days allow us as an industry to meet and explain issues specific to our legislators. This year the pest control industry is seeking to add Preemption to the 2023 Farm Bill. I would encourage everyone to attend at least once to experience meeting your legislators on the "Hill."

As members of MPMA, you understand the value of being part of a professional association. As a member of MPMA, you have access to benefits from the National Pest Management Association (NPMA). NPMA has created a Small Business Toolbox. Some items included in the Toolbox are a budget excel tool, sample daily operations reports, model service agreements and contracts, and training. As a member, you also have access to discounted programs through NPMA. Some discounted programs include human resource consulting services, fleet management, credit card processing, and insurance solutions. Please visit the NPMA website for more information.

Save the date for the following MPMA events:

- ⇒ August 24 - 25, 2023, August Recertification, Golf Tournament & Bocce Fundraisers, Jefferson City, MO
- ⇒ November 30 - December 1, 2023, Annual Conference, More Details to Follow

MPMA has multiple committees that support the Association. Some of the committees are Education and Training, Communications, Political Action (PAC), and Missouri Housing Industry Alliance. If you are interested in joining a committee, please get in touch with a board member. Being on a committee is a great way to connect with other business members and vendors and gain valuable knowledge and advice.

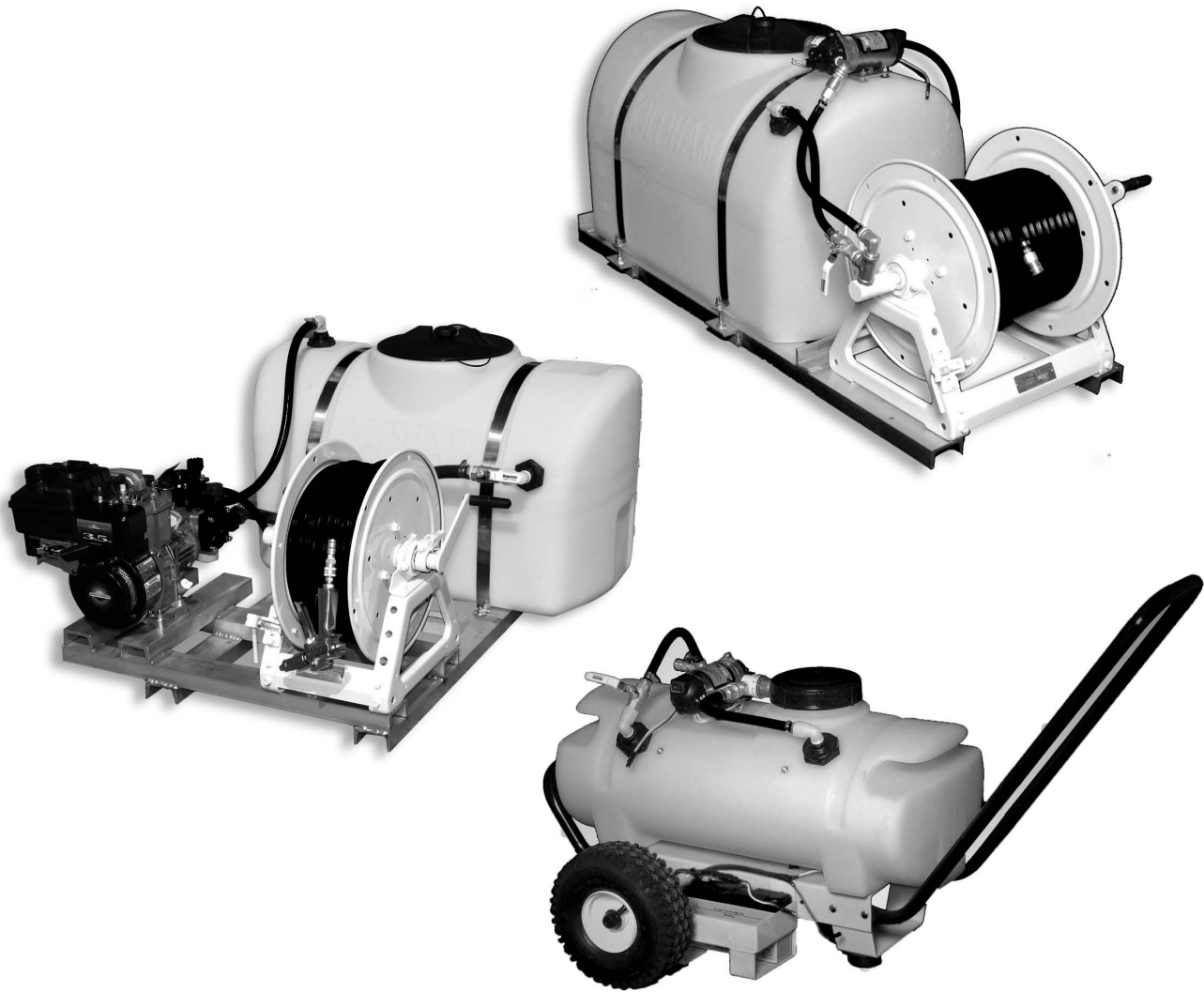
I look forward to seeing everyone soon and wish you all a successful Spring season.

Janet

Janet Preece, MPMA President
Zip Zap Termite & Pest Control
zipzap@zipzappestcontrol.com

Oldham

chemicals company, inc



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Steve Arenz

Nominating - Executive Committee

PR/Newsletter/Website/Social Media

Brad Dutoit, Ben Marselus, Trey Hodson,
Geoffery Preece, Jay Everitt

CALENDAR OF EVENTS

**May 12, 2023
Board Meeting**
MPMA Office
Jefferson City, MO

**August 24, 2023
Board Meeting**
MPMA Office
Jefferson City, MO

**August 24, 2023
Golf & Bocce PAC
Fundraisers**
Railwood Golf Course &
Prison Brews Restaurant
Jefferson City, MO

**August 25, 2023
August Recertification**
Courtyard by Marriott
Jefferson City, MO

**October 13, 2023
Board Meeting**
MPMA Office
Jefferson City, MO

**October 17-20, 2023
PestWorld**
Hawaii Convention Center
Honolulu, HI

**November 30-December 1, 2023
Annual Conference &
Exposition**
St. Louis, MO

Legislative Update

Senator Mike Bernskoetter



Overcoming a Filibuster

Two of the most hotly contested bills before the Legislature were perfected in the Senate this week. Both bills relate to transgender children. [Senate Bill 49](#) prohibits gender transition treatments for patients under the age of 18, while [Senate Bill 39](#) limits participation in school sports to competitions intended for the gender corresponding to the athlete's birth certificate.

Known as the "Save Adolescents from Experimentation (SAFE) Act, SB 49 bans the use of puberty blockers, hormone treatments or surgeries to treat minors diagnosed with gender dysphoria. Children who have already begun these treatments will be allowed to continue, but the bill blocks these sorts of treatments and procedures for future patients. The sports bill, SB 39, would deny state funding to any school that allows biological males to compete against female athletes in competitions designated for females. Girls will be able to compete in boys sports when no separate competition is available for girls, but a transgender female will not be allowed to participate in girls' sports programs. The language of the Senate bill applies to all schools, including public, private, charter, K-12 or post-secondary institutions.

Getting these bills out of the Senate wasn't easy. We debated these proposals several times over the past few weeks without seeming to make much progress. This week, opponents blocked a vote with a filibuster that continued through the night. After 14 hours, the impasse broke and we approved the two bills just as the sun was coming up in the morning.

In other legislative news, I want to update my colleagues in the pest control industry about [Senate Bill 570](#). In 2021, the General Assembly passed legislation imposing new requirements for pesticide applicators. The measure, which was supported by industry professionals and the Missouri Chamber of Commerce, required training and certification for pesticide applicators. Although welcome by the industry, the changes were going to take some time to implement. This year, I introduced SB 570 to extend the deadline for compliance with the law by one year, from January 2024 until January 2025. This will allow these professionals a bit more time to get employees trained and certified. It's my hope the bill will begin working through the legislative process in the coming weeks.

As always, it is an honor to serve the 6th Senatorial District. If my office can be service to you, please feel free to contact us at 573-751-2076. For information about my committee assignments or sponsored legislation, please visit my official Missouri Senate website at senate.mo.gov/Bernskoetter.

Senator Mike Bernskoetter
6th Senatorial District
Capitol Building, Room 416
Jefferson City, MO 65101
573-751-2076

PESTWORLD

2023

October 17-20
Honolulu, HI

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Hotel Information

The PestWorld Exhibit Hall, Registration, Educational Sessions and General Session will all take place at the Hawaii Convention Center. Evening Events will take place either at the Sheraton Waikiki or Royal Hawaiian. The Sheraton and Royal Hawaiian are adjacent to one another. The Moana Surfrider is a three-minute walk from the Sheraton. Each of the hotels are one mile from the Hawaii Convention Center, and NPMA will provide a shuttle service during peak times from the Sheraton. Book your hotel stay in one of the three hotels below.

- Sheraton Waikiki, 2255 Kalakaua Avenue, Honolulu, HI 96815**
- Moana Surfrider, 2365 Kalakaua Avenue, Honolulu, HI 96815**
- The Royal Hawaiian, 2259 Kalakaua Avenue, Honolulu, HI 96815**



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Two Advion® Brand Insecticides from Syngenta Receive Registration for Use in California

California pest management professionals (PMPs) can now use Advion MicroFlow Insect Bait and Advion Insect Granular Bait to control ants, cockroaches and more.

Advion® MicroFlow insect bait and Advion Insect granular bait are now registered for use in California.

As part of the trusted Advion brand portfolio - known for the active ingredient *indoxacarb* and the MetaActive™ effect, which differentiates between target pests and non-target organisms - these products can help California PMPs control tough pest infestations and offer their customers peace of mind.

Advion MicroFlow is an excellent dry flowable bait option for controlling target pests, including ants, cockroaches, crickets, pantry pests and more. With unique features like a flexible label, powerful secondary transfer effect and a highly attractive bait matrix, it can be used anywhere dust products are normally used. It's milled to a fine particle size, allowing it to reach deep within cracks, crevices and hard-to-reach areas inaccessible to gel baits or liquids.

"[Advion MicroFlow] works," said Wally Melendez, owner of A&R Pest Solutions in Vancouver, Washington. "Going into an account with a duster instead of a compressed sprayer just feels better for me and my customers. The areas [Advion MicroFlow] gets into are amazing. Application with [the product] allows for so much more control in areas liquids and gel won't reach."

Advion Insect granular bait features an attractive bait matrix in a palatable formulation, which results in greater bait consumption and control of target perimeter pests. The product comes in a 12-pound bag and a 1-pound shaker bottle, making it ideal for use as a perimeter band treatment or for convenient spot applications.

"I had a new customer with an infestation of American cockroaches where he had about 30-40 sightings per night," said Tommy Cantu, owner of Bug Off Pest Control in Pharr, Texas. "One day after an [Advion Insect granular bait] treatment, there were about 10 cockroaches, four after the second day and none thereafter."

Advion MicroFlow and Advion Insect granular bait can be purchased from any authorized Syngenta distributor.



Syngenta Announces New Head of Key Accounts Position for Professional Solutions Team

Todd Loecke Brings Years of Industry Experience to Support Syngenta Customers.



Syngenta is pleased to announce Todd Loecke has been appointed to the newly created role of head of key accounts for its Professional Solutions business. With this appointment, Syngenta is proud to strengthen its commitment to the professional pest management, turf, ornamental and consumer

industries to best serve the needs of customers and distributor partners.

started his career in 1991 with a Syngenta legacy company as a crop protection territory manager. He began supporting Syngenta Professional Solutions in 1998 as a territory manager. In 2007, Loecke became the Midwest district sales manager for turf and ornamentals, a position he held until he began his new role this year.

“For over 15 years, Todd has demonstrated his leadership skills and passion for our industry. His experience and excellent communication skills have gained the respect of his team, our customers and industry partners,” said Dave Ravel, head of sales for Syngenta Professional Solutions. “With his guidance, I am excited to see our key accounts team flourish and further provide the value and support our customers expect.”

After graduating from Iowa State University with a Bachelor of Science in agricultural studies, Loecke

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This trap photo is from a residential account, taken by Jeff McGovern, The Pest Coach. We call this kind of catch a Raging Success!!

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EcoClear Products

Jason Rossi

EcoClear Products specializes in rodent control for professionals and consumers that is effective and non-poisonous to people, pets, livestock, and non-target wildlife with no application licensing required. We note the complexity of the proposed EPA regulations and restrictions and the various industries it will affect. This article addresses industry sector concerns about anticoagulant and acute toxicant regulations and provides our professional insight and solutions.

Uses of Rodenticides

Generally speaking, and in our experience, most large-scale sectors are reliant on using FGARs and SGARs through pest management services. Smaller-scale sectors, such as independently owned livestock users, prefer do-it-yourself methods. Notably, all sectors use multiple rodenticides and, with minor exceptions, do not limit to one method. All can agree on the importance of balancing the need for rodent control and the protection of non-target wildlife. When developing a plan for the future, EcoClear Products believes that rodent control solutions are needed. However, a reliance on FGARs and SGARs is counterintuitive, especially when effective, poison-free control is readily available for professionals and consumers.

RODENTICIDE CONCERNS BY SECTOR

Aquaculture and Equine Facilities

EcoClear Products stands with the notion that it is unrealistic to expect these sectors to source certified applicators which are costly and depend on area availability. We also support the need to regulate toxic rodenticides because of their proven harmfulness. Because of this position, we developed readily available, trusted solutions that can be purchased over-the-counter, commercially, or through pest control services. We emphasize that the future of rodenticides is moving towards an effective, if not more effective, non-poisonous solution. We suggest that to avoid being disproportionately affected by regulations, we as an industry stop relying on FGARs, SGARs, and acute toxicants.

Carcass Recovery

The current expectation within agricultural sectors is to require applicators using anticoagulant rodenticides to return to the field to look for and dispose of remains, furthering the need to use effective alternatives, not anticoagulant labels.

Understanding the demand recovery puts on applicators and producers and seeing a need for forward-thinking solutions, EcoClear Products developed a scientifically formulated rodent control proven and tested to eliminate the need for recurrent carcass removal. Little to no need for removal will end the strain on applicators trying to meet unrealistic requirements, such as visiting a site, at minimum, a half dozen times within a short period. With our solutions, carcasses are mummified and either expire underground or, in the rare case that expiration occurs above ground, the remains are reduced by up to 90%, leaving little to no recovery for producers and thereby eliminating the need for costly applicators.

Livestock

Through research and findings, EcoClear Products acknowledges the threat to food safety; rodent carcasses draw flies, dramatically increasing contamination risk factors. Livestock operators must maintain regular rodent control practices with multiple modes of action. Switching to a poison-free solution will eliminate the issue of limited to no availability of ARs and allow operators to maintain standards. As mentioned above under: 'Carcass Recovery', our cutting-edge solution reduces the remains of all rat, mouse, and vole species by up to 90%, eliminating the worry over food safety/contamination risk factors.

Biosecurity

There is an emphasis on the need to keep pest management services in-house or to pre-established contractual operators trained in biosecurity

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EcoClear Products

Jason Rossi

protocols. Furthermore, there is a fear within the industry of unintended biosecurity implications if there is an increased reliance on outside contractors for pest control services.

Introducing the requirement for new operators to enter facilities that are high risk or having operators go from one facility to another is something that EcoClear Products takes seriously. As a result, we stress the need for solutions that only require producers to change the product they use, not the services used to apply it. Our solution eliminates the risk of bringing outside contractors in and around livestock facilities.

RODENTICIDES IN AGRICULTURAL FIELDS

Crop and Orchard Production

One of our most sold poison-free solutions is for vole management. EcoClear Products is well aware of the nationwide vole crisis and the importance of controlling it. Many crops are grown where bait stations are impractical, and there is a significant need to retain broadcast application methods, for which our solutions are suitable. Orchard production sees a similar need for broadcast applications in large acreage or areas that need to get treated quickly. EcoClear Products would like to highlight our statement that there are solutions out there that are not poisonous to non-targets and are versatile enough for various application methods.

Nursery, Greenhouse, and other Horticultural Production/Distribution

Outdoor nurseries, gardens, and ornamental production see an occasional need to control rodents such as moles, voles, field mice, etc. As stated previously, there are readily available, effective, poison-free products that consumers can rely on for their rodent control needs that are safe when used around people, pets, livestock, and wildlife.

To Conclude

Without implementing alternatives, RUPs will put a cost and availability strain on all sectors and disproportionately affect small-scale operators. The way to navigate this situation is to switch to innovative, forward-moving technology and implement effective, poison-free rodent control that is versatile enough to meet even the most demanding application needs.

Consequently, without integrating a non-restricted solution, large-scale outbreaks, damage, and profit losses are sure to follow any upcoming regulations or restrictions. Due to these circumstances, EcoClear Products implores consumers and professionals concerned about the effect of possible limitations to seek out alternative methods.

EcoClear Products has spent time and resources researching, developing, and perfecting non-poisonous rodent management solutions available for home and business owners across the United States. As a company with the health and safety of people, pets, and wildlife at the forefront, we saw a need to change the lack of research and availability of poison-free management programs that address ecological, professional, and consumer concerns. The time to move towards solutions that are not affected by regulations nor reliant on anticoagulants and acute toxicants is now.



Insurance Advice from a Pest Control Professional: Why Pest Control Operators Need Workers' Compensation

Jerry Lesh, Millennium Brokers Insurance Group



As a pest control company owner, you have a lot of responsibility on your shoulders. You have to sweat the details and unfortunately that means that you have to be looking for all the things that can potentially harm you, your employees, and your

company. One of these things are employee injuries. Employee injuries cost business owners in a multitude of ways, medical expenses and lost wages for your employee, but it is much bigger than that, it may also mean lost revenue and profitability, it may mean that you can't grow your business during the busiest part of the year because you don't have staff available to serve potential new customers as they find you. But first and foremost, you need to make sure that your employees are safe and protected in case of an accident or injury on the job. This is where workers' compensation coverage comes in.

Workers' compensation is a type of insurance that provides benefits to employees who are injured or become ill as a result of their work. This coverage can help pay for medical expenses, lost wages, and other costs associated with an injury or illness. It is required by law in most states, and failure to carry workers' compensation insurance can result in significant fines and penalties.

Here are some reasons why you need workers' compensation coverage as a pest control company owner:

1. Protect your employees - Pest control work can be hazardous, with exposure to pesticides, heavy equipment, and dangerous pests. Workers' compensation provides essential protection for your employees, ensuring that they receive the care they need in case of an injury or illness.
2. Comply with legal requirements - As mentioned

earlier, workers' compensation is required by law in most states. Failure to carry this coverage can result in significant fines and legal penalties.

3. Protect your business - Without workers' compensation coverage, you may be held liable for any injuries or illnesses that occur on the job. This can result in costly lawsuits, which can be devastating for your business.
4. Peace of mind - Knowing that your employees are protected can give you the peace of mind you need to focus on growing your business. You can rest assured that if something does happen, your employees will be taken care of.

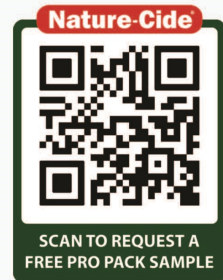
So, let's talk about why you not only need Workers' Compensation Insurance, but why you should want Workers' Compensation Insurance. Workers' Compensation done well and in partnership with your Agent/Broker protects both you and your employees in the event that something goes wrong. It ensures that your employee gets the medical care that they need to recover and return to work and in the worst situations that they are compensated if they cannot return to work. It also protects your business by the insurance carrier taking on the responsibility that would have otherwise been yours to pay for, leaving you with one less thing to worry about.

Workers' Compensation Insurance like Pest Control is not something that people who aren't trained professionals should do by themselves. Buying your insurance online when you have no idea what each coverage means or where it applies to is the equivalent of a homeowner going to Walmart and buying products to treat their Bed Bug infestation in their home. It is something that they know they need, but it is best done by professionals that understand the specifics of the situation and how to get the best results and manage the outcome. Workers' Compensation is no different. You need a professional to partner with you who knows what to

(Continued on page 12)

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Insurance Advice from a Pest Control Professional: Why Pest Control Operators Need Workers' Compensation

Jerry Lesh, Millennium Brokers Insurance Group

recommend and then how to help you manage it once you have it. Yes, workers compensation does cost money, but what is the cost if you don't have it? Let's do the math. Add the value of your business to what you might earn from your business in the coming years. Now consider what would it cost to defend a lawsuit if the unspeakable were to happen and one of your employees were to be permanently disabled or even killed while on the job. These are the things that you ultimately risk if you don't have the right coverages.

In conclusion, workers' compensation coverage is essential for pest control company owners. It protects your employees, ensures compliance with legal requirements, protects your business, and provides peace of mind. If you don't already have workers' compensation coverage, it's important to speak with an insurance professional to understand your options and find the right coverage for your business.

So why should you listen to me? First, I am one of you. I'm a certified applicator for the past 25 years and I've been where you are today. I have owned and operated a Pest Control company as well as other businesses. Secondly, I am a Commercial Advisor where I provide Functional Risk Management and Insurance Placement for the Pest Control Industry. I am a part of Millennium Brokers Insurance Group where we help our clients

find the best coverage with the best carrier at the best price for our clients situation. We are your partners in the Pest Control Industry!

Jerry Lesh
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888-398-3772

You've Had it for How Long?! Keeping Your B&G Compressed Air Sprayers Working Like New

Anna Berry, BCE, US Technical Director, Pelsis/B&G Equipment

B&G sprayers are an icon of the industry, they've been the reliable companion of pest management professionals for years. Sprayers, like any good piece of equipment, need regular maintenance and troubleshooting to resolve issues. Left alone, those issues have consequences... a sprayer in need of repair is probably not putting out the amount of formulation you need, either too much or too little. That can result in inadequate control, label violations, and wasted money. Having the tools and resources to do basic sprayer maintenance will keep the sprayer operating as intended for years. Here, we'll discuss the three most common maintenance issues associated with B&G compressed air sprayers and how to easily resolve them.

Tools

Not all of us are mechanically inclined, but fortunately there are resources out there for guidance:

Resource	Website
B&G Repair Manual	https://bgequip.com/content/guide-BG-Repair-Manual.pdf
B&G Primeline Part Poster	https://bgequip.com/content/product-sprayer-primeline-parts-poster-final-USA.pdf
B&G Primeline Troubleshooting Video	https://www.youtube.com/watch?v=DBr2HWO3GFw&t=4s

Familiarize yourself with the different parts and part names of the sprayer and gather the tools you need. For most repairs, all you need are:

- Phillips Screwdriver (size #1 or smaller)
- Flathead Screwdrivers (2)
- Nylon Brush
- Adjustable Wrench
- 3/8" Wrench
- 9/16" Wrench
- BG-124 Repair Kit (Part #22050100)

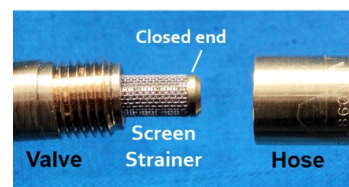
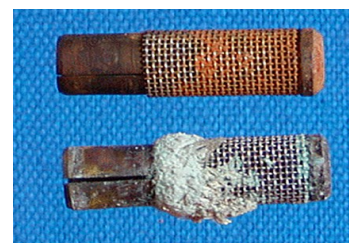
The GD-124 Repair Kit will contain the most commonly needed replacement parts for Primelines with the Extenda-Ban Valve:



Common Fixes

The tank holds pressure but will not spray. There are a couple of reasons this might be happening.

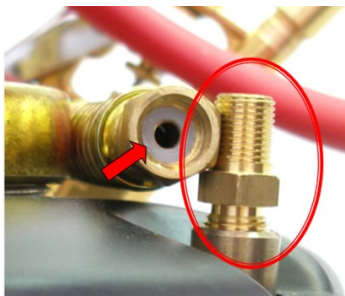
1. Most commonly, the siphon tube is damaged. This may happen when cleaning. Inspect it, if it appears damaged, then replace.
2. If not, move onto the screen strainer in the valve, it may be clogged. Use your nylon brush to gently remove residue on the screen. If it is damaged, replace it. When reinserting it, make sure that the closed end of the strainer is pointed toward the hose, putting it in backwards will keep it from working properly.
3. If the strainer looks good, then it may be that the nozzle is clogged. Remove and inspect it for debris, clean with a nylon brush.
4. The last common reason for a pressurized tank to not spray is that the hose washer may be damaged. This commonly occurs if the hose is



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You've Had it for How Long?! Keeping Your B&G Compressed Air Sprayers Working Like New

Anna Berry, BCE, US Technical Director, Pelsis/B&G Equipment

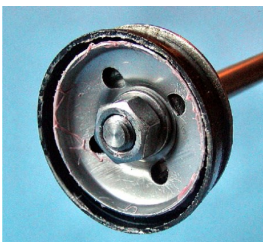


overtightened, the washer becomes damaged and could collapse inside the hose.

The tank does not hold pressure. If the tank cannot maintain pressure,

there are a few parts to check out.

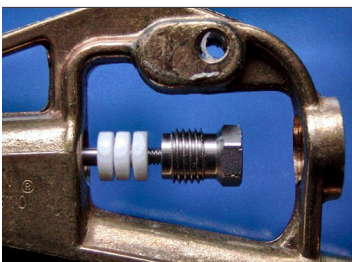
1. Inspect the pump gasket for swelling or cracks.
2. There may be leaks from the brass top (tank handle). Inspect for missing or damaged check valve and inspect the brass cylinder for cracks.



3. The plunger cap or the pressure plate could be damaged.
4. Clean the bottom of the pump cylinder or replace the check valve if it's damaged.
5. The pump mechanism inside the tank may have issues. The pump gasket holds air pressure in the tank and the check valve seals the bottom of the pump tube. The strokes of the plunger cup every day result in wear.



Leaking Around the Valve Handle. If you have leaking around the valve handle, the packing nut needs to be tightened. Tighten it about $\frac{1}{4}$ " of a turn. Do not overtighten this or the handle will start to stick and prevent shut-off. While you're tightening,

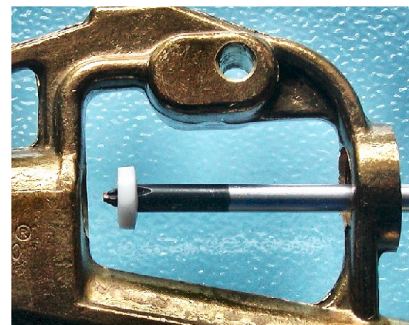


consider replacing the packing washers.



To remove the washers, use a Philips head screwdriver.

A slight tap on the back of the screwdriver will grab the washer and allow you to unscrew. Make sure you're over a table or other surface so that the washers do not fall and get lost.



In addition to the resources listed above, don't hesitate to reach out to your distributor or your B&G Equipment representative. They're often available for troubleshooting and rebuilding classes.

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MISSOURI PEST MANAGEMENT ASSOCIATION

Annual Recertification with Golf Tournament & Bocce Fundraiser August 24-25, 2023

Courtyard by Marriott
Jefferson City, MO

Thursday, August 24, 2023

- | | |
|------------|--|
| 10:00 am | Board of Directors Meeting
MPMA Office |
| 12:00 Noon | PAC Fund-Raiser Golf Tournament
Railwood Golf Club (shot gun start) |
| 6:00 pm | Bocce Tournament (2-person teams)
Prison Brews Restaurant |

Recertification
Credit Hours
are
PENDING

Friday, August 25, 2023

- | | |
|------------------|--|
| 7:30 am | Registration |
| 8:00 - 9:00 am | RODENTS
Annie Carney, Bell Laboratories |
| 9:00 - 10:00 am | MOSQUITOS
Dr. Tim Husen, BCE, PHE, PCQI, Syngenta Professional Solutions |
| 10:00 am | Break |
| 10:15 - 11:15 am | FLIES
Rusty Binkley, Rockwell Labs |
| 11:15 - 12:15 pm | ANTS
Jake Clabaugh, Envu |
| 12:30 pm | Lunch (provided) |
| 1:15 - 2:45 pm | ROACHES
Jeff Caudill, Nisus |
| 2:45 - 3:45 pm | TERMITE BAITING and BIOLOGY
Liz Turner, Corteva Agriscience |
| 3:45 - 4:45 pm | SAFETY AND LABELS
Harry Connoyer, Harry's Consulting & Pest Supplies |
| 4:45-5:15 pm | Missouri Department of Agriculture
(Sources of Groundwater Contamination handouts will be distributed.)
Andrew Hughes, Missouri Department of Agriculture |

The Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION

2023 ADVERTISING DATES AND RATES

SIZE	DIMENSIONS (W X H)	1-TIME RATE	4-TIME RATE (ANNUAL)
Full Page	7.5" X 10"	<input type="checkbox"/> \$203.00	<input type="checkbox"/> \$750.00
1/2 Page (horizontal)	7.5" X 4.85"	<input type="checkbox"/> \$131.00	<input type="checkbox"/> \$500.00
1/4 Page	3.6" X 4.85"	<input type="checkbox"/> \$69.00	<input type="checkbox"/> \$240.00

CONTRACT TERMS

Ads must be in full color camera ready high resolution 300+ dpi jpeg. All ads must be paid in full in advance of placement with check or credit card. Send all applicable insertion orders and/or a copy along with a copy of this ad sheet prior to the deadline date. No ads will be inserted that are received after deadline date. If using multiple ads please indicate which ad is to appear in which issue. MPMA emails the newsletter to all current members with email addresses and mails the remaining newsletters by USPS to members without an email address. Newsletters are posted to our website at www.mopma.org.

DEADLINE & SPECS

Issue	Ad Deadline
January	December 15
April	March 15
July	June 15
October	September 15

All materials to be published must be received no later than the dates listed.

OUR MISSION

MPMA abides by the code of ethics of the NPMA. In addition, MPMA holds the pest management profession in high esteem and strives to enhance its prestige.

OUR MEMBERS

MPMA consists of approximately 150 active member companies engaged in pest management service work and over 30 allied members engaged in promoting products to these companies.

OUR MAGAZINE

The Advocate is the official publication of MPMA and is sent out quarterly, free of charge, to current members and prospective members with emails. It is also available online at www.mopma.org.

MPMA The Advocate

NEWSLETTER ADVERTISING CONTACT & PAYMENT INFORMATION

Company Name _____

Company Contact _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

Email _____

Ad Agency Name/Contact _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

Email _____

TOTAL AMOUNT \$ _____ Check Enclosed Credit Card (MC/V/Disc/AmX)

Card Number _____

CVV Code _____

Exp. Date _____

Name on Card/Signature _____

Send completed contract and payment to MPMA, 722 E. Capitol Ave., Jefferson City, MO 65101.
 Fax: 573.635.7823 ~ Phone: 573.761.5771 ~ Email: staff@mopma.org.

MISSOURI MEMBERSHIP = NATIONAL BENEFITS

NPMA works every day to elevate the pest management profession. They do this in many ways:

- Offering world-class education and certification programs designed to create a well-trained workforce
- Developing best practices and offering timely, informative technical resources
- Providing a unified voice for the pest management industry to promote a positive regulatory and legislative climate
- Connecting members to unparalleled networking opportunities
- Promoting a positive public image and building awareness of the pest management industry

NATIONAL BENEFITS

Available to you when you renew your membership:

Money Saving Programs

- Employee Hiring and Development Tracking
- Credit Card Processing Discounts
- Payment Processing Discounts
- Human Resources Consulting Service
- Background Screening Services
- Fleet Management Discounts
- Discounted Fleet Graphics
- Prescription Discount Card
- Virtual Physician Network
- Discounted Small Package Shipping
- Insurance Solutions
- Collections Services
- National Fit Testing Service

Business Growth Opportunities

- Workforce Development
- Find-a-Pro Locator
- Pest Gazette

Tools and Resources

- Bugstore
- Business Operations
- Government Affairs
- Marketing
- Pest Pictures
- Download the NPMA Logo
- my.NPMA PestWorld.org
- Download the NPMA mobile app
- Small Business Toolbox

Professional Development

- ACE Certification
- Career Connection
- Mentor Match
- Executive Leadership Program
- NPMA on Demand
- Online Learning Center
- Testing and Certification
- my.NPMA PestWorld.org

Technical Assistance

- Information Central Hotline (800-678-6722)
- OSHA Toolbox
- NPMA Mobile Field Guide PRO
- Pest Identification Form
- Model Contracts
- Online Forms

MISSOURI BENEFITS

Available to you when you renew your membership:

- Professionally run office with Executive Director to Assist Members
- Annual Membership Handbook (at request)
- Use of MPMA/NPMA Logos
- Newsletters - 4 Quarterly Issues
- Missouri Department of Agriculture Approved Technician Trainings/Training Resources
- Governmental Affairs
- Conferences
- Joint Membership Discounts
- Networking Opportunities
- Certificate Test Dates

2022-2023 MEMBERSHIP RENEWAL APPLICATION

Missouri Pest Management Association dues run July 1 through June 30. Please complete the information listed below, verify information with your signature and mail in the corresponding dues amount. Make check payable to MPMA and mail to: 722 E. Capitol Avenue, Jefferson City, MO 65101. If you have questions, call 573-761-5771.

Company Name _____

Company Representative _____

Address _____

City/State/Zip _____

Phone _____ Fax _____ Email _____

	Company Annual Sales Volume	Annual MPMA/NPMA Dues
<input type="checkbox"/>	\$0 - \$100,000	\$275
<input type="checkbox"/>	\$100,001 - \$400,000	\$335
<input type="checkbox"/>	\$400,001 - \$499,999	\$370
<input type="checkbox"/>	\$500,000 - \$599,999	\$585
<input type="checkbox"/>	\$600,000 - \$699,999	\$660
(Membership dues increased July 1, 2020 - Call MPMA for Higher Sales Volume)		

**Allied,
Affiliated,
Limited
MEMBERS**
 \$150

Active Members: Any person, firm or corporation engaged in pest management service work, for hire to the public at large shall be eligible for membership in this Association.

Affiliated Members: Any active member that operates or controls another firm, and/or business location actively engaged in the pest management service business.

Limited Members: Any person, firm or corporation not fully conforming with qualifications for Active members. A limited member shall automatically become an Active member upon meeting the qualifications set forth for Active Membership.

Allied Members: Any person, firm or corporation not engaged in pest management service work but which manufactures or supplies products, equipment, materials or provides services used by the pest management industry shall be eligible for Allied membership.

Honorary Members: Any person who has made a contribution of material benefit to the pest management industry may become an honorary member by three-fourth (3/4) vote of the members of the Association in annual meeting assembled.



A Publication of the
Missouri Pest Management Association
722 East Capitol Avenue
Jefferson City, MO 65101
573-761-5771 ~ Fax: 573-635-7823
staff@mopma.org

Mark Your Calendar!

MISSOURI PEST MANAGEMENT ASSOCIATION

August Recertification

August 24-25, 2023

Jefferson City, MO