

*The*

# ADVOCATE



A Publication of the Missouri Pest Management Association

## FROM THE PRESIDENT



Hello,

Temperatures are starting to rise, work is slowly picking up. As a fellow PMP that I talked to recently put it. "I'm busier than we were a few weeks ago but would like to be busier". I understand the sentiment completely. We have seen a couple of swarms in Southwest Missouri but the phones are not "ringing off the hooks" YET!

Our winter school in Springfield Missouri was a great success. We had close to 60 PMP's retrained. Thanks goes out to our speakers Jacob Clabaugh with Zoecon, Neil McNeil with Dow Agro Science, Chris Carr with Rockwell Labs, Jim Dotson with Midwest Pest Management Consulting, Harry Connoyer with Harry's Consulting and Pest Supplies LLC and a special thanks to Mike Weisman with Syngenta for speaking twice to cover an illness for one of our scheduled speakers.

This quarter I would like to introduce you to Brad Dutoit. Brad serves the Missouri Pest Management Association as a Regional Vice President for region IV. Brad received his M.S. in Entomology from the University of Nebraska-Lincoln and he is also a Board Certified Entomologist. If you happen to run in to Brad at one of our meetings you will quickly realize his determination to better our industry.

The next Recertification that we have scheduled will be held in Jefferson City at the Doubletree Hotel on the 23rd of August. Try and get a way a day early! On the 22nd we have a golf tournament scheduled to start at noon and a Bocce ball tournament that evening at Prison Brews. Both are a lot of fun and creates an opportunity to get to know your distributors and fellow PMP'S from around the State. Hope to see you there!!

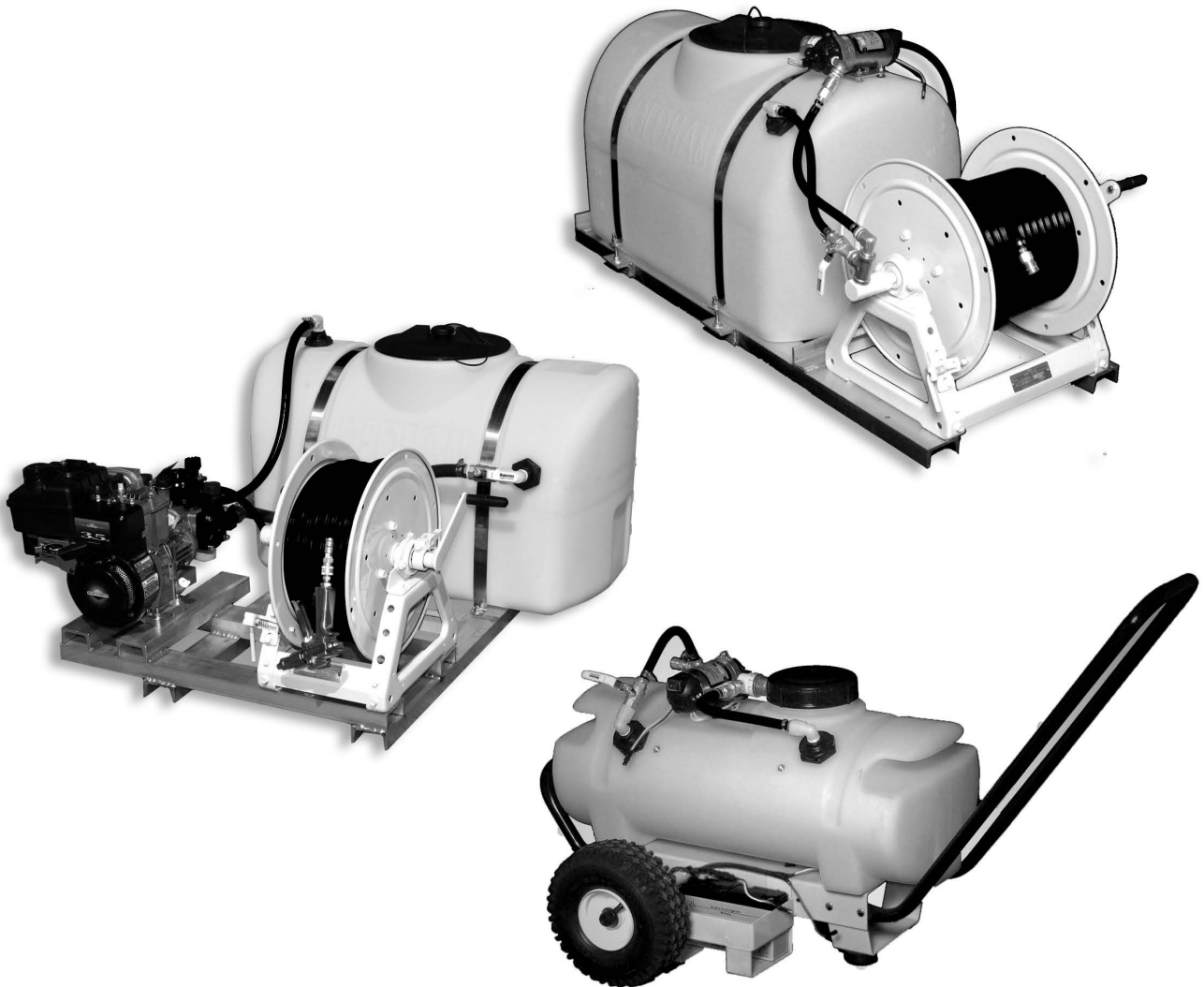
Ready, Set, Swarm!

*Randy*

Randy Coleman, ACE, MPMA President  
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**NEWSLETTER**  
of the  
**MISSOURI PEST MANAGEMENT ASSOCIATION**

**Newsletter Editor** - Ron Lang

**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

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**CALENDAR**  
**OF EVENTS**

**May 16, 2019**  
**Board Meeting**  
*Jefferson City, MO*

**August 22, 2019**  
**Board Meeting and Pac Fundraiser**  
**Golf and Bocce Tournaments**  
*Jefferson City, MO*

**August 23, 2019**  
**August Recertification**  
*Jefferson City, MO*

**October 10, 2019**  
**Board Meeting**  
*Jefferson City, MO*

**December 3-5, 2019**  
**Annual Conference**  
*River City Casino*  
*St. Louis, MO*

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*Dear Fellow Pest Management Professional,*

I wanted to take this opportunity to introduce myself and issue an invitation for all to the Missouri Pest Management Association Summer Recertification and Golf Tournament on August 22<sup>nd</sup> & 23<sup>rd</sup>.

My name is Brad Dutoit and I am the owner of Jones Pest Control, Inc. in Republic, Missouri. I have operated this company for just short of 20 years now. During that time period, I went back to college and received my M.S. in Entomology from the University of Nebraska-Lincoln. Upon graduation, I took my Board Certified Entomologist exam as a condition of graduation. I have since become active with the Missouri Pest Management Association and currently serve as the Regional Vice President for Region IV.

That being said, the purpose of this letter is to let you know who you can contact as a representative of MPMA (me) in Region IV and I am more than willing to help you out in any way I can or put you in contact with whoever can.

MPMA is a valuable organization for those of us in this field and I would like to see more people take advantage of what it has to offer.

This brings me to my next point, the August recertification training and the preceding day, in which there is a golf tournament during the day and a bocce ball tournament in the evening, is a great opportunity for members to get together and network with one another. All members are welcome to sign up and attend the golf tournament and bocce ball tournament. They are great PAC fundraisers for our voice at the government level. You don't have to be a great golfer or athlete, trust me, I can swing and miss the ball with the best of them. Embarrassing, but a tremendous amount of fun.

The conference the next day is great opportunity to get any new technicians some additional training or current employees recertified. The speakers that are provided by the MPMA are high quality, informative and current in their respective areas. I know this training comes during the middle of the season and after many may have attended the states recertification session to meet the minimum requirements but I can attest to the fact, after attending both through the years, that MPMA's training sessions are much higher quality than what you receive from the state. Not only the information from the speakers but the networking that can be accomplished with your peers. We are all in this together.

Thank you for taking a few minutes to read this and let me know if I can help you with anything. Hope to see everybody at the August Recertification event and Golf Tournament. Informational emails will be forthcoming on this event but if you need more information on this training, please don't hesitate to contact me or anyone on the board of directors with the MPMA.

Sincerely,

*Brad Dutoit, BCE*

Jones Pest Control, Inc.  
MPMA Region IV Vice President  
jonespest@sbcglobal.net  
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## **LEGISLATIVE DAY REPORT**

ELIZABETH KNOTE

GOVERNMENT AFFAIRS COMMITTEE CHAIR

I would like to thank the association for allowing me to represent MPMA in Washington, D.C. Here are the highlights of the conferences and my trip to the "Hill".

### **PUBLIC POLICY ISSUES**

#### **Spray Foam Insulation**

Spray foam insulation impedes termite inspections. At the same time this insulation absorbs fumigants and requires extra aeration time. Douglas Chemical and the Spray Foam Coalition are working together to measure the off gas concentrations. After the foam is fumigated, the off gas is measured to determine the correct fumigation holding time. Concerning inspections, the EPA is developing work shops to train insulators on the use of these products. The goal is to create inspection gaps at the floor joist and ground levels.

#### **WOTUS RULES (Waters of the United States)**

President Trump has established the new WOTUS rules. There is a 60 day comment period.

### **STATE LEGISLATION & REGULATION OVERVIEW**

Across the country, states are repealing state pre-emption of pesticides, banning neonicotinoids, making neonics restricted use, and trying to ban glue boards. Here are the details: Connecticut and Minnesota are repealing state pre-emption of pesticides and allowing local governments to set restrictions of pesticides. In Minnesota, four cities are regulating the pesticides. They are banning neonics and Pyrethroids that have a bee box on the label.

#### **Neonic Regulations**

New Hampshire: HB 64b bans the outdoor use of fipronil and neonics. Arizona, Hawaii, New York, and Oregon are totaling banning neonics. Illinois, New Jersey and Vermont are registering neonics as Restricted Use.

#### **Glue Board Regulations**

California and Massachusetts: their attempts to ban glue boards has been repealed. Furthermore they are trying to repeal state pesticide pre-emption.

#### **Bed Bug Legislation**

For rental property in Colorado, Nebraska, New Jersey, New York, Philadelphia, and Washington D.C, the landlord must hire a PMP to do the bed bug work. The bill for the work is then sent to the landlord for payment.

#### **Occupational Licensing**

If the state stops the licensing, the EPA will take over. The certification and training rule will be final on March 2020. Some states are looking at electronic monitors of wildlife instead of checking the traps daily.

### **SALES TAX**

Twenty states have applied to charge sales tax on services. In Missouri, the citizens voted down this issue.

*(Continued on page 7)*

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## LEGISLATIVE DAY REPORT

ELIZABETH KNOTE

GOVERNMENT AFFAIRS COMMITTEE CHAIR

Let's hope that continues.

### **PROFESSIONAL WOMEN IN PEST MANAGEMENT (PWIPM)**

The PWIPM has stressed the formation of local networks. These have occurred in Canada, United Kingdom, New England, and the Virginia, Washington, D.C. and Maryland areas.

There is a push to educate young women about pest management. PWIPM wants to develop a badge for the Girl Scouts, and a patch for 4-H. The funds for the 2018 5K run were donated to 4-H. Anyone who would like to nominate a favorite charity to receive the PestWorld 2019 proceeds needs to check this website: <http://pwipm.org/get-involved/pestworld-5k-fundraiser/>.

For women who want to further their education in pest management, Copesan offers a matching grant of \$5000.00. A woman can apply for the grant online at: <https://npmapestworld.org/pwipm-grant/>.

### **STATE ASSOCIATION**

#### **STATE LEADERSHIP & GOVERNMENT AFFAIRS**

Government Affairs leaders from Rollins, Pennsylvania Pest Management Association, Texas Pest Control Association, and Pest Control Operators of California provided their philosophies on government affairs.

In summary, many of the associations have hired lobbyists to open doors to the regulators. The lobbyist must have a strong technical background and be able to talk to people of all ages. The lobbyist and government affairs person need to work closely with the regulators. In California, the government affairs people meet with 19 districts on a regular basis. The association needs to hold the lobbyist accountable. In Pennsylvania, they have a district day where government affairs personnel stop in to meet the legislators. In Texas, they track the government issues independent of the lobbyist.

Concerning politics, our agriculture message stays the same whether the republicans or the democrats are in power. It's important to communicate regularly especially when the regulators are presenters in meetings. Good relations is also important with the inspectors who may become the regulators in the future. Be aware of shifting cultural change. The younger generation may want to "text and tweet" while other age groups would rather telephone.

### **BEST PRACTICES**

Find allies to make a coalition. The pest management industry can team up with the lawn care, ornamental, and agriculture industries. Do facility tours and invite Legislators and Governors. Have a demonstration day. Invite the EPA, USDA, and regulators to show them equipment application.

### **LEGISLATIVE DAY**

There were four topics of discussion for the visit to the "Hill". These were:

1. H.R. 345: The Strengthening Mosquito Abatement for Safety and Health Act (SMASH ACT).
2. H.R. 890: The Reducing EPA Duplication to Advance pesticide Enforcement Act (REDTAPE ACT).

(Continued on page 8)

## LEGISLATIVE DAY REPORT

ELIZABETH KNOTE

GOVERNMENT AFFAIRS COMMITTEE CHAIR

3. Bedbugs: NPMA is looking for Congressional partners
4. H.R. 216: The Main Street Tax Certainty Act
5. HR 345: The Strengthening Mosquito Abatement for Safety and Health Act (SMASH ACT)

The SMASH Act passed the House in the 115<sup>th</sup> Congress and was included in a wider package on pandemic preparedness in the Senate. Unfortunately, despite broad bipartisan support, it did not pass in 2018, and was re-introduced in the 116<sup>th</sup> Congress as H.R. 345 (with a Senate companion bill to follow). The bill would extend CDC grants for mosquito control programs to include emerging mosquito-borne diseases and to improve existing control programs. The bill would also require a GAO report on the surveillance and control of mosquito-borne infectious diseases in the United States and territories. With the change in Congress, NPMA believes this bill has the best chance of becoming law

H.R. 890: The Reducing EPA Duplication to Advance Pesticide Enforcement Act. This concerns NPDES permits. The NPDES permit issue was supposed to be corrected in the 2018 Farm Bill. Unfortunately the NPDES correction was eliminated by Kansas Senator Roberts at the last minute. H.R. 890 the Redtape Act, is trying to keep the NPDES issue alive. Pesticide use and application is already regulated under the Federal Insecticide Fungicide and Rodenticide Act (FIFRA). The 2009 6<sup>th</sup> Circuit court decision disregarded Congressional Intent and added an additional layer of regulation by requiring entities to obtain a National Pollutant Discharge Elimination System (NPDES) permit under the Clean Water Act. The REDTAPE Act would in no way dilute federal oversight of pesticide usage, as pesticides are already federally regulated under FIFRA. The Act would simply remove a duplicative and unnecessary requirement for applicators to request an NPDES permit.

BEDBUGS: NPMA is looking for Congressional partners to help address the crisis of bedbug particularly when addressing infestation in affordable house communities. NPMA hopes that members of Congress will be willing to engage with affected industries and find a path forward to help manage bed bug infestations particularly for those who are unable to afford treatment on their own.

H.R. 216: The Main Street Tax Certainty Act makes the tax cuts passed in the Tax Cuts and Jobs Act permanent. This bipartisan bill sponsored by Reps Jason Smith (MO-8) and Henry Cuellar (TX-28) makes the Section 199A deduction permanent which is a popular deduction for pass-through businesses.

Section 199A of the federal tax code allows small businesses to deduct up to 20% of qualified business income. QBI is the net amount of income gain deduction and loss relative to the business. After the deduction, the remaining income would be subject to the appropriate individual rate. With H.R. 216 and 20% deduction under a maximum individual tax rate of 37%, the effective tax rate for pass-through entities is cut to 29.6%. If H.R. 216 is not passed, the tax rate will go up in 2026.

The Tax Cuts and Jobs Act passed in December 2017 enacted a 100 percent bonus depreciation for short-lived assets (Section 168 (k)). This allows business to immediately deduct the full cost of short-lived assets instead of stretching the cost over several years. This 100% bonus depreciation is in effect for 5 years (2023). It will

(Continued on page 9)



## VICTOR® PRO™ CAGE TRAPS

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The new Victor® Pro™ line of cage traps is the latest in animal control coming from Woodstream and its long heritage of wildlife trapping. Designed for Wildlife Control Professionals, Victor® Pro™ cage traps offer heavy duty features including 8-gauge wire body supports, uniform welds, high tensile galvanized steel, 1 inch by ½ inch mesh and heavy-duty door hinge plates. All traps feature a wire door and interior trigger rod. Baiting is easier than ever before with an innovative, patent pending bait compartment on the



VP1103 raccoon size trap. This bait compartment will keep bait and lures protected from the elements and animals, but can also be easily removed allowing access to hang or place additional bait in the trap. There are three trap sizes available in this new line - the 32 in x 10 in x 12 in, 24 in x 7 in x 7in, and 18 in x 5 in x 5 in. These traps are proudly made in the USA. Available from distributors beginning May 2019.”

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## LEGISLATIVE DAY REPORT

ELIZABETH KNOTE

GOVERNMENT AFFAIRS COMMITTEE CHAIR

then phase out and expire in 2026. We urged Congress to make the 100% depreciation permanent.

### RESULTS FROM THE HILL

Senator Josh Hawley: He will look into SMASH Act, NPDES, and Bed Bug issues.

Senator Roy Blunt: He supports the SMASH Act and REDTAPE Acts. He will look into the Bed Bug issue.

Congressman Graves: Has supported SMASH Act, REDTAPE Act and TAX REFORM in the past.

Congressman Long: Has supported SMASH Act, REDTAPE Act the TAX REFORM in the past.

Congressman Clay: Will research the issues

Congresswoman Wagner: SMASH Act—YES, REDTAPE Act—YES, TAX REFORM—YES

Congressman Smith: SMASH Act—YES, REDTAPE Act—YES, TAX REFORM—YES (HE WROTE THE BILL)

Congressman Cleaver: Will do research

Congresswoman Hartzler: Will Cosponsor both the SMASH Act AND REDTAPE Act.

Congressman Luetkemeyer: Has supported SMASH ACT, REDTAPE ACT AND tax reform in the past.

## SPRINGTIME IS HIRING TIME

PAT VANHOOSER

According to Pamela Meyer, a well-regarded lying expert, one of the most common claims on resumes nationwide is that the candidate is part of the Kennedy family. While I have never personally seen that one, there are plenty of whoppers I could share with you! This got me to thinking about the hiring process and tips for getting you the best employees for your business.

I recommend you check ALL the information on any resume or application. Verify everything from the address and phone number to employment and references. Many managers tell me they don't bother to check with former employers because they will only verify length of employment and maybe a few other things. You might be surprised what other information you can get out of them by asking a few questions. If you ask if the person is eligible for re-hire and the answer is, "ah...no", that can say a lot! Check for gaps in employment. One candidate failed to disclose to me his prison time and covered it up by stating he had worked at his previous job longer than he actually did. Also, call the personal references. Don't just assume they will say only great things. Sometimes they will surprise you.

Interview in teams if you can. Have each person cover a different area and then go over the entire meeting together as soon as the interview is over. If you can't reach a consensus, it won't be a good fit. And trust your gut. The best anyone is going to look or behave is at the interview. If there are concerns from the first meeting it is likely to go downhill from there.

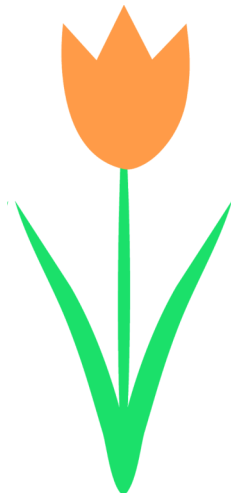
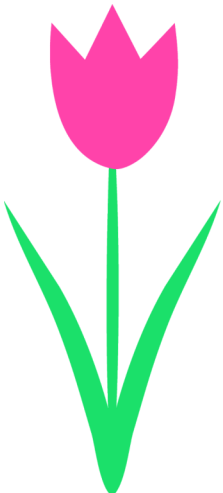
While you are meeting with the candidate, have your front office people go out and check out their vehicle. Is it clean? Inside, is the ashtray overflowing and the floorboards full of trash and fast food wrappers? They won't take care of your vehicle any better than they take care of their own. This is a giant clue and I suggest you don't ignore it.

If you decide you'd like to give the applicant a try, see if you can arrange a paid ride-along for a day. This will give the prospect a chance to see what a day at your company looks like. They may decide it's not for them and this is the best time to find that out. Have one of your most trusted and experienced people take them out.

Train your employee how to "interview" on the ride along. You might learn some interesting things. I've had people admit that stay out drinking all night, cheat on their spouse, deal weed on the side and many other things that make them NOT a good fit for my company culture. And pay your technician extra when they provide this service for you. What you might learn could save you a bundle in the future by not making a bad hire. It's worth an extra 75-100 dollars.

Also, don't forget that you are auditioning too. There are plenty of jobs out there and good qualified candidates can take their pick. Make sure your company is a place that exceptional people want to work. Once you have them, you want to keep them.

To comment on this, or any topic, you can contact Pat at [discoveryretreat@aol.com](mailto:discoveryretreat@aol.com)



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## **CENTRAL LIFE SCIENCES WELCOMES THREE NEW MEMBERS TO THE ZOECON AND VECTOR SALES TEAM, STRENGTHENING ITS PRESENCE IN THE INDUSTRY**

Central Life Sciences welcomes Timothy Bennett and Kelly Deutsch to the sales team for its Vector division and Walker Mobley to the sales team for its Zoëcon Professional Products division. They all join as regional sales managers.

Prior to joining Central Life Sciences, Bennett spent over 15 years working with Vector Disease Control International (VDCI) as the vice president of western operations. Bennett will cover the vector market in California, Oregon, Washington, Hawaii and Alaska.

“Tim has a wealth of knowledge on how to run and operate mosquito abatement programs,” said John Neberz, Business Manager for the Vector division of Central Life Sciences. “He will be key in growing and maintaining the West Coast vector business.”

Also joining the Vector team is Deutsch, a 16-year veteran of the mosquito control industry. Her experience includes five years working at the largest mosquito abatement district in the country, Metropolitan Mosquito Control District (MMCD) in Minnesota. She most recently worked with the Orange County Mosquito Control district in Orlando, Fla. where she has served the last four years as a manager. Deutsch will cover the vector market in Florida, Georgia, North Carolina and South Carolina. She holds a bachelor’s degree in natural sciences from the College of St. Benedict in St. Joseph, Minn.

“Kelly’s established relationships in the industry, along with her deep understanding of mosquito control operations, will allow her to successfully promote the broad lineup of mosquito control products from Central Life Sciences,” said Neberz.

The Zoëcon Professional Products division is also expanding with the addition of Walker Mobley. Mobley comes to Central Life Sciences from Therma-Stor where he spent the last ten years as regional sales manager and became entrenched in the pest control market in the southeast. Mobley will cover the pest control markets in Georgia, North Carolina and South Carolina. He holds a bachelor’s degree in business administration from the University of North Carolina at Wilmington.

“Walker’s long-term relationships with key pest control companies will allow him to successfully promote and sell Zoëcon’s broad line of pest control products,” said Tony Schultz, Business Manager for the Zoëcon Professional Products division of Central Life Sciences.

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## **BWI COMPANIES**

BWI Companies announces the Retirement of George Armstrong, Division Manager. George has been with BWI for 44 years. George began his career with BWI in 1974 as a salesman and was promoted to sales manager, and then opened the Springfield, MO Division as Division Manager in 1994. George is

looking forward to traveling and spending time with family.

Joel Green has been named as the next Division Manager for Springfield, MO. Joel began with BWI as Sales Manager of our Texarkana Division in 2010.

## SYNGENTA CELEBRATES NEW YEAR WITH NEW PEST MANAGEMENT SUPPORT



- Craig Valentine will assist customers in the Midwest and Northeast.
- Valentine brings experience in pest management and agriculture.

To better support Pest Management Professionals (PMPs) and their businesses, Syngenta has hired Craig Valentine as the newest member of the Professional Pest Management (PPM) territory manager team. He will be assisting customers with their pest management needs in Michigan, Ohio, Indiana, Kentucky and western Pennsylvania.

Valentine brings more than seven years of experience in the pest management and agriculture industries. He was mostly recently an agriculture representative at AMVAC Chemical Corporation from 2016 to 2018. Prior to that position, he spent five years with Dow AgroSciences across marketing and sales divisions. He holds a bachelor's degree in marketing from Ball State University.

"We are excited to expand our Syngenta territory manager team with Craig on board," said Dave Ravel, head of sales for turf, ornamental and PPM at Syngenta in North America. "With an extensive sales and marketing background, he'll be able to effectively partner with PMPs and guide them through their pest problems."

Valentine lives in Fishers, Indiana, with his wife and their three children.

To learn more, visit [SyngentaPMP.com](http://SyngentaPMP.com).

# MARK YOUR CALENDAR!

August 22-23, 2019

**Board Meeting, PAC Golf and Bocce Fundraiser  
and**

**August Recertification**

*DoubleTree Hotel  
Jefferson City, MO*

## ANDREW VINCENT MANNINO, SR.

1935-2019



Andrew Vincent Mannino Sr. was surrounded by his loving family when he passed away on Saturday, February 16, 2019 at the age of 83. Beloved son of the late Philip and Josephine (Spatafora) Mannino; cherished husband of the late Patsye Mannino; loving father of Kathleen Baldwin and husband Larry, Andrew Mannino Jr. and wife Pam, Kim Egelhoff and husband Mike, Tina Rigoni and husband Bob, Gina Hale and husband Greg; dear grandfather of Blake, Joseph and Jake Baldwin, Drew and Ashley Mannino, Chad and Kyle Egelhoff, Tyler, Jordan and Annie Rigoni, Jenna Marco, Brennen and Tanner Hale, the late Aly Rigoni; dear great grandfather of Ava, Declan, Teegan, Isaiah and Archer. Uncle, cousin and friend to many.

A visitation was held on Thursday, February 21, 2019 from 3:00 pm – 8:00 pm at Hutchens-Stygar Funeral and Cremation Center, 5987 Mid Rivers Mall Drive, St. Charles. A second visitation was held on Friday, February 22, 2019 at 10:00 am until the funeral service at 11:00 am at St. John's United Church of Christ, 945 Wolfrum Road, Weldon Spring. Burial followed at St John's United Church of Christ Cemetery.

Memorial donations are preferred to the Alzheimer's Association, St. Peters Kiwanis Club or St. John's United Church of Christ.

Andy was a past president (1985) and member of MPMA.

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## JOHN JOSEPH KLENKLEN

1939-2019



John Joseph Klenklen, 79 of Boonville passed away surrounded by family and friends on February 15, 2019 at Boone Hospital in Columbia, Missouri following a lengthy and brave battle with pancreatic cancer.

Visitation was at Howard Funeral Chapel from 5-7 p.m. on Friday, February 22 with a Rosary service at 4:30 p.m. The Mass of Christian Burial was celebrated at S.S. Peter and Paul Catholic Church at 10 a.m. on Saturday, February 23 with burial following in St. Martin's Cemetery in Martinsville, Missouri.

John was born in Boonville, Missouri on December 3, 1939, the son of Frank E. and Gertrude C. (Gilliland) Klenklen. John graduated from S.S. Peter and Paul Catholic High School in 1957. After enlisting and serving in the United States Navy, where he served as an Air Control Tower Operator, he returned to Boonville and was united in marriage to Mary Kathryn Lammers on April 27, 1963 and they are the parents of three children. He and Mary very much enjoyed following and watching their children and grandchildren participate in all sorts of activities. John "never met a stranger" and very much enjoyed hosting family and friends at the family farm.

Along with being a successful local business owner, John was a very civic minded leader who served on the Missouri Pest Management Association Board, Missouri Housing Industry Alliance, Boonville City Council, Police Board and Fire Board for many years. He was a devout member of the S.S. Peter and Paul Catholic Church and an active member in the Boonville Knights of Columbus Council 1061 and 4th Degree Council 2373 where he served three terms as the Grand Knight.

John was preceded in death by his parents. He is survived by his wife of 55 years, Mary, of the home, and his children; Chris (Christy) Klenklen, Patricia (Mike) Devine and Mark Klenklen, all of Columbia, Missouri and siblings; Patricia (Glen) Lammers of Shawnee, KS, Judy (Lawrence) Ellebracht of Independence, MO, as well as in-laws Harold (Beth) Lammers of New Franklin and Joe (Sharon) Lammers of Pilot Grove. His love, attention and support will be a huge loss for his seven grandchildren; Andy, Clare, Steven, Anna & Adelaide Devine and Lauren & Natalie Klenklen.

Memorial contributions are suggested to S.S. Peter & Paul Educational Foundation or Father Tolton Catholic High School. Online condolences may be left at: [www.howardfh.com](http://www.howardfh.com)

John was a past member of the Board of Directors and a longtime member of Missouri Pest Management Association.

*Dear M.P.M.A.  
Thank you for the  
beautiful plant & your  
support during this difficult  
time.  
Sincerely  
The Klenklen  
Family*

During a time  
like this  
we realize how much  
our friends and relatives  
really mean  
to us....  
Your expression  
of sympathy will always  
be remembered

# USING MULTIPLE TREATMENT TECHNIQUES FOR ANT MANAGEMENT

ERIC PAYSAN, TECHNICAL SERVICES MANAGER  
SYNGENTA PROFESSIONAL PEST MANAGEMENT

One of the most challenging tasks facing today's pest management professional is managing ants in urban environments. Ants are huge drivers of pest control business and, when handled with effective techniques, provide great value to customers.

Managing ants is challenging because:

- **It's hard to completely exclude them from structures.** Ants search for nutrients, moisture and controlled climates inside structures, and only need a small entry point to get inside.
- **There are lots of them.** Ants are one of the most prolific groups of organisms on the planet, with high diversity and seemingly endless numbers.
- **Control measures are often species-specific.** Techniques effective for one species may be ineffective for a similar-looking ant in the same region.
- **Identification requires expertise.** Features used to identify ants, like antennal segments, hairs and spines, often require magnification to see.

A well-trained technician must be able to perform basic ant identification in the field and understand effective techniques for the ant species in their region.

## Identification tips

Ant identification can be daunting, but using a high-quality hand lens is a great place to start. With practice, it is possible to identify most common species without magnification once familiar with general size, color and behavioral characteristics. Always have sample-collecting tools on hand (such as rubbing alcohol and an appropriate container) if you encounter something unfamiliar, which you can use as an opportunity to learn about another species. Don't be afraid to seek assistance if you need help identifying an unfamiliar species.

## Tools for your ant arsenal

Once the ant species is identified, the real work begins to manage the population. Thankfully, there are many Syngenta bait and spray products labeled for ants. It is recommended to have multiple products on hand so you can test them in small placements, as efficacy can vary across species, seasons and regions.

- Sweet baits and granular baits are effective across a broad range of species, but vary in formulation and are preferred by some species over others. For instance, Advion® Ant gel bait combines food-grade inert carriers, attractants and carbohydrates to enhance its appeal to targeted sweet feeder ant species.
- Some baits are specific to particular ant species. Advion fire ant bait, for example, can ensure total colony control of fire ants within 24-72 hours. It is also part of the SecureChoice<sup>SM</sup> Fire Ant Assurance Program, which guarantees at least 90 percent control of active fire ant mounds by following the recommended treatment protocol.
- Liquid residual applications are useful for preventive maintenance and control of super-colony species like Argentine and tawny crazy ants. Tandem® insecticide features systemic action that helps control homopterous pests like aphids, which are food sources for ants. Additionally, Arilon® insecticide can be used for broad-spectrum ant control with its non-pyrethroid, non-neonicotinoid formulation.

With the proper educational resources and tools, you can step up to the challenge and help provide an ant-free environment for customers. For more information, visit [www.SyngentaPMP.com](http://www.SyngentaPMP.com).



# NEW for 2019-2020

## DUES STRUCTURE



CURRENT REVENUE CATEGORY	Standard	Joint
\$0-\$100,000	\$250	\$185
\$100,000.00	\$250	\$185
\$200,000.00	\$250	\$185
\$300,000.00	\$250	\$185
\$400,000.00	\$250	\$185
\$500,000.00	\$500	\$375
\$600,000.00	\$600	\$450
\$700,000.00	\$700	\$525
\$800,000.00	\$800	\$600
\$900,000.00	\$900	\$675
\$1,000,000.00	\$1,000	\$750
\$1,500,000.00	\$1,250	\$935
\$2,000,000.00	\$1,500	\$1,125
\$2,500,000.00	\$1,750	\$1,315
\$3,000,000.00	\$2,000	\$1,500
\$3,500,000.00	\$2,250	\$1,690
\$4,000,000.00	\$2,500	\$1,875
\$4,500,000.00	\$2,750	\$2,065
\$5,000,000.00	\$3,000	\$2,250
\$6,000,000.00	\$3,500	\$2,625
\$7,000,000.00	\$4,000	\$3,000
\$8,000,000.00	\$4,500	\$3,375
\$9,000,000.00	\$5,000	\$3,750
\$10,000,000.00	\$5,500	\$4,125
\$11,000,000.00	\$6,000	\$4,500
\$12,000,000.00	\$6,500	\$4,875
\$13,000,000.00	\$7,000	\$5,250
\$14,000,000.00	\$7,500	\$5,625
\$15,000,000.00	\$8,000	\$6,000
\$20,000,000.00	\$9,000	\$6,750

CURRENT REVENUE CATEGORY	Standard	Joint
\$25,000,000.00	\$10,000	\$7,500
\$30,000,000.00	\$11,000	\$8,250
\$35,000,000.00	\$12,000	\$9,000
\$40,000,000.00	\$13,000	\$9,750
\$45,000,000.00	\$14,000	\$10,500
\$50,000,000.00	\$16,500	\$12,375
\$55,000,000.00	\$19,000	\$14,250
\$60,000,000.00	\$21,500	\$16,125
\$65,000,000.00	\$23,000	\$17,250
\$70,000,000.00	\$25,500	\$19,125
\$75,000,000.00	\$28,000	\$21,000
\$80,000,000.00	\$30,500	\$22,875
\$85,000,000.00	\$33,000	\$24,750
\$90,000,000.00	\$35,500	\$26,625
\$95,000,000.00	\$38,000	\$28,500
\$100,000,000.00	\$40,500	\$30,375
\$200,000,000.00	\$55,000	\$41,250
\$300,000,000.00	\$70,000	\$52,500
\$400,000,000.00	\$85,000	\$63,750
\$500,000,000.00	\$100,000	\$75,000
\$600,000,000.00	\$115,000	\$86,250
\$700,000,000.00	\$130,000	\$97,500
\$800,000,000.00	\$145,000	\$108,750
\$900,000,000.00	\$160,000	\$120,000
\$1,000,000,000.00	\$175,000	\$131,250
\$1,250,000,000.00	\$190,000	\$142,500
\$1,500,000,000.00	\$205,000	\$153,750
\$1,750,000,000.00	\$220,000	\$165,000
\$2,000,000,000.00	\$235,000	\$176,250

**Fair. Equitable. Transparent. Sustainable.**

**SAVE THE DATE**

**COMING UP**

Missouri Pest Management Association

Annual **Recertification** &  
**Golf Tournament Fundraiser**

August 22-23, 2019

DoubleTree Hotel ~ Jefferson City, MO

**Thursday, August 22**

- 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

**Friday, August 23**

- 7:30 am Registration
- 8:00 - 9:00 am **RODENTS** by Travis Chambers, BASF
- 9:00 - 10:00 am **FLEAS** by Jake Clabaugh, Central Life Sciences/Zoecon
- 10:00 am Break
- 10:15 - 11:15 am **SPIDERS** by Nate Peterson, Bayer
- 11:15 - 12:15 pm **ANTS** by Travis Chambers, BASF
- 12:30 pm Lunch
- 1:15 - 2:45 pm **TERMITE BAITING & BIOLOGY** by Neil McNeill, Dow Agro
- 2:45 - 3:45 pm **MOSQUITOS/BED BUGS BIOLOGY AND CONTROL** by TBD
- 3:45 - 4:45 pm **SAFETY AND LABELS, PESTICIDE WASTE DISPOSAL, CONTAINER CLEANING AND DISPOSAL AND SPILL REPORTING** by Harry Connoyer, Harry's Consulting and Pest Supplies
- 4:45-5:15 pm **Missouri Department of Agriculture** by Missouri Department of Agriculture

*(Sources of Groundwater Contamination handouts will be distributed.)*

**Recertification Credits**

- ⇒ **Kansas Department of Agriculture** approved for: 1 hour 7E, Structural Pests-Rodents, 1 hour 7A, Wood-Destroying-Termite Baiting and Biology, 1 hour 7D, Health-related and 7E, Structural Pest-Bed Bugs Biology and Control, 1 hour 7E, Structural Pest-Spiders, 1 hour 7D, Health-related-Mosquitos, 1 hour 7E, Structural Pest-Safety and Labels
- ⇒ **Missouri Department of Agriculture** approved for: Confined Space Entry and Pesticide Application for Structural Category 7A- General Structural Pest Control, Termite Control, Mosquito Control
- ⇒ **Illinois Department of Public Health** approved for: 6 hours of recertification credit under the provisions of the Structural Pest Control Act and Code. "Missouri Department of Agriculture" topic is not approved for Illinois technicians.
- ⇒ **Arkansas State Plant Board** approved for: all structural categories.

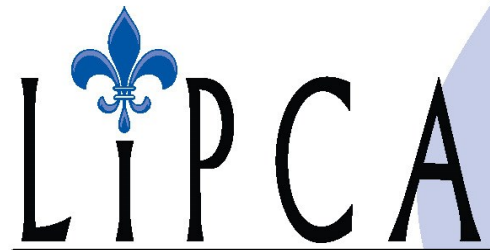
**Recertification Credits are Pending**

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Captures stored product beetles, both male and female, in the dustiest of environments.

- Attracts for up to 8 weeks:
- Red & Confused Flour Beetles
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  - Warehouse & Khapra Beetles
  - Saw Toothed Grain Beetles
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  - Rice Weevils
  - Maize Weevils
  - Grain Weevils
  - Lesser Grain Borers
  - Foreign Grain Beetles

**Contains  
4 Pheromones**

**Active Life:  
6 - 8 weeks**



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Here to help your business grow,  
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"Arrow perfectly matched the way I ran my company. Nader's was family-run for 21 years, and I always believed in promoting a family culture in my business through our hiring, training and our relationships with customers and employees. I sold my company to Arrow in 2010, and they followed through 100% on everything promised."

**Randy Nader**  
Former owner of Nader's Pest Raiders

The

# ADVOCATE



The Official Publication of the Missouri Pest Management Association

## 2019 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 \_\_\_\_\_

Company Contact \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Ad Agency Name/Contact \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

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Fax \_\_\_\_\_

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TOTAL AMOUNT \$ \_\_\_\_\_

Check Enclosed

Credit Card (MC/V/D/AE)

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: [missouripest@gmail.com](mailto:missouripest@gmail.com).

# Top ten benefits of membership.



+ Health Insurance Exchange program



+ Online Education at the NPMA Resource Center



+ Complimentary Human Resource Consulting



+ Employee Recruitment Tools

+ Discounted Trucks Through Nissan

+ Free Royalty-Free Professional Pictures



+ Background Screening

+ Collections Services



+ NPMA Community Web Site

+ National Consumer Exposure to Help Grow Your Business

**DON'T FORGET TO UPDATE YOUR MEMBER PROFILE!**

You can:

- Identify the topics that are important to you so that we can send you information you want to hear about
- Update your service area zip codes for Find-a-Pro
- Add or remove employees from your company roster
- Download your membership certificate

Questions on any of these programs? Email [npma@pestworld.org](mailto:npma@pestworld.org) for information or visit the online member center at [npmapestworld.org](http://npmapestworld.org).

## 2018-2019 BOARD OF DIRECTORS

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Randy Coleman, ACE  
Alert One Pest Control, Inc.  
PO Box 3131  
Joplin, MO 64803  
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flavipes80@hotmail.com

### **PRESIDENT ELECT**

Gary Schuessler  
Advanced Pest Control Systems, Inc.  
821 Progress  
Cape Girardeau, MO 63701  
573-334-4215 ~ Fax: 573-339-1651  
gary@advpest.com

### **SECRETARY/TREASURER**

Steven C. Arenz, ACE  
Arenz Pest Management Solutions  
PO Box 1062  
Hillsboro, MO 63050  
636-797-2880 ~ Fax: 636-797-2969  
arenzs@sbcglobal.net

### **IMMEDIATE PAST PRESIDENT**

Mitch Clevenger, ACE  
Bugs Fear Us Pest Management  
PO Box 162  
Columbia, MO 65205  
573-489-6785  
mitchclevenger@gmail.com

### **REGION I VP**

Janet Preece (*term expires 2018*)  
Zip Zap Termite & Pest Control  
PO Box 46936  
Gladstone, MO 64188  
816-452-5960 ~ Fax: 816-452-1053  
jeffpreece@zipzappestcontrol.com

### **REGION II VP**

Ron Lang (*term expires 2018*)  
Havener's Termite and Insect Control, Inc.  
819 W. Jackson  
Owensville, MO 65066  
573-437-2031 ~ Fax: 573-437-4117  
htermite@fidnet.com

### **REGION III VP**

Mitch Kluwe (*term expires 2018*)  
SEMO Termite and Pest Control, Inc.  
PO Box 67  
New Melle, MO 63365  
636-398-5776 ~ Fax: 636-828-4898  
semopest@gmail.com

### **REGION IV VP**

Brad Dutoit, BCE (*term expires 2018*)  
Jones Pest Control, Inc.  
1333 S. Appomattox Avenue  
Republic, MO 65738  
417-732-1007 ~ Fax: 417-732-1007  
jonespest@sbcglobal.net

### **REGION V VP**

Elizabeth Knot (*term expires 2018*)  
Cape Kil Pest Control Company  
33 N. Frederick Street  
Cape Girardeau, MO 63701  
573-334-3002  
eknote@yahoo.com

### **COMMITTEES & CHAIRPERSONS**

#### **Education and Training**

Larry Hodson, John Myers, Janet Preece

#### **Government Affairs**

Elizabeth Knot

#### **Political Action (PAC)**

Gary Schuessler

#### **Awards and Nominating**

Ron Lang

#### **Membership/Public Relations**

Regional VPs

#### **Missouri Housing Industry Alliance**

Steve Arenz

#### **Newsletter/Website**

Brian Pickens

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Jeremiah Ryden, Mitch Kluwe,  
Brad Dutiot, Darryl Franke

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8322 Bridge Avenue  
St. Louis, MO 63125  
314-728-9081  
oldcoach@hotmail.com

### **DIRECTORS AT LARGE**

Larry Hodson, Jr. (*term expires 2019*)  
Big River Pest Control  
1920 Orchard Avenue  
Hannibal, MO 63401  
573-221-1400 ~ Fax: 573-248-1132  
lhodson@bigriverpestcontrol.com

John Myers, ACE (*term expires 2019*)  
Gunter Pest Management  
220 W. 72<sup>nd</sup> Street  
Kansas City, MO 64114  
816-523-0777  
JMyers@gunterpest.com

Brian Pickens (*term expires 2019*)  
Expert Pest Solutions  
3600 N. Brinnsfield Drive  
Ozark, MO 65721  
417-413-4776  
brian@expertpests.com

Kyle Bernskoetter (*term expires 2019*)  
Art's Pest Control  
429 W. Miller Street  
Jefferson City, MO 65101  
573-634-3299  
kwbernskoetter@yahoo.com

### **EXECUTIVE DIRECTOR**

Sandra Boeckman  
722 E. Capitol Avenue  
Jefferson City, MO 65101  
573-761-5771 ~ Fax: 573-635-7823  
missouripest@gmail.com  
www.mopma.org



**A Publication of the  
Missouri Pest Management  
Association**

MPMA  
722 East Capitol Avenue  
Jefferson City, MO 65101  
573-761-5771  
Fax: 573-635-7823  
missouripest@gmail.com

## 2018-19 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: \_\_\_\_\_

Company Representative: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

For Companies with Annual Sales Volume of...	Annual MPMA/NPMA Dues are...
<input type="checkbox"/> \$0 - \$100,000	\$205.50
<input type="checkbox"/> \$100,001 - \$200,000	\$265.50
<input type="checkbox"/> \$200,001 - \$500,000	\$375.00
<input type="checkbox"/> \$500,001 - \$1,000,000	\$703.50
<input type="checkbox"/> \$1,000,001 - \$2,500,000	\$990.75
(Membership dues increase effective July 1, 2018)	

Allied,  
Affiliated,  
and Limited  
Members  
 \$125

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 wet 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.