

*The*

# ADVOCATE

A Publication of the Missouri Pest Management Association



## FROM THE PRESIDENT

Welcome to the spring issue of the Missouri Pest Management Association newsletter. I hope by the time you receive this newsletter we are getting some warmer weather and your business has picked up dramatically like mine has.

First, I would like to thank everyone involved with planning our virtual Winter School. I think it was very successful for the association and beneficial for our members who attended. We want to especially thank our speakers:

Dr. Kurt Vandock, Bayer ~ Annie Carney, Bell Laboratories ~ Mike Weissman, Syngenta  
Harry Connoyer, Harry's Consulting and Pest Supplies ~ Arthur Dales, Brandenburg  
Tommy Powell, MGK ~ Jeff Caudill, Nisus

Without these volunteers we would not be able to present the Recertification's for our members and others at such a reasonable cost.

Our next Recertification will be August 20, in Jefferson City and we are planning it for live and in-person. We are also planning our annual fun day of golf and bocce on August 19. Watch your mail for registration information. In December, we are planning a joint meeting with the St. Louis Pest Control Association at the Sheraton Westport Plaza Hotel in St. Louis.

As an association, we are tasked with watching legislation that effects the pest control professional. This year a bill is being pushed by the Missouri Department of Agriculture and the EPA that will change the definition of "Certified Applicator", "Certified Commercial Applicator", "Certified Noncommercial Applicator" and "Pesticide Technician". It also changes the definition of "General use pesticide" and changes the education and training requirements. This bill is Senate Bill 491 and is sponsored by Senator Mike Bernskoetter. It has been heard in the Senate Agriculture, Food Production and Outdoor Resources Committee, which Senator Bernskoetter chairs. More on this bill will be forwarded to the membership as this bill progresses through the process.

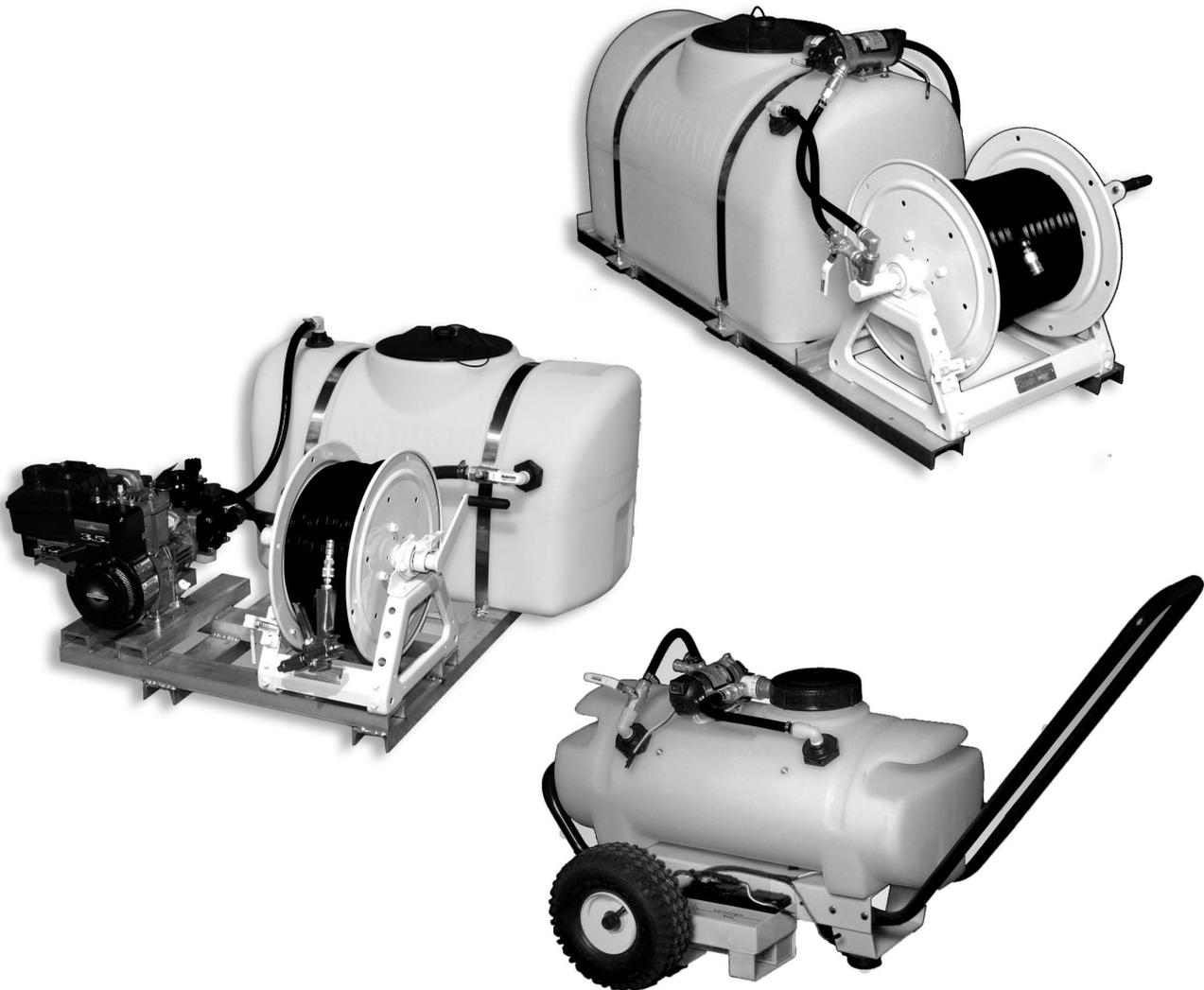
I hope everyone is still practicing good social distancing methods to stay safe until everyone can be vaccinated against COVID. It's the only way to beat this disease once and for all. Happy Spring!

A handwritten signature in black ink that reads "Gary Schuessler". The signature is written in a cursive, flowing style.

Gary Schuessler, MPMA President  
Advanced Pest Control Systems, Inc.  
gary@advpest.com

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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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No responsibility is assumed for errors, misquotes or deletions as to this publication's content.

**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>
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Half Page	\$131.00/issue	\$500.00
Full Page	\$203.00/issue	\$750.00

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**CALENDAR**  
**OF EVENTS**

**May 13, 2021**  
**Board Meeting**  
*MPMA Office*

**MARK YOUR CALENDAR!!**  
**August 19-20, 2021**  
**Board Meeting, PAC Fundraiser**  
**& August Recertification**  
*Courtyard by Marriott*  
*Jefferson City, MO*

**October 21, 2021**  
**Board Meeting**  
*MPMA Office*

**December 8-9, 2021**  
**Annual Conference and Exposition**  
*Sheraton Westport Lakeside Chalet*  
*St. Louis, MO*

**March 11, 2022**  
**Winter School**  
*Oasis Convention Center*  
*Springfield, MO*

**INSIDE THIS ISSUE**

Bayer to Divest Environmental Science Professional Business and Further Strengthen Leadership Team of Crop Science Division	6
Do You Want the Peace of Mind That Comes With Knowing Your Business is Covered if You Have a Loss?	8
Everybody Thinks They Are a Team Player - Do You Have One of These on YOUR TEAM?	10
B & G Donates Pest Control Equipment for Hands -On Training at the University of Kentucky	12
How to Choose the Most Effective Formulations for Perimeter Pest Control	15
Great Termite Service Includes a Great Inspection	16

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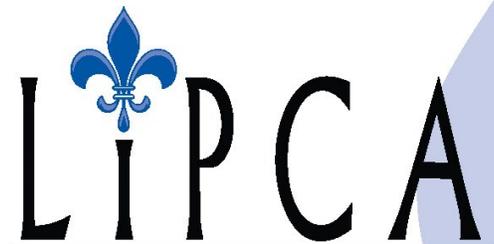
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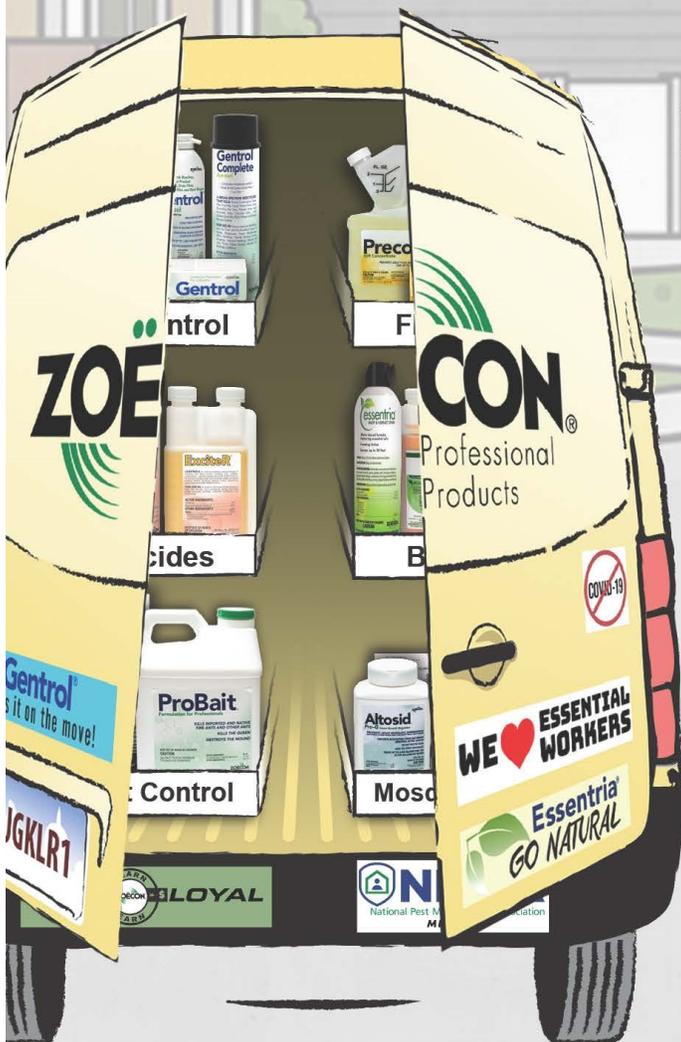
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## **BAYER TO DIVEST ENVIRONMENTAL SCIENCE PROFESSIONAL BUSINESS AND FURTHER STRENGTHEN LEADERSHIP TEAM OF CROP SCIENCE DIVISION**

Bayer today announced a series of decisions to accelerate the strategy implementation of its Crop Science division. In order to focus on its core agricultural business, this includes the intent to divest the company's Environmental Science Professional business. It is a global leader offering environmental solutions to control pests, disease and weeds in non-agricultural areas such as vector control, professional pest management, industrial vegetation management, forestry, and turf and ornamentals. The Environmental Science Professional business had sales of approx. 600 million Euros in 2019.

To further drive performance and growth in the division's most important commercial region, Bayer has named Dr. Jacqueline M. Applegate to lead the Crop Science North America region effective March 1, 2021. She currently heads the division's Environmental Science and Vegetable Seeds businesses and has a strong track record of commercial execution and of driving transformation. In addition to her appointment, the company named Dr. Jeremy Williams, currently Global Head of Plant Biotechnology at Crop Science, as new head of the Climate Corporation and Digital Farming, and Tom Armitage from Mondelez as head of Global Communications for Crop Science. Both are effective March 15, 2021. All three leaders will join the Crop Science Executive Leadership Team and will play key roles in accelerating the division's transformation.

In addition, Bayer appointed Gilles Galliou, currently head of commercial operations for Bayer Vegetable

Seeds Americas, to lead the Environmental Science business and the planned divestment. The global Environmental Science business will be headquartered in Cary, North Carolina, effective June 1, 2021. Inci Dannenberg, currently head of global strategic marketing for Vegetable Seeds, was also appointed to run the Crop Science global Vegetable Seeds business, which is headquartered in St. Louis, Missouri. Both appointments are effective from March 1, 2021.

"With the announced portfolio and leadership changes, and important new product approvals for soybeans, corn and cotton in the Americas, we are now shifting gears from integration to growth acceleration. We are laser-focused on commercial execution and on transforming agriculture through innovation that benefits farmers, consumers and our planet," said Liam Condon, Member of the Board of Management of Bayer AG and President of the Crop Science division. "Like farmers everywhere, we have faced challenges in the past few years; however, I am very excited about the outlook for our Crop Science business. The global coronavirus pandemic has made it clear how important agriculture and a sustainable food system are, and the crucial role science can play in solving difficult problems. Driving innovation,

accelerating the digital transformation of agriculture and helping decarbonize the food system are at the core of our vision to feed a growing population without starving the planet."



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## DO YOU WANT THE PEACE OF MIND THAT COMES WITH KNOWING YOUR BUSINESS IS COVERED IF YOU HAVE A LOSS?

DO YOU WANT A COMPREHENSIVE INSURANCE PROGRAM THAT PROTECTS THE BUSINESS YOU'VE WORKED SO HARD TO BUILD?

West Bend is represented by the finest independent insurance agents who make sure your business is appropriately insured. If you have a claim, we want you to rest easy knowing your business is in great hands! We're here to answer common questions and provide tips to avoid or reduce claims.

### Common Questions

#### What does Errors and Omissions Professional Liability cover?

It provides coverage for damage to your customer's personal property that's in your care. It also provides coverage for damage to customers' buildings and other structures caused by your work. For example, you accidentally spray pesticides on the incorrect fence which results in property damage or bodily injury.

#### Do I need Inland Marine coverage if I have property coverage?

That answer is usually yes. Generally speaking, Inland Marine coverage is designed for equipment and materials while they're transported to and from jobsites; Property coverage is designed to cover equipment and materials at the location scheduled on the declarations page of the insurance policy. Because pest control contractors travel from location to location, Inland Marine coverage would be the best fit.

#### Business has been picking up and we're thinking of purchasing some vehicles. Where do we begin?

Start by calling your agent to explain your plans, including how soon you intend to purchase these vehicles. Your agent will get you a quote and can recommend coverage you may not have thought of. Did you know you should consider adding rental reimbursement for certain vehicles and some carriers automatically include pollution coverage? Check with

your carrier to make sure you have the coverage you need!

#### What if I inspect a property for the presence of termites or other wood-destroying insects and later the property is damaged by termites?

Policies with "Wood destroying insect or organism inspection coverage" are protected. Coverage applies if property damage is discovered at the inspected property after the date of the physical inspection and if you provided an inspection report to the customer.

**Tip:** Some carriers limit the discovery period to a certain number of days or years. Check your policy to see if the discovery period is time-sensitive.

### Loss Control Tips

#### Document – Document – Document

- a. Complete reports carefully and be as specific as possible.
- b. Be attentive. Proof of proper chemical use can be a complete defense.
- c. Keep careful records and develop a records retention policy.

#### Maintain proper chemical usage

- a. Improper use of chemicals can cause significant injury or property damage.
- b. Improper chemical use could also jeopardize coverage under your policy.
- c. Misuse of chemicals can lead to lengthy and expensive lawsuits.

#### General tips and best practices

- a. Know the visible signs of both new and old infestations.
- b. Don't admit fault after an accident or incident.
- c. Physical inspections of all accessible areas should

(Continued on page 9)

# DO YOU WANT THE PEACE OF MIND THAT COMES WITH KNOWING YOUR BUSINESS IS COVERED IF YOU HAVE A LOSS?

DO YOU WANT A COMPREHENSIVE INSURANCE PROGRAM THAT PROTECTS THE BUSINESS YOU'VE WORKED SO HARD TO BUILD?

- be required.
- d. Report language should include, "This is not structural damage" and "This report is not a guarantee or warranty as to the absence of wood destroying insects."
- e. Consider including waivers of subrogation and indemnification clauses in written contracts.
- f. Purchase images, hire professional web developers, or use your own photos on your social media accounts or marketing materials.
- g. Don't ignore demands from attorneys. Ignoring or delaying notification to your insurance company only makes the situation worse and could jeopardize your coverage.

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## EVERYBODY THINKS THEY ARE A TEAM PLAYER - DO YOU HAVE ONE OF THESE ON YOUR TEAM?

NANCY FRIEDMAN  
THE TELEPHONE DOCTOR

Certainly most, if not all, companies around the country have great TEAM PLAYERS. And we know who they are. Most folks never think, or even realize, they may not be a team player. Everyone wants to believe they are. Fair enough. But let's talk 'reality' . . . not everyone is a team player.

The overall definition of TEAMWORK is: "ALL TOGETHER WITH ONE COMMON GOAL." And if that's to happen, then we aren't able to include the following mentalities and personalities.

Check your team. Are these traits in any of them?

- **DEBBIE DOWNER** – I'm too hot. I'm too cold. I'm too fat. I'm too short. I'm too tall. They manufacture negativity. And they're difficult to be around. And to work with.

- **THE GOSSIP** – These folks don't realize they're doing it in so many cases. However, they tend to spread "I heard stories" – and we all know what that does. Good old MISCOMMUNICATION. The Gossip seldom checks out the 'story.'
- **THE CHANGE ALLERGIC** – Got a new idea? New thought? New process? "Change" is a dirty word to these folks. Why? "Because that's the way we've always done it." You know the OLD saying: "If you always do what you have always done, you will always get what you always got." And it's difficult to "CHANGE" these folks.
- **THE "KNOWLEDGE HOG"** – They share nothing. They love to be the only ones who know how to do 'IT' (whatever IT may be). This person is reluctant to teach anyone what they do and how they do it for fear someone else could be better at it. Challenged with writing down their process, they tend to avoid that job.

There are other 'not so great team members;' however, these 4 are common and can jeopardize an office and team spirit in many ways.

Find out if you have any of these 'detractors' on your team. Then activate a way to help them. (It could be helping them out the door.)

Sometimes it's simply not a good fit. Sometimes they'll change. But, for sure, they are a detriment to the company.

Something to think about now, isn't it?

The above content is taken from our popular "How to Be a Terrible Team Member" series on [www.servicesskills.com](http://www.servicesskills.com), one of 15 series. Get your complimentary DEMO soon.

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**Randy Nader**

*Former owner of Nader's Pest Raiders*



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## B & G DONATES PEST CONTROL EQUIPMENT FOR HANDS-ON TRAINING AT THE UNIVERSITY OF KENTUCKY



B&G Equipment Company (Pelsis, LTD) based in Jackson, GA recently donated a comprehensive suite of pest control equipment to the University of Kentucky Department of Entomology to be used for training current and future generations of pest control operators. This equipment includes the following:

- B&G 1 Gal w/Next Gen Wand x2
- Pressurized Tank Top
- Pest Pro Power IV Battery Backpack
- Pest Pro IV Manual Backpack
- 2600 Fogger
- 2250 Electric Duster
- Bulb Duster x6
- PAS
- Versafogger
- Bait Gun x3

“To ensure pest control operators (PCO’s) are properly trained, they have to not only learn about pests in the classroom, they have to get a chance to use the equipment so

vital to their profession,” said Dr. Zachary DeVries, Assistant Professor of Urban Entomology and Chair of the University of Kentucky Pest Control Short Course. “This equipment is foundational towards our efforts to train PCOs to both think like a pest and be safe and proficient with the products and equipment needed to control those pests.”

Dr. DeVries further stated, “Kentucky and the states that surround it have a large number of small to mid-size companies, where training new employees requires time that often isn’t available. With the equipment donated by B&G, we will be able to provide a unique service to companies throughout our region with hands-on training.” Dr.

DeVries also explained how this equipment will be exceptionally beneficial to PCOs in Kentucky and surrounding states, stating, “because of B&G’s generosity, we

will be able to ensure pest control operators are properly trained on how to use and operate their equipment. A lot of times we get stuck in a PowerPoint death march, but this equipment will allow us to teach technician how to safely operate and maintain the equipment that is so vital to control pests in and around homes.”

“We’re really excited at B&G about the program that Dr. Zach DeVries is putting together at Kentucky, and when the opportunity to assist in his hand-on training program arose, we couldn’t pass this up,” said Chris Jamison, B&G Sales Manager. “Often times, training programs don’t fully appreciate the importance of knowing when, how, and why to use the various pieces of equipment we have, and Dr. DeVries’ program will do a nice job in filling this gap.” Jamison went on to say, “B&G is and has always been about making sure pest control operators are properly prepared to combat pest issues. Preparation includes knowing what pest you’re dealing with, but also knowing how to safely and effectively use equipment and technology to manage those pests. We’re excited to partner with Dr. DeVries and the University of Kentucky to promote this kind of training.”

## RECERTIFICATION UPDATE

MISSOURI DEPARTMENT OF AGRICULTURE

### Certified commercial and noncommercial applicators and public operators:

Due to COVID-19 all commercial and noncommercial applicators and public operators with an expiring recertification date through December 31, 2020 will be granted a one (1) year recertification extension to attend a recertification program or reexamine. This provision has been extended indefinitely.

Certified commercial and noncommercial applicators and certified public operators will still receive their renewal card in the mail one month prior to license expiration. If your license is due for renewal, please make sure to send the license fee and signed renewal card to the Pesticide Bureau by the expiration date on your license. If you prefer to pay online, you may login to your MOPlants account and do so.

Licensed pesticide technicians will not be granted the extension for retraining credit as they still have the capability of completing 10 hours of classroom training for each category on their license.

### Certified private applicators:

Individuals needing to acquire a certified private applicator license or to renew a valid certified private applicator license may obtain initial certification or recertification credit by one of two ways. Individuals may either attend a zoom teleconference training presented by a field agronomy specialist or complete a 25 question study guide, sent in the mail, if broadband or a computer is not accessible.

### Contact Us:

If you have any questions, please call the Missouri Department of Agriculture office at 573-751-5504 or 573-751-5509 for further details.



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# HOW TO CHOOSE THE MOST EFFECTIVE FORMULATIONS FOR PERIMETER PEST CONTROL

ERIC PAYSAN, PhD, TECHNICAL SERVICES MANAGER  
SYNGENTA PROFESSIONAL PEST MANAGEMENT



The primary goal for perimeter pest control is protecting a structure's interior with preventive products and best practices. Recognizing common pests and understanding biological processes are essential when developing treatment strategies. As part of

that, using various insecticide formulations should be included in a strong treatment strategy.

Insecticide formulations include at least one active ingredient combined with various inert components that allow for product dispersal. During development, chemists consider safety, storage, handling, application and the effectiveness of various combinations. Formulations are typically grouped into the following categories based on composition:

**Baits:** Although often overlooked in perimeter pest management, baits can be incredibly effective. Ants are target pests for bait treatments outdoors, but baits also control chewing insects like peridomestic cockroaches, crickets and earwigs. Comprised of food materials and slower-acting active ingredients, outdoor baits fall into two categories:

- **Gel baits:** These baits are consumed by sweet-loving ants, including many super-colony ants. In ant colonies, gel baits are effective when applied directly to active foraging trails but should not be applied if no foragers are present during the inspection. For super-colony ants, gel baits should be used in combination with liquid residual treatments.
- **Solid granular baits:** These baits are effective at managing various ant species and is also an option for other chewing insects, like cockroaches, crickets and earwigs. Solid granular baits are an excellent addition to preventive perimeter

treatments and are most effective in the spring when insect activity begins.

**Liquid residuals:** These are the most commonly applied products in perimeter pest management. Including microencapsulations (CS), wettable powders (WP), water-dispersible granules (WDG) and suspension concentrates (SC), all liquid residual formulations require adding water to the bottled concentrate before application. Liquid residuals can be divided into two categories:

- **Fast-acting:** These formulations typically contain active ingredients in the pyrethroid class of insecticides. They are useful in creating barriers that control pests that breach the treatment zone. Barriers created by microencapsulations are especially effective because the capsule protects the active ingredient from UV rays and other damaging environmental factors.
- **Slower-acting:** In this case, slower is better, in that the extended time required for mortality gives pests time to transfer the active ingredient to their nestmates. This effect, called horizontal transfer, is most common in ant management. These formulations have revolutionized ant management and are used by creating perimeter treatment zones, following leading edges where ants trail and by directly treating active foraging trails. Often containing the same active ingredient as baits, they are compatible options for combination treatments with bait usage.

**Granular insecticides:** Not to be confused with granular bait formulations, granular insecticides are not eaten, instead providing long-lasting residual control and relatively quick contact mortality. Ideal treatment sites include heavily vegetated planter beds and areas with dense river rock landscaping. Like high-volume liquid applications, but without the

(Continued on page 16)

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## HOW TO CHOOSE THE MOST EFFECTIVE FORMULATIONS FOR PERIMETER PEST CONTROL

ERIC PAYSAN, PhD, TECHNICAL SERVICES MANAGER  
SYNGENTA PROFESSIONAL PEST MANAGEMENT

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need for a large spray rig, these formulations can settle down through complex substrates to the soil level where pests breed and harbor. A granular insecticide application is a time-effective tool that can help eliminate pests from tough-to-treat habitats.

Syngenta is proud to offer a portfolio of perimeter products to help keep your routes callback-free throughout the year. If you have questions or need ideas, please contact your local Syngenta territory manager.

©2021 Syngenta. **Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties and/or may have state-specific use requirements. Please check with your local extension service to ensure registration and proper use.** Syngenta Customer Center: 1-866-SYNGENT(A) (796-4368).

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## GREAT TERMITE SERVICE INCLUDES A GREAT INSPECTION

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Pest Management Professionals (PMPs) know that termites require food, water and shelter. The term “*Conducive Conditions*”

describes areas that have enough food, water and shelter to support termites.

PMPs use Integrated Pest Management (IPM) in services. IPM includes five steps, which are *Inspection, Identification, Recommendation, Treatment and Evaluation*. Proper inspection and identification are key to solving and/or preventing termite issues.

But do not just look for termites; PMPs should also inspect for conducive conditions. The #1 conducive condition for subterranean termites is **wood to soil contact**. Examples include crawl space doors, formboards, grade stakes, decks, stairs, mulches,

landscaping timbers, retaining walls, door thresholds, cellulose debris on ground, etc.

Other conditions conducive to termite infestation can include excessive moisture (poor drainage, A/C drip lines, dripping hoses or spigots), debris under/around structure, soil grade too high, expansion joints, cracks in slab, excessive foliage by structure, cracked foundations, firewood by foundation, tree branches touching building, clogged gutters, etc. Interior *conducive conditions* can include bath traps, shower drains, plumbing penetrations, moisture issues, interior joints, cracks and other foundation anomalies, etc.

Conducive conditions should be documented and discussed with the customer. Focus on great services and be careful out there!

*Dr. Bob Davis, Technical Services Representative, BASF Professional & Specialty Solutions. Dr. Davis is based out of Pflugerville, TX. He can be reached at [robert.davis@basf.com](mailto:robert.davis@basf.com).*



# Easy on you. Tough on termites.

The **Termidor**® brand offers a portfolio of the most effective and efficient liquid termiticide solutions for pest management professionals to establish a termite-free structure. **Termidor** provides 100% control at low dose rates and innovative formulations that offer additional water savings and labor efficiencies. PMPs rely on **Termidor** as the most effective termite control technology and application methods on the market today.

To learn more, contact Travis Chambers at [travis.chambers@basf.com](mailto:travis.chambers@basf.com)

Always read and follow label directions.

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**Termidor® Foam**  
Termiticide/Insecticide

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High-Efficiency Termiticide

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High Precision Termiticide

**Termidor® HP II**  
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**Termidor® SC**  
Termiticide/Insecticide

The

# ADVOCATE

The Official Publication of the Missouri Pest Management Association

## 2021 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 pdf format, or a 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 members with email addresses and U.S. mails the remaining newsletters to members without an email address. It is then posted to our website at [www.mopma.org](http://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 members and prospective members. It is also available online at [www.mopma.org](http://www.mopma.org).

## MPMA The Advocate

### NEWSLETTER ADVERTISING CONTACT & PAYMENT INFORMATION

Company Name \_\_\_\_\_

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TOTAL AMOUNT \$ \_\_\_\_\_  Check Enclosed  Credit Card (MC/V/D/AE)

Card Number \_\_\_\_\_ CVV Code \_\_\_\_\_

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Send completed contract and payment to MPMA, 722 E. Capitol Ave., Jefferson City, MO 65101.  
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missouripest@gmail.com

## 2021 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. If you have questions, call 573-761-5771.

Company Name: \_\_\_\_\_

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For Companies with Annual Sales Volume of...	Annual MPMA/NPMA Dues are...
<input type="checkbox"/> \$0 - \$100,000	\$275
<input type="checkbox"/> \$100,001 - \$400,000	\$335
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Allied,  
Affiliated,  
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Members  
 \$150

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

- 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.