

The

ADVOCATE

A Publication of the Missouri Pest Management Association



FROM THE PRESIDENT

Happy New Year! Let me take just a moment to introduce myself. I am Janet Preece, the new MPMA President. I am the co-owner of ZipZap Termite & Pest Control, based in Lawson, Missouri, and have been in the industry for over 25 years. It is an honor to serve the association and the industry. Please feel free to contact me directly if you have any questions or concerns.

I would like to thank the board members and our Executive Director for their time and effort in making our association and industry successful. Your MPMA board members work year-round for you: conducting recertification days, keeping up with political issues/new laws that can impact our businesses, fundraising for our Political Action Committee, hosting management day, keeping you up to date via the newsletter, website, and social media, and being a contact point for our industry at the state level. If MPMA can help you or if you are interested in getting involved, please reach out to any board member. Board member information can be found in the enclosed pages or on our website.

The joint MPMA and GSLPCA annual meeting was held last month in St. Louis. Thank you to all who attended. Our speakers this year were Dr. Brittany Campbell, Jeff Tucker, Allen Fugler, Jason Everitt, Annie Carnie, Matt Higley, Scott Brodie, Tommy Powell, Stanley Cope, Andrej Branc, and Harry Connoyer. Thank you to the Education Committee for providing these top-notch speakers and educational topics to improve our businesses. MPMA events are not just for recertification but also for connecting with old friends and making some new friends. Please visit our Facebook page to see some photos of the event. I would like to take a moment here and thank our Allied Members (our vendor reps). Missouri's Allied Members support our association and industry, but most importantly our businesses. When at an MPMA event, always stop by and see your vendor rep. Learn about new products and tools and new ways to use current products and tools. They are a great source of information.

Upcoming events for Missouri Pest Management Association and National Pest Management Association:

March 11th: Winter School Recertification – Springfield (MPMA)

March 13th – 15th: Legislative Days – Washington DC (NPMA)

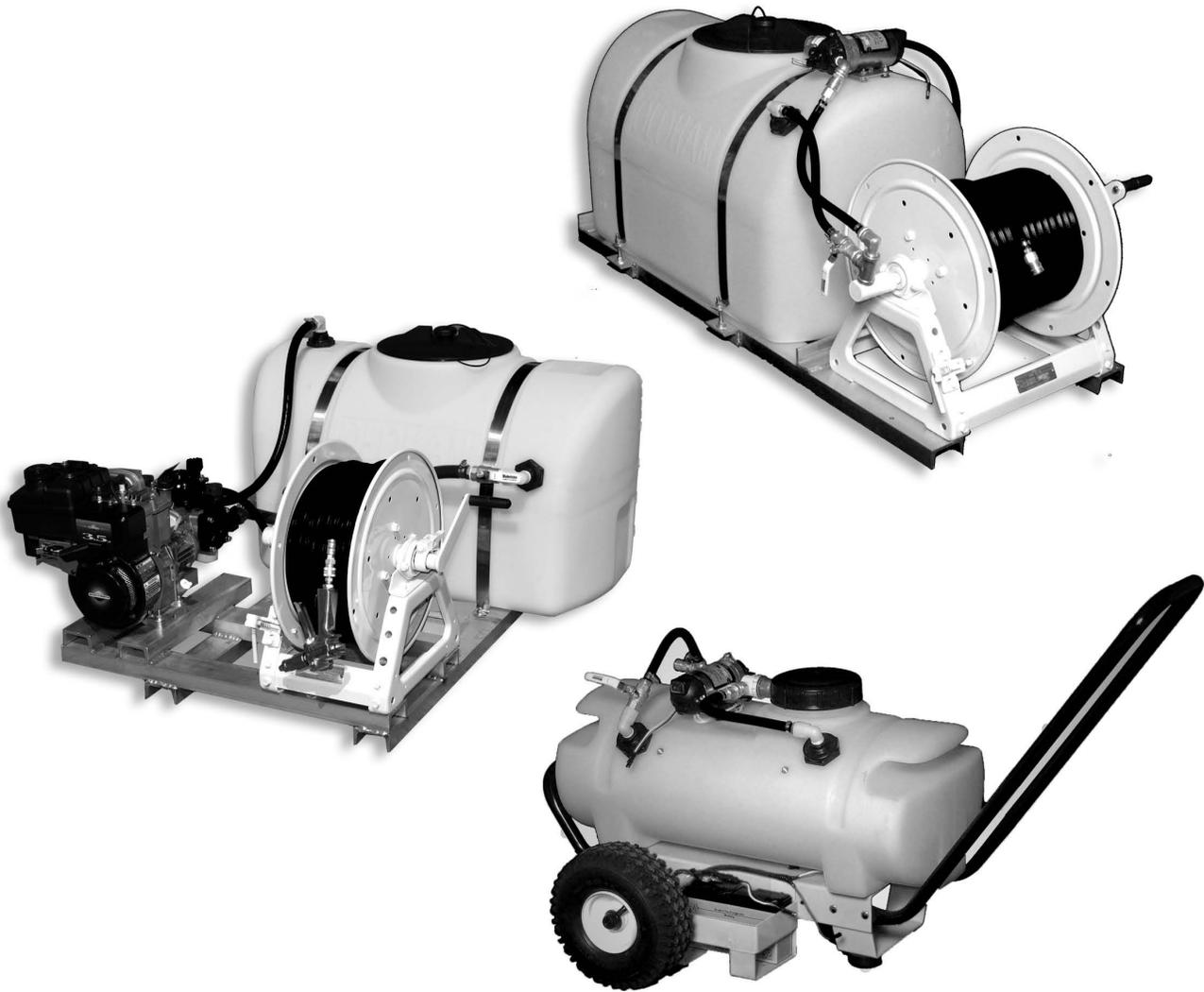
Cheers to health, wealth, and prosperity in 2022!!

Janet

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

Oldham

chemicals company, inc



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NEWSLETTER
of the
MISSOURI PEST MANAGEMENT ASSOCIATION

Newsletter Editor - Brad Dutoit

Newsletter Publisher - Sandra Boeckman, Executive Director

Content & Editorial Policy

News and items and/or letters pertaining to the Pest Management profession are welcomed. The editor has the right to edit or reject all material received. An address and telephone number where the writer may be reached during normal business hours should also be included for verification purposes.

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Distribution Changes

The Advocate is published four times per year - January, April, July and October.

Copy Deadlines will be as follows:

January Issue - December 15

April Issue - March 15

July Issue - June 15

October Issue - September 15

Advertising

Advertising deadlines will be the same as copy deadlines - no exceptions. Advertising rates are as follows:

<u>Size</u>	<u>One Issue</u>	<u>Four Issues</u>
Quarter Page	\$69.00/issue	\$240.00
Half Page	\$131.00/issue	\$500.00
Full Page	\$203.00/issue	\$750.00

Call for special Allied Member discount pricing at MPMA, 573-761-5771.

Address & Other Changes

Notify MPMA if you change your address or company name. Write to MPMA, 722 E. Capitol Avenue, Jefferson City, MO 65101 or call 573-761-5771.

Postmaster: Send address changes to: 722 E. Capitol Avenue, Jefferson City, MO 65101.

CALENDAR
OF EVENTS

March 10, 2022

Board Meeting
Oasis Convention Center
Springfield, MO

March 11, 2022

Winter School
Oasis Convention Center
Springfield, MO

May 20, 2022

Board Meeting
MPMA Office
Jefferson City, MO

August 25, 2022

Board Meeting & PAC Fundraisers
MPMA Office
Jefferson City, MO

August 26, 2022

August Recertification
Marriott Courtyard Hotel
Jefferson City, MO

October 21, 2022

Board Meeting
MPMA Office
Jefferson City, MO

December 7-9, 2022

Annual Conference & Exposition
Stoney Creek Hotel
Independence, MO

THE START OF THE 2022 LEGISLATIVE SESSION

SENATOR MIKE BERNSKOETTER, MISSOURI 6TH DISTRICT
MPMA PAST PRESIDENT (2007-2008)



The State Capitol is once again alive with the rush of legislative activity, as the Second Regular Session of the 101st General Assembly gets underway. This legislative session, which began on Jan. 5, is sure to be a busy one with a packed agenda. In addition to considering the hundreds of legislative proposals

filed this year, the General Assembly will need to pass a state operating budget that funds a host of state functions for the upcoming fiscal year before session ends in mid-May. In the next few weeks, we'll also be working on a supplemental budget for the current fiscal year, containing the governor's proposed pay raise for our hardworking state workers.

As if that wasn't quite enough, this year, lawmakers have the additional responsibility of congressional redistricting, which occurs every 10 years following the completion of the U.S. Census. Currently, Missouri has eight seats in the U.S. House of Representatives, and we'll be maintaining that number for the next decade. While our state population didn't grow or shrink enough to gain or lose us a seat in Congress, populations still moved within the state, and our new congressional districts will need to be redrawn to reflect those changes. Redistricting will work to ensure all eight of Missouri's congressional districts represent roughly the same amount of people.

The proposed congressional district map will be treated essentially like any other piece of legislation. Bills outlining the maps have been filed and will soon start moving through the committee process before eventually coming to the consideration of the full chamber. The Senate committee handling the early work of redistricting will be the Select Committee on Redistricting, which I have the honor of serving as the chairman of.

Now, a lot of hard work has already been carried out by staff and elected officials in regards to the redistricting process. As I said, some initial maps have been proposed, and we're already seeing some discussion about them. But as with any piece of legislation, I understand lawmakers have differing opinions. I'm sure some will want massive changes to the proposed map, while others will want small tweaks. And as is the spirit of the Legislature, I am sure we will have those discussions and make the necessary changes to reach a consensus to complete this important work. The main situation I would like to avoid, however, is the courts having to draw these lines if lawmakers are unable to find a path forward on them. At the end of the day, I am committed to working with my colleagues, on both sides of the aisle, to reach a consensus on this issue and pass a fair map that represents all Missourians.

Please feel free to contact my office at (573) 751-2076. For information about my committee assignments or sponsored legislation, please visit my official Missouri Senate website at www.senate.mo.gov/Bernskoetter.

A handwritten signature in black ink that reads "Mike Bernskoetter". The signature is fluid and cursive, written in a professional style.

Mike Bernskoetter
Senator, Missouri 6th District
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Mike.Bernskoetter@senate.mo.gov



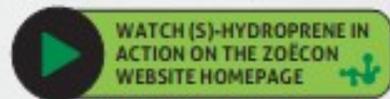
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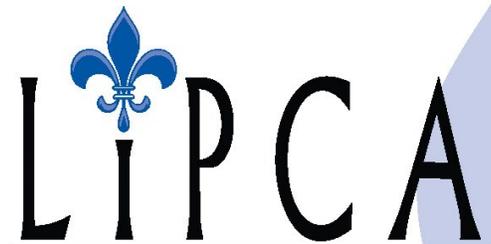
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Former owner of Nader's Pest Raiders

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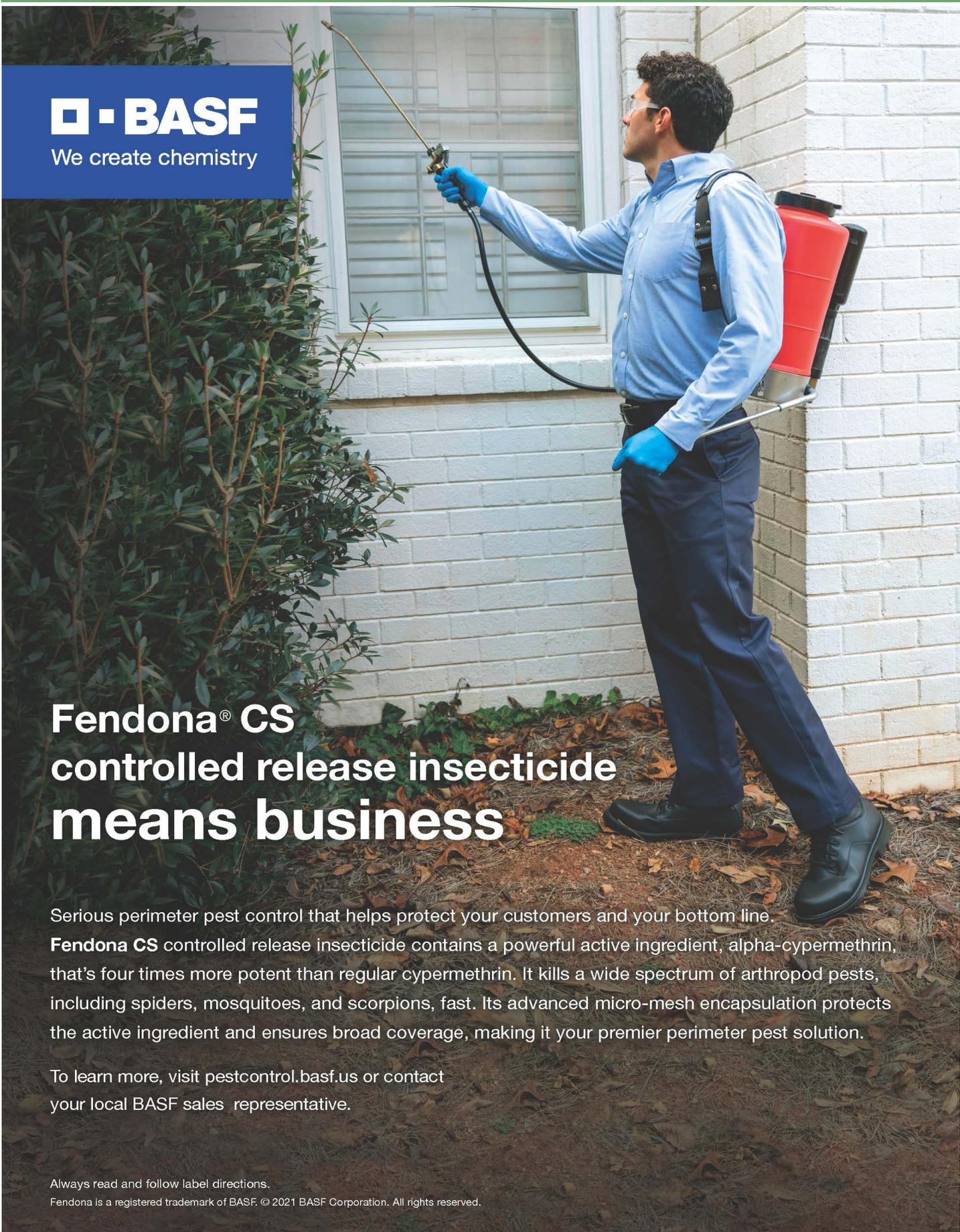


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MEETING THE COCKROACH CHALLENGE BEGINS WITH IDENTIFICATION

NISUS CORPORATION

Cockroaches are a challenge in many situations, especially in commercial food service and manufacturing facilities. Infestations can also wreak havoc on these customers from a regulatory inspection and negative publicity standpoint.

First and foremost, cockroach management must begin with proper identification as the first step of an integrated pest management program. As a second step, technicians must be able to not only identify adult cockroaches onsite, but also identify nymphs. Understanding the biology of the identified cockroach will then point to where the cockroaches might be infesting, and a proper inspection will find the source. Cockroach issues are commonly associated with lack

of sanitation, so work with your customer to develop a proper maintenance strategy if necessary. Finally, control measures can be targeted and effective as the third step of IPM.



Knowing the species in question is absolutely critical for success. For example, American cockroaches differ from German cockroaches in terms of biology, habits, and ultimately control measures. German

(Continued on page 9)

DRAIN MAINTENANCE PROTOCOL

The Nisus drain maintenance protocol combines the use of Nibor-D® with Nisus DSV™ as a primary application against pest insects. We recommend using at least a 10% solution mix for the initial treatment. As the pest pressure decreases, a 5% solution might be adequate to contain the pest population. After pest populations have been eliminated or decimated to low levels, use Bac-Azap® for your bio-sanitation program. This protocol is a guideline and allows for flexibility depending on needs.



- 1. First Visit: Preliminary Inspection and Investigation. Note: Drains may require cleaning prior to beginning the control process.**
 - a. Remove soils and matter from drains with a drain brush (dip or spray drain brush with DSV solution while cleaning).
 - b. Spray DSV solution directly into the drains to disinfect prior to drain treatment.
 - c. Foam drains with Nibor-D, DSV and ProFoam® Platinum solution.
- 2. Second Visit: IPM - determine the pest population pressure.**
 - a. Inspect drains for buildup and clean if necessary, again using brush dipped in DSV solution.
 - b. Foam drains with Nibor-D and and ProFoam Platinum with either DSV or Bac-Azap.
- 3. Third Visit: Potential for bio-sanitation incorporation.**
 - a. Foam drains with Foam Fresh or Nibor-D, Bac-Azap & ProFoam Platinum.
- 4. Fourth Visit: Repeat the IPM process. Adjust product mixtures for your specific needs and pest pressure.**



MEETING THE COCKROACH CHALLENGE BEGINS WITH IDENTIFICATION

NISUS CORPORATION



cockroaches can take hold in the most obscure and clean areas. Americans, once established, can be more of a nightmare, but they usually prefer colder and damper environs. What to do?



In the case of German cockroaches, it's important to remember that they will spend most of their time in cracks and crevices and come out at night for food. As a result, good control practices should include sealing those harborage areas with a caulk or sealant approved by the customer to exclude the cockroaches, not just applying a pesticide. In many areas, you can treat the crack or crevice with a dust insecticide (such as a borate powder like Nibor-D) before you apply the sealant. Baits such as Niban Granular Bait can also be used for the control of these cockroaches if applied into or on labeled

locations. There are also liquid and aerosol products that are labeled for control and generally labeled for crack and crevice applications.

Cockroach populations can grow extremely fast in commercial kitchens. If a kitchen has a cockroach issue, the sanitation and maintenance programs are likely lacking – something is being ignored. Clean, organize, and sanitize first. For insecticide treatments, borate powders work well against insect species that groom heavily, particularly cockroaches. Treat drains with properly labeled borate powders and insect growth regulators. Consider implementing a regular drain maintenance program such as the one suggested by Nisus Corporation (see *Drain Maintenance Protocol*). Use liquid residual insecticides between appliances and hard-to-reach areas. Educate the customer about sanitation and proper trash removal.

Using the basics of proper inspection, identification, understanding the biology of the species and implementing targeted control will lead to success and happy customers. A great source to help train technicians is the *NPMA Field Guide to Structural Pests*. The cost is minimal and a copy in each vehicle will save many callbacks, thus improving your customer satisfaction and making your business more productive.



RODENT CONTROL HINTS AND TIPS

PELGAR INTERNATIONAL

Proofing and exclusion work is essential to ensure that you don't simply remove one colony of rodents ready for the next to move right in! Mice can squeeze through a hole the size of your little finger (or a US dime) and rats through a hole the size of your thumb (a US quarter)... finding these points of entry is much easier in a clean environment, so make sure you have a good tidy up first. Some points of ingress will be obvious, especially around doors and windows, but pay special attention to parts of the building where joists, pipes and cables enter and leave; any holes made to accommodate these are easy access for rodents. And don't forget sewers, even small pipes are a rodent super-highway.

- Repair leaking taps and pipes inside and out to deny rodents water.

- Proof drainage and sewer pipes by fitting grilles, flaps, crushed wire mesh or other suitable materials.
- Seal the bottom of doors, especially if they have been chewed, with metal kick plates and make sure they are kept shut.
- Check all windows are maintained and do not provide easy points of entry.
- Pay attention to broken roof tiles, brickwork and foundations as these provide easy access into loft and cavity wall space.
- Make sure all foodstuffs are kept in rodent proof containers, or proof the containers they are in, and ensure any spills are cleaned up immediately.
- Seal any gaps, cracks and holes in wood, brick, PVC or metal with PelGar's unique RodentStop exclusion product which provides a permanent barrier that rodents cannot gnaw through.
- Make sure your customer understands the importance of avoiding the creation of rodent access routes and harbourage when they are moving things around or undertaking maintenance and building work.
- If you are tackling a large infestation consider leaving a well-used, easily accessible rodent ingress point available to make baiting easier.

Proofing and exclusion work may be costly and require frequent maintenance, but good housekeeping and building upkeep should be everyone's priority as a lack of such is precisely what invites pests – it is far easier to prevent an infestation than eradicate one.

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SYNGENTA NAMES NEW TERRITORY MANAGER AND HEAD OF MARKETING FOR PROFESSIONAL PEST MANAGEMENT

MICHAEL IVEY AND MARSHALL GASTER HAVE BEEN APPOINTED TO NEW POSITIONS WITHIN SYNGENTA.

To continue providing enhanced support for pest management industry professionals across the country, Syngenta has appointed a new territory manager and head of marketing within its Professional Pest Management (PPM) business.



Michael Ivey has been named the newest territory manager to the PPM sales team. He'll be assisting customers with their pest management needs in Maryland, North Carolina, Virginia and West Virginia.

Prior to earning a Bachelor of Science degree in communications from the University of North Carolina Greensboro, Ivey spent five years supporting the U.S. Navy. He started his Syngenta career eight years ago as a customer service representative and then as a technical support representative for Syngenta Professional Solutions.

"We're excited to be bringing Michael onto the PPM territory manager team," said Dave Ravel, head of sales for Syngenta Professional Solutions in North America. "His dedication to helping customers tackle even their toughest pest management accounts makes him an incredible asset to the team."

Marshall Gaster has been appointed the new head of marketing of PPM at Syngenta. He holds a Bachelor of Science degree in information systems and operations management from the University of North Carolina Greensboro and has extensive experience supporting commercial and marketing activities across Syngenta since 2003, including serving as the PPM marketing manager since 2018. In this role, Gaster has been essential to the launch of several key products and programs, including Advion[®] Insect granular bait, Advion WDG insecticide and the SecureChoiceSM Cockroach Assurance Program. Additionally, he has played an instrumental role in the development of the PestPartnersSM 365 Program.



"Marshall has been a vital member of the PPM marketing team and has brought creativity and a keen understanding of customer needs to each project he's worked on," said Scott Reasons, head of Syngenta Professional Solutions for the Americas. "I'm confident that under his leadership, the marketing team will continue to find new, innovative ways to support the pest management industry."

THE BENEFITS OF A SMALLER SPRAYER

ANNA BERRY, BCE, B&G EQUIPMENT

With the new year comes the opportunity to reflect on industry changes and adapt accordingly for a successful year. Though some pest management trends have had short lifespans, others persist year after year - particularly the ones that yield safe, efficient, and cost effective chemical applications. Whereas 20 years ago we were able to meet most challenges head on with our 1-gallon B&G Primeline compressed air sprayer, in recent years we've seen the benefits of preparing smaller quantities of pesticides for application, allowing B&G's AccuSpray Elite to serve as a complementary application tool to the Primeline.

Less Waste

Proactive and reactive pesticide use is directly tied to the actual or anticipated needs of a route. Some routes may require treatment at every account, while others require it sparingly. In commercial pest management, we're seeing larger customers embark on initiatives to reduce chemical waste and/or use, and that initiative is reflected in their pest management programs. Whereas we previously may have been able to fill up a 1-gallon sprayer with confidence that it will be emptied by the end of the day, following the needs and policies of our customers have often led to less chemical application, which may yield more chemical waste when we over-prepare. Mixing smaller batches of pesticide ensures less chemical waste which in turn yields less monetary waste.

Reduced Misapplication

Most of us have our favorite broad-spectrum chemical in our compressed air sprayer. But as commercial customers become more educated on chemical options, they have their own "favorites" in the form of Approved Material Lists (AMLs). These AMLs must be followed to remain in compliance with the customer and the 3rd party auditing standards they subscribe to. That can be a challenge for the technician with a full sprayer, finding themselves in an account where that chemical is not permitted. It

can be difficult to switch gears after applying the same chemical for similar situations in other accounts, only to have to switch it to a different chemical at an account with a specific AML. Preparation of smaller quantities allows us to be more nimble when applying chemicals because if we have to mix up a new batch anyway, we can be certain that chemical is approved before doing so. The risk of misapplication is also less when we don't default to an assumed chemical. Smaller quantities force us to think about what we're mixing and how we'll use it, instead of functioning on auto-pilot.

Increased Portability

When less chemicals are necessary at an account, smaller containers make more sense than lugging around multi-gallon sprayers. These containers are typically more portable (the AccuSpray Elite, for example, can be stored in a belt holster) and easier to have at the ready in larger accounts with multiple floors or cramped areas. This portability reduces the impact on a technician's body carrying the weight of a larger sprayer through an account. Chemical application is at your fingertips without slowing the service down with visits to and from the vehicle. In addition, containers of different pesticides can be pre-filled, so a technician can be armed with multiple formulations for different pests and areas in the same account. This reduces the time spent filling at the truck and saves money by ensuring everything needed to service the account is within arm's reach.



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WINTER WEATHER: PLAN. EQUIP. TRAIN.

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PREPAREDNESS

Outdoor work requires proper preparation, especially in severe winter weather conditions. Although OSHA does not have a specific standard that covers working in cold environments, employers have a responsibility to provide workers with employment and a place of employment which are free from recognized hazards, including winter weather related hazards, which are causing or are likely to cause death or serious physical harm to them. Employers should, therefore, train workers on the hazards of the job and safety measures to use, such as engineering controls and safe work practices, that will protect workers' safety and health.

Employers Should Train Workers

At a minimum train workers on:

- Cold Stress:
 - * How to recognize the symptoms of cold stress, prevent cold stress injuries and illnesses
 - * The importance of self-monitoring and monitoring coworkers for symptoms
 - * First aid and how to call for additional medical assistance in an emergency
 - * How to select proper clothing for cold, wet, and windy conditions
- Other winter weather related hazards that workers may be exposed to, for example, slippery roads and surfaces, windy conditions, and downed power lines
 - * How to recognize these hazards
 - * How workers will be protected: engineering controls, safe work practices and proper selection of equipment, including personal protective equipment

Employers Should Provide Engineering Controls

Engineering controls can be effective in reducing the risk of cold stress. For example, radiant heaters may be used to warm workplaces like outdoor security stations. If possible, employers should shield work areas from drafts or wind to reduce wind chill.

Employers should use engineering controls to protect workers from other winter weather related hazards, for example, aerial lifts or ladders can be used for safely applying de-icing materials to roofs, to protect workers from the hazard of falling through skylights.

Employers Should Implement Safe Work Practices

Safe work practices that employers can implement to protect workers from injuries, illnesses and fatalities include:

- Providing workers with the proper tools and equipment to do their jobs
- Developing work plans that identify potential hazards and the safety measures that will be used to protect workers
- Scheduling maintenance and repair jobs for warmer months
- Scheduling jobs that expose workers to the cold weather in the warmer part of the day
- Avoiding exposure to extremely cold temperatures when possible
- Limiting the amount of time spent outdoors on extremely cold days
- Using relief workers to assign extra workers for long, demanding jobs
- Providing warm areas for use during break periods
- Providing warm liquids (no alcohol) to workers
- Monitoring workers who are at risk of cold stress
- Monitoring the weather conditions during a winter storm, having a reliable means of communicating with workers and being able to stop work or evacuate when necessary
- Acclimatizing new workers and those returning after time away from work by gradually increasing their workload, and allowing more frequent breaks in warm areas, as they build up a tolerance for working in the cold environment
- Having a means of communicating with workers, especially in remote areas
- Knowing how the community warns the public about severe weather: outdoor sirens, radio, and

(Continued on page 16)

WINTER WEATHER: PLAN. EQUIP. TRAIN.

TO PREVENT INJURIES, ILLNESSES, AND FATALITIES DURING WINTER STORMS

television

- * The National Oceanic and Atmospheric Administration (NOAA) provides multiple ways to stay informed about winter storms. If you are notified of a winter storm watch, advisory or warning, follow instructions from your local authorities

Employers Should Consider Protective Clothing that Provides Warmth

Employers must provide personal protective equipment (PPE), for example, fall protection, when required by OSHA standards to protect workers' safety, and health. However, in limited cases specified in the standard (29 CFR 1910.132), there are exceptions to the requirement for employers to provide PPE to workers. For instance, there is no OSHA requirement for employers to provide workers with *ordinary* clothing, skin creams, or other items, used solely for protection from weather, such as winter coats, jackets, gloves, parkas, rubber boots, hats, raincoats, ordinary sunglasses, and sunscreen (29 CFR 1910.132(h)(4)). Regardless of this, many employers provide their workers with winter weather gear such as winter coats/jackets and gloves.

Dressing Properly for the Cold

Dressing properly is extremely important to preventing cold stress. When cold environments or temperatures cannot be avoided, the following would help protect workers from cold stress:

- Wear at least three layers of loose fitting clothing. Layering provides better insulation.
 - * An inner layer of wool, silk or synthetic (polypropylene) to keep moisture away from the body. Thermal wear, wool, silk or polypropylene, inner layers of clothing that will hold more body heat than cotton.
 - * A middle layer of wool or synthetic to provide insulation even when wet.
 - * An outer wind and rain protection layer that allows some ventilation to prevent overheating.

- Tight clothing reduces blood circulation. Warm blood needs to be circulated to the extremities. Insulated coat/jacket (water resistant if necessary)
- Knit mask to cover face and mouth (if needed)
- Hat that will cover your ears as well. A hat will help keep your whole body warmer. Hats reduce the amount of body heat that escapes from your head.
- Insulated gloves (water resistant if necessary), to protect the hands
- Insulated and waterproof boots to protect the feet

Safety Tips for Workers

- Your employer should ensure that you know the symptoms of cold stress
- Monitor your physical condition and that of your coworkers
- Dress appropriately for the cold
- Stay dry in the cold because moisture or dampness, e.g. from sweating, can increase the rate of heat loss from the body
- Keep extra clothing (including underwear) handy in case you get wet and need to change
- Drink warm sweetened fluids (no alcohol)
- Use proper engineering controls, safe work practices, and personal protective equipment (PPE) provided by your employer

HAZARDS/PRECAUTIONS

In addition to cold stress, there are other winter weather related hazards that workers may be exposed to when performing tasks such as driving in the snow, removing snow from rooftops, and working near downed or damaged power lines.

Winter Driving

Although employers cannot control roadway conditions, they can promote safe driving behavior by ensuring workers: recognize the hazards of winter weather driving, for example, driving on snow/ice

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WINTER WEATHER: PLAN. EQUIP. TRAIN.

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covered roads; are properly trained for driving in winter weather conditions; and are licensed (as applicable) for the vehicles they operate. For information about driving safely during the winter, visit OSHA's Safe Winter Driving page.

Employers should set and enforce driver safety policies. Employers should also implement an effective maintenance program for all vehicles and mechanized equipment that workers are required to operate. Crashes can be avoided.

Employers should ensure properly trained workers' inspect the following vehicle systems to determine if they are working properly:

- **Brakes:** Brakes should provide even and balanced braking. Also check that brake fluid is at the proper level.
- **Cooling System:** Ensure a proper mixture of 50/50 antifreeze and water in the cooling system at the proper level.
- **Electrical System:** Check the ignition system and make sure that the battery is fully charged and that the connections are clean. Check that the alternator belt is in good condition with proper tension.
- **Engine:** Inspect all engine systems.
- **Exhaust System:** Check exhaust for leaks and that all clamps and hangers are snug.
- **Tires:** Check for proper tread depth and no signs of damage or uneven wear. Check for proper tire inflation.
- **Oil:** Check that oil is at proper level.
- **Visibility Systems:** Inspect all exterior lights, defrosters (windshield and rear window), and wipers. Install winter windshield wipers.

An emergency kit with the following items is recommended in vehicles:

- Cellphone or two-way radio
- Windshield ice scraper
- Snow brush
- Flashlight with extra batteries

- Shovel
- Tow chain
- Traction aids (bag of sand or cat litter)
- Emergency flares
- Jumper cables
- Snacks
- Water
- Road maps
- Blankets, change of clothes

Work Zone Traffic Safety

Workers being struck by vehicles or mobile equipment lead to many work zone fatalities or injuries annually. Drivers may skid, or lose control of their vehicles more easily when driving on snow and/or ice covered roads. It is therefore, important to properly set up work zones with the traffic controls identified by signs, cones, barrels, and barriers, to protect workers. Workers exposed to vehicular traffic should wear the appropriate high visibility vest at all times, so that they can be visible to motorists

Stranded in a Vehicle

If you are stranded in a vehicle, stay in the vehicle. Call for emergency assistance if needed, response time may be slow in severe winter weather conditions. Notify your supervisor of your situation. Do not leave the vehicle to search for assistance unless help is visible within 100 yards. You may become disoriented and get lost in blowing and drifting snow. Display a trouble sign by hanging a brightly colored cloth on the vehicle's radio antenna and raising the hood. Turn on the vehicle's engine for about 10 minutes each hour and run the heat to keep warm. Also, turn on the vehicle's dome light when the vehicle is running as an additional signal. Beware of carbon monoxide poisoning. Keep the exhaust pipe clear of snow, and open a downwind window slightly for ventilation.

Watch for signs of *frostbite* and *hypothermia*. Do minor exercises to maintain good blood circulation in

(Continued on page 18)

WINTER WEATHER: PLAN. EQUIP. TRAIN.

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your body. Clap hands and move arms and legs occasionally. Try not to stay in one position for too long. Stay awake, you will be less vulnerable to cold-related health problems. Use blankets, newspapers, maps, and even the removable car mats for added insulation. Avoid overexertion since cold weather puts an added strain on the heart. Unaccustomed exercise such as shoveling snow or pushing a vehicle can bring on a heart attack or make other medical conditions worse.

Shoveling Snow

Shoveling snow can be a strenuous activity, particularly because cold weather can be taxing on the body. There is a potential for exhaustion, dehydration, back injuries, or heart attacks. During snow removal in addition to following the tips for avoiding cold stress, such as taking frequent breaks in warm areas, there are other precautions workers can take to avoid injuries. Workers should warm-up before the activity, scoop small amounts of snow at a time and where possible, push the snow instead of lifting it. The use of proper lifting technique is necessary to avoid back and other injuries when shoveling snow: keep the back straight, lift with the legs and do not turn or twist the body.

Using Powered Equipment like Snow Blowers

It is important to make sure that powered equipment, such as snow blowers are properly grounded to protect workers from electric shocks or electrocutions. When performing maintenance or cleaning, make sure the equipment is properly guarded and is disconnected from power sources.

Snow blowers commonly cause lacerations or amputations when operators attempt to clear jams with the equipment turned on. Never attempt to clear a jam by hand. First, turn the snow blower off and wait for all moving parts to stop, and then use a long stick to clear wet snow or debris from the machine. Keep your hands and feet away from moving parts. Refuel a snow blower prior to starting

the machine; do not add fuel when the equipment is running or when the engine is hot.

Clearing Snow from Roofs and Working at Heights

Employers must evaluate snow removal tasks for hazards and plan how to do the work safely. Workers should be aware of the potential for unexpected hazards due to the weather conditions, for example, layers of ice can form as the environmental temperature drops, making surfaces even more slippery. A surface that is weighed down by snow must be inspected by a competent person to determine if it is structurally safe for workers to access it, because it may be at risk of collapsing. Snow covered rooftops can hide hazards such as skylights that workers can fall through. Electrical hazards may also exist from overhead power lines or snow removal equipment.

Employers can protect workers from these hazardous work conditions, for example, by using snow removal methods that do not involve workers going on roofs, when and where possible. Employers should determine the right type of equipment (ladders, aerial lifts, etc.) and personal protective equipment (personal fall arrest systems, non-slip safety boots, etc.) for the job and ensure that workers are trained on how to properly use them.

Preventing Slips on Snow and Ice

To prevent slips, trips, and falls, employers should clear walking surfaces of snow and ice, and spread deicer, as quickly as possible after a winter storm. In addition, the following precautions will help reduce the likelihood of injuries:

- Wear proper footwear when walking on snow or ice is unavoidable, because it is especially treacherous. A pair of insulated and water resistant boots with good rubber treads is a must for walking during or after a winter storm. Keeping a pair of rubber over-shoes with good treads which fit over your street shoes is a good

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WINTER WEATHER: PLAN. EQUIP. TRAIN.

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idea during the winter months.

- Take short steps and walk at a slower pace so you can react quickly to a change in traction, when walking on an icy or snow-covered walkway.

Repairing Downed or Damaged Power Lines

Repairing and/or replacing damaged power lines in severe winter weather conditions are especially hazardous. A major hazard is snow, because the moisture can reduce the insulation value of protective equipment, and could cause electrocution. In these conditions de-energized work is safer, but if energized work must be done, qualified workers and supervisors must first do a hazard analysis that includes evaluating the weather conditions and identifying how to safely do the job.

Other potential hazards include:

- Electrocution by contacting downed energized power lines, or contacting objects, such as broken tree limbs, in contact with downed energized power lines.
- Fires caused by an energized line or equipment failure.
- Being struck or crushed by falling tree limbs, collapsing poles, etc.

When working on downed or damaged power lines, electrical utility workers should use safe work practices, appropriate tools and equipment (including personal protective equipment (PPE)). Extra caution should be exercised when working in adverse weather conditions.

Working Near Downed or Damaged power lines

Assume all power lines are energized and stay clear of any downed or damaged power lines. Establish a safe distance from power lines and report any incidents to the responsible authority. Only properly-trained electrical utility workers can handle damaged power lines.

Removing Downed Trees

Clearing downed trees is a critical job during severe winter weather conditions. It is usually urgent to remove downed trees that block public roads and damage power lines. Emergency crews are often tasked with clearing downed trees.

Potential hazards include:

- Electrocution by contacting downed energized power lines or contacting broken tree limbs in contact with downed energized power lines.
- Falls from heights.
- Being injured by equipment such as chain saws and chippers.

Workers should wear PPE that protect them from the hazards of the tree removal tasks. Workers using chainsaws and chippers to clear downed trees should use: gloves, chaps, foot protection, eye protection, fall protection, hearing protection and head protection.

Only powered equipment designed for outdoor and wet conditions should be used. Use all equipment and tools (saws, chippers, etc.) properly and for the purpose that they are designed for. Ensure that equipment is always maintained in serviceable condition and inspected before use by a knowledgeable person that can identify any problems with the equipment. Do not use equipment that is not functioning properly. Equipment must have proper guarding (as applicable); safe guards must never be bypassed. All controls and safety features must function as designed by the manufacturer.

Information reprinted from United States Department of Labor, Occupational Safety and Health Administration, www.osha.gov/winter-weather/hazards

MPMA/GSLPCA ANNUAL CONFERENCE & EXPOSITION

DECEMBER 13-15, 2021

SHERATON WESTPORT CHALET HOTEL-ST. LOUIS, MO

2022 BOARD OF DIRECTORS



Above: Gary Schuessler (Outgoing MPMA President, right) was awarded the President's Award by Randy Coleman (left) during the Annual Conference.



Above: The 2022 Board of Directors were sworn into office during the 2021 Annual Conference (no particular order).

President, Janet Preece; **President-Elect**, Steven C. Arenz, ACE;
Secretary-Treasurer, Larry Hodson, Jr.;

Immediate Past President, Gary Schuessler; **REGION I VP**, John Myers, ACE;
REGION II VP, Ron Lang; **REGION III VP**, Mitch Kluwe, ACE;
REGION IV VP, Brad Dutoit, BCE; **REGION V VP**, Gary Schuessler
DIRECTORS AT LARGE: Kyle Bernskoetter, Jason Everitt, ACE,
Trey Hodson, Michael Patterson, Geoffery Preece;
ALLIED REPRESENTATIVE, Jake Clabaugh

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Janet Preece, Jay Everitt

Government Affairs - Geoffery Preece

Political Action (PAC) - Michael Patterson

Hall of Fame Committee - Jeremiah Ryden, Mitch Kluwe, Kyle Bernskoetter

Awards and Nominating - Ron Lang, Randy Coleman

Membership/Public Relations - Ron Lang, Mitch Kluwe, Brad Dutoit

Missouri Housing Industry Alliance - Steve Arenz

Newsletter/Website - Brad Dutoit

Past Presidents - Mitch Clevenger, Randy Coleman

ACE/BCE Training - Jeff Preece



Left: Gary Schuessler (Outgoing MPMA President, right) congratulates Janet Preece (Incoming MPMA President, left) as she begins her term as the 2022 Missouri Pest Management Association President.

MPMA/GSLPCA ANNUAL CONFERENCE & EXPOSITION

DECEMBER 13-15, 2021

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NEIL MCNEILL

Man of the Year & Hall of Fame Award Recipient

The Man of the Year Award is presented to a person who has been outstanding in their contributions of time, talent and innovation causing a positive result in the betterment of the Association and it's membership.

The Hall of Fame Award is presented to someone based on their service to the industry, their contributions to the industry both past and present, and they have to come highly recommended by pest management professions.

Neil McNeill was awarded both the Man of the Year Award and the Hall of Fame Award at the Joint Annual Conference in St. Louis on December 14, 2021. Neil McNeill is from Chanute, Kansas. He has a Bachelor's degree in Agricultural Economics from Kansas State University (1980). In June of 1980 he began with Dow Chemical USA as a Sales Specialist in Eastern Missouri for Agricultural Products. In 1989 he worked as Senior Sales Specialist with DowElanco (Dow Chemical and Eli Lilly Merger), then Corteva Agrisciences (Dow Chemical and DuPont Merger) working with Pest Control Products including Dursban and Sentricon from Missouri to Iowa, and parts of Illinois, Indiana and Kentucky. As of August 2021 he is producing quality locker beef at TryN2 Farm. Neil and his wife Cheryl, also in the industry, married in 1985 and moved to St. Louis. They have three children; Rachel, a 4th grade teacher at Ray Miller Elementary in Kirksville, MO; Katlyn, a Compliance Engineer at Big Ass Fans in Lexington, KY; and Ethan, an Agricultural Loan Officer at TPNB Bank in Paris, MO.



PAST AWARD RECIPIENTS

1997	- Scott Phillips, Man of the Year Award
1998	- John Long, Man of the Year Award; Harry Connoyer, Veatch Award
1999	- Harry Connoyer, Man of the Year Award; Jeff Holper, Veatch Award
2000	- Mike Bernskoetter, Veatch Award; Chuck and Jean Richardson, Presidential Service Award
2001	- Keith Kisse, Man of the Year Award; Harry Connoyer, Veatch Award; Jim O'Toole, Legislator of the Year Award
2002	- Norman Craig, Man of the Year Award
2003	- David Cole, Veatch Award
2004	- Mick Ostrander, Man of the Year Award
2005	- Mike Bernskoetter, Man of the Year Award
2006	- Ivan Eftink, Man of the Year Award; Jeff Preece, Veatch Award
2007	- Jeff Darst, Man of the Year Award; John Klenklen, Veatch Award
2008	- Elizabeth Knote, Man of the Year Award; Lyla Siemer, Veatch Award
2009	- Jeff Darst, Man of the Year Award; Norman Craig, Veatch Award
2010	- Jack Watkins, Man of the Year Award
2011	- DP 'Dub' Hayes, Man of the Year Award
2012	- Gene Schuessler, Man of the Year Award; Norman Besheer, President's Service Award
2013	- Jeremiah Ryden, Man of the Year Award
2014	- Steve Pariani, Man of the Year Award
2015	- DP 'Dub' Hayes, Lifetime Achievement Award
2016	- Jim Dotson, Man of the Year Award; DP 'Dub' Hayes and Norman Besheer, Hall of Fame Award
2017	- Steven Arenz, Man of the Year; Gene Schuessler and Harry Connoyer, Hall of Fame Award
2018	- Charles Knote and David Cole, Hall of Fame Award
2019	- Mike Bernskoetter, Man of the Year Award; John Klenklen and Andy Mannino Sr., Hall of Fame Award
2020	- Scott Phillips, Hall of Fame Award
2021	- Neill McNeill, Man of the Year Award and Hall of Fame Award

Dr. Wilbur Enns Man/Woman of the Year is given to a person who has been outstanding in their contribution of time, talent, and innovation causing a positive result in the betterment of the Association and its' membership. **John Veatch Award** may be awarded to anyone who has made an outstanding contribution to the Pest Management Industry. The recipient does not have to be a member of the Association. **Special Award** is an open category and any criteria of interest to the Association will be considered. (Past awards include the Legislator of the Year and the Presidential Service Award) **Hall of Fame Award** is presented to someone based on their service to the industry, their contributions to the industry both past and present, and they have to come highly recommended by pest management professions.

WINTER SCHOOL

RE-CERTIFICATION & TECH TRAINING

Sponsored by the Missouri Pest Management Association

Friday, March 11, 2022

Oasis Hotel & Convention Center
2546 N. Glenstone Avenue
Springfield, MO 65803

AGENDA

7:30 am	Registration
8:00 - 9:00 am	Safety and Labels by Harry Connoyer, Harry's Consulting
9:00 - 10:00 am	Small Flies by Harry Bryan, NISUS
10:00 am	Break
10:15 - 11:15 am	Roaches by Jake Clabaugh, Bayer
11:15 - 12:15 pm	Mosquitos by Jake Clabaugh, Bayer
12:15 pm	Lunch
1:00 - 2:00 pm	Ants by Travis Chambers, BASF
2:00 - 3:00 pm	Rodents by Howard Franklin, Liphatech
3:00 pm	Break
3:15 - 4:15 pm	Termite Baiting and Biology by Matt Higley, Corteva
4:15 - 4:45 pm	Missouri Department of Agriculture (Endangered Species and Groundwater Protection updates will be included in the packets)

[Register Now](#)

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WINTER SCHOOL

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The Official Publication of the Missouri Pest Management Association

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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 members and prospective members. It is also available online at www.mopma.org.

MPMA The Advocate

NEWSLETTER ADVERTISING CONTACT & PAYMENT INFORMATION

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2021-2022 MEMBERSHIP RENEWAL/APPLICATION

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.

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- 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.