

The

ADVOCATE



A Publication of the Missouri Pest Management Association



FROM THE PRESIDENT

Welcome to the summer edition of *The Advocate*, MPMA's newsletter publication and the voice for Pest Control operators throughout the state.

We welcome any and all articles to appear in this newsletter, so if you have a new product or service, or if you have an editorial opinion that needs to be heard, send it our way and we will get it in print.

Your Board of Directors is preparing for the summer PAC fundraiser - the August golf tournament and bocce tournament. All proceeds from this event go to the Political Action Committee (PAC). Speaking of political action, MPMA past president Mike Bernskoetter recently through his hat in the ring for a Senate seat in central Missouri. Mike has served in the House of Representatives for the last seven years and 2018 will mark his final year as a Representative. He is running for the 6th Senatorial seat previously held by Senator Mike Kehoe, who is term limited and will not be able to run again. The 6th Senate district encompasses the following counties, Osage, Gasconade, Cole, Maries, Moniteau, Miller and Morgan counties. His website is www.mikebernskoetter.com and you can follow him on Facebook as well. I can't recall a pest control operator ever serving as a state senator - so good luck Mike!

On another note, Dr. Richard Houseman, longtime friend of the industry, has moved with his family to Brazil, to pursue a personal endeavor. We want to wish him good luck and hope that he and all the members know how much we appreciated everything he has done for the betterment of the association. Good luck and thanks doc!

Our education committee is working with the Greater St. Louis Pest Control Association (GSLPCA) on the agenda for the annual conference which is being planned for the Hilton Frontenac Hotel in St. Louis on Wednesday, November 29 through Thursday, November 30. The annual Recert for Missouri PCOs will be on Thursday, November 30. Our education committee together with the education committee of the GSLPCA has put together a fine slate of speakers and presenters. Watch your mail for the registration information.

As always, if I or any member of the Board of Directors can be of assistance to you, please don't hesitate to contact us at 573-761-5771.

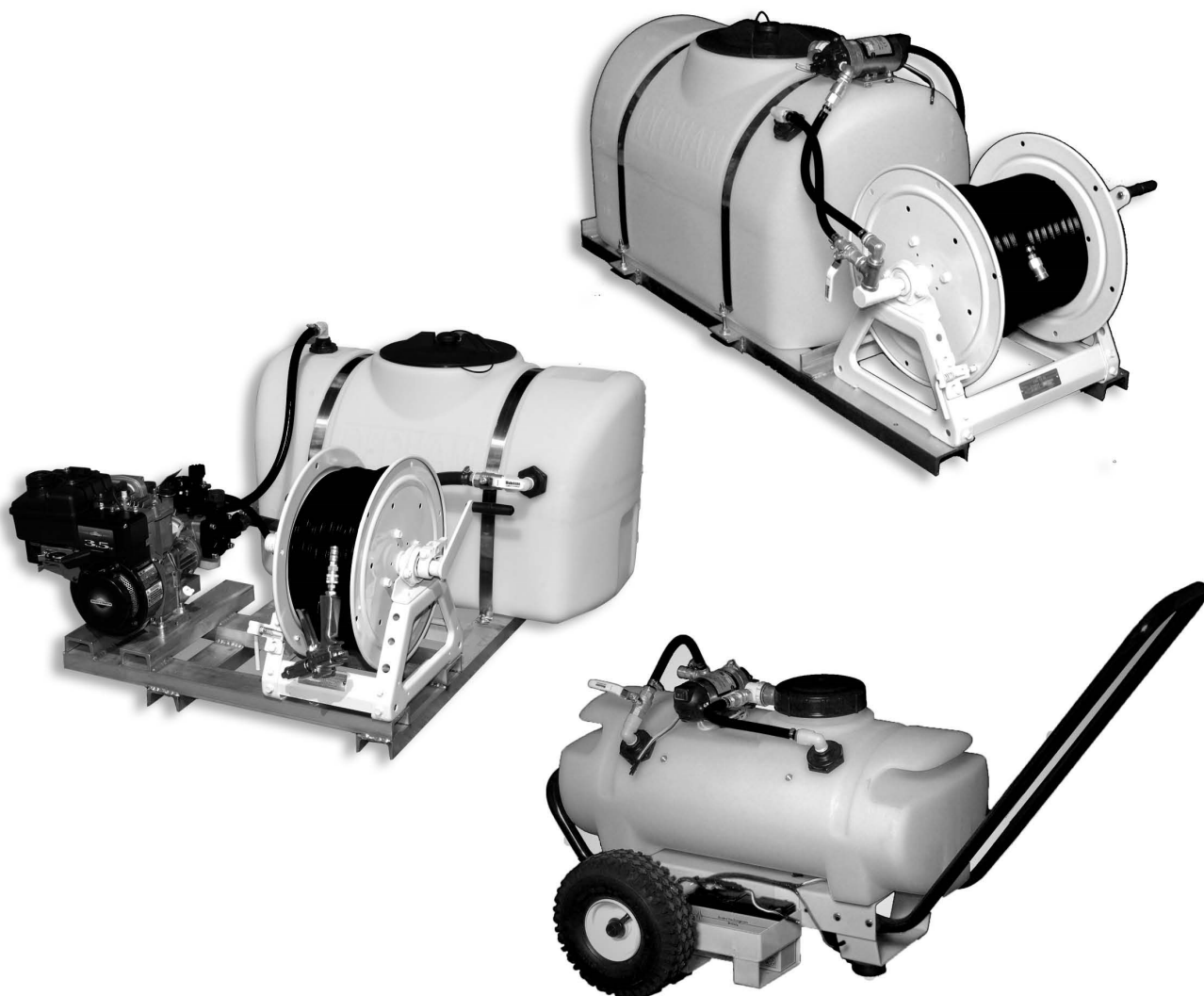
Sincerely,

Mitch

Mitch Clevenger, ACE, MPMA President
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Oldham

chemicals company, inc



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NEWSLETTER OF THE MISSOURI PEST MANAGEMENT ASSOCIATION

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Ron Lang

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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.

The views and opinions expressed are not necessarily representative of those held by this publication, MPMA, its staff, officers and contractors. All articles and news items, if accepted and published in the Advocate will be on the representation that the agency and/or author is authorized to publish the contents and subject matter. The agency and/or author will indemnify and hold the Publisher and Editor harmless from and against any loss or expenses arising out of publication of such items, including, without limitation, those resulting from claims of suits for liable, violation or right of privacy, plagiarism or infringement.

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>
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

August 17, 2017

**Board Meeting, PAC Golf & Bocce
Tournament**
Jefferson City, MO

August 18, 2017

August Re-Certification
DoubleTree Hotel
Jefferson City, MO

October 13, 2017

Board Meeting
MPMA Office - Jefferson City, MO

November 28-30, 2017

**Joint Annual Conference and Exposition
with Greater St. Louis Pest Control
Association**
Hilton St. Louis Frontenac Hotel
St. Louis, MO

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Instructions are printed on the trap, in both English and Spanish.

Pro-Pest® Ready To Use (R.T.U.) Cockroach & Crawling Insect Traps are in stock and ready to ship.

For more information, contact J. F. Oakes, LLC at 662-746-7276.

ZOECON PROFESSIONAL PRODUCTS LAUNCHES NEW WEB-BASED APP TO HELP PEST MANAGEMENT PROFESSIONALS IDENTIFY PRODUCTS AND ESTABLISH PROTOCOLS

FREE, INNOVATIVE RESOURCE TO OFFER PRODUCT SUGGESTIONS AND USAGE TIPS DETERMINED
BY APPLICATION SITE AND TARGET INSECT

The Zoëcon Professional Products division of Central Life Sciences today launched the Zoëcon Field Guide App, a free, mobile-optimized web-based app designed to help pest management professionals (PMP) quickly and easily identify the best products and protocols for nearly every infestation problem. Accessible at ZoeconFieldGuide.com, the app offers product recommendations based on use site or target pest, and it provides application tips including potential tank-mix partners and a dilution calculator.

“With each product we launch or new service we offer, our central goal at Zoecon is always to make life easier for the PMPs that protect our homes, public spaces and places of business,” said Ken Turrentine, director of marketing for the Zoëcon Professional Products division. “This app is a clear extension of that mission, designed with the PMP in mind to help make each stop faster, easier and with the most effective insect control.”

The extensive collection of features available through the Zoëcon Field Guide App includes:

- Helpful product selection tool allowing users to search for specific products by name or recommendations based on application site or target insect.
- Detailed information on more than 50 Zoëcon® products, including features, pests controlled, approved application sites, educational materials and videos and access to all SDS and specimen labels.
- Suggested complementary products to pair with a selected product, or alternative options available for use.
- Easy-to-use dilution calculators delivering exact mix rates based on the square footage of the application site.
- Personalized “Preferences” page allowing users to store product information and their respective dilution rates, sorted by name and date to create an organized log.

The Zoëcon Field Guide App is live at ZoeconFieldGuide.com, and visitors are encouraged to save the site to their mobile device home screens for quick, easy access.

GET ON YOUR HORSE AND RIDE OFF IN ALL DIRECTIONS

PAT VANHOOSER AND LLOYD MERRITT SMIGEL

There are managers and owners out there who are quite innovative and quick to change. That's not a bad thing unless there's an overextension of that trait.

So here's how it works. You are doing Pest and Termite Control and add Bed Bugs. Then you add Lawn Care and then Landscaping and then you add Painting and Delivery Services. Where's the end? It's a good plan to diversify but there are limitations. The first question is have you gotten market share of any of these services? Where, when and how are you going to excel in ALL of these areas?

Then there's the Business Plan, the Training, the cost of equipment and time allocations. There actually is a LOT more to Developing new Services but we just want you to get an overview of this situation. In many offices we have visited the employees just smile when we ask "How do you like working here?" They are not sure what their jobs are or will be. The boss changes things consistently. They change how they service, what equipment and materials they use and what services they are to perform. They have had little training in many of the services they offer and nothing is organized. Even their contracts are not inclusive of some things or they are so complex – the

customers do not understand them.

They are expected to sell and service. They are expected to have high sales, high service and drive from one appointment to another


and not have the equipment and/or time to do the work. So the organization within the company needs work. They all need a TIME OUT to stop and figure out what the priorities and needs are within the company. The boss is a nice enough innovative person but there's never any time to dot the I's or cross the T's.

There has to be a balance and a methodology to expand product and/or services. Usually the Entrepreneur just comes up with the idea and passes 'stuff' on to the employees. That is not Leadership or proper Delegation. Planning with Time Lines, Cash Expenditures, Research, Training and Potential Job Descriptions along with Manuals and paperwork needed to institute the new product or service should be looked at carefully before the equipment is delivered to the office. (and often sits there for many many months or even years).


Ironically, after the Equipment is delivered it is not unusual for the boss to have yet another idea. Many times this is caused by a combination of wanting to outdo the competition – getting a new edge or greed – wanting it all or, quite often – they have been conned into a good product or service. They were sold when they really didn't have their own house in order.

Many of the cases we have seen has a boss that's really a good person and is trying to help grow their company but they are going about it the wrong way. Getting organized FIRST and getting input from other employees and other people from within the industry often helps (come to our Discovery Retreat and discuss it there).


The point is that when a boss gets on their horse and rides off in all directions – the employees have a difficult task to follow and often leads to turnover and drop in Growth and Profit Be careful. Plan and Organize first. Do your homework.



Learn to Earn by Sharing Information



Lloyd Smigel - guru



Pat VanHooser - 40 year professional PCO

Discovery Retreat upcoming schedule. Mark your calendar today!

Discovery Retreats

For more than 15 years the Discovery Retreats have been run and owned by Lloyd Smigel. If you want the straight scoop from someone who has "been there, done that", this could be the opportunity to change your business for the better!

Pat VanHooser has held just about every job in the pest management field: technician, trainer, manager, office specialist and janitor. She is a straight forward coach with the answers you may not want to hear - but need to.

Join us in Dallas for upcoming retreats.

Call Pat for any questions and registration information. 816-888-9146

August 18 and 19, 2017
Family business – making it work If you have friends and family working in your business it can be a nightmare. Let's fix it! We will also cover "Who's going to take over when I'm gone?" Unless you plan to stay until you drop dead and don't care what happens after that – you might want to consider coming to this one!

November 10 and 11, 2017
The future of pest control – are you ready? Liability, protecting what you have built, new technology – what business will look like in the near future and you need to get ready.

ASSOCIATE CERTIFIED ENTOMOLOGIST (ACE) PROGRAM



Being ACE certified can give you and your company the edge it needs to compete successfully with other pest control providers. Many public and private institutions require independent certification for their pest control contractors, and increasingly the general public is seeking expert providers for every service.

The Associate Certified Entomologist (ACE) program is offered to those with training and professional field experience in structural pest management. It's rapidly becoming the industry-standard for pest management professionals, growing at an average of 35% a year since the program's introduction.

Who can become an ACE?

ACE applicants without a bachelor's degree in entomology need to:

- Have 5 years' experience (only 3 required for those with an entomology degree)
- Hold a current U.S. pesticide applicator's license
- Pass a rigorous examination
- Sign the ACE Code of Ethics
- Maintain a minimum number of CEUs annually (upon passing the exam)
- Market yourself as a cut above: Make sure your name is listed in the roster of other ACEs in your area -www.entocert.org/roster.

NPMA now offers ACE exam prep courses, which can be taken individually or in all together in a new ACE exam prep track. Click on the links below to sign up today and continue down your road to success.

- [ACE Exam Prep Track](#) (Includes all modules, study aids, and practice exam)
- [Introduction to Pest Groups and Exam Overview](#)
- [Ants](#)
- [Cockroaches](#)
- [Termites](#)
- [Filth-Breeding and Nuisance Flies](#)
- [Mosquitoes and Biting Flies](#)
- [Social Bees and Wasps](#)
- [Solitary Bees and Wasps](#)
- Commensal Pests* (*In development, 6/15 completion*)

Many individuals recently earned their certification, [click here](#) to view the current list. Please join us in celebrating their accomplishments.

ACE-International Program

In October 2014 the Entomological Society of America (ESA) added a new dimension to the popular Associate Certified Entomologist (ACE) professional credentialing program. ACE is an individual credential earned by those who have demonstrated high levels of professional training and understanding of entomology as it relates to structural pest control. The program includes a rigorous examination that has particular emphasis on the principles and practices of Integrated Pest Management (IPM). No formal academic degree is required for earning the ACE making it a strongly desired certification for the pest management industry.

In September 2013 NPMA endorsed the ACE program and has been helping ESA promote it in the US and around the world. At PestWorld 2014 ESA launched a new international version of the ACE program. There are two primary differences between the US ACE and the international ACE.

1. In the United States, applicants must hold a

(Continued on page 8)

ACE PROGRAM CONTINUED


- current pesticide applicator's license in at least one state.
2. Since not all countries require similar licensure, no license is required for international applicants. However, to compensate, all international ACE applicants must take and pass a second examination that focuses on pesticides and pesticide safety.

The exams, which are developed and maintained by ESA, are delivered to applicants in a proctored setting. Most applicants take the exam with an in-person proctor, but increasingly some are making use of a service where they take the exam on their own computer while a proctor observes and monitors them via the computer's webcam.


If you would like to pursue the ACE or ACE-International credential, please visit <http://www.entocert.org/ace-certification>.

The ACE program is managed by the Entomological Society of America, and endorsed by the National Pest Management Association.

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HOW TO PROTECT YOURSELF FROM UNETHICAL PERSUASION

BY INFLUENCE AT WORK

Have you ever agreed to do or buy something you really didn't want or need, and later wondered, "Why did I say 'yes'?" You're not alone. Whether you ended up doing a colleague's job, buying nutritional supplements you had little use for, or donating time and/or money to a cause you weren't passionate about, chances are you said "yes" due to some finely-honed persuasion.

Of course, only some of these people had dishonorable motives. The others - representatives of certain charitable agencies, for instance - had the best of intentions, even if you didn't really want to give in, but did so anyway. Regardless, you may often find yourself in possession of unwanted goods or doing tasks you dislike simply because you feel compelled to say "yes."

It doesn't have to be that way. If you ever find yourself the recipient of an unwanted or unethical persuasion attempt, there are steps you can take to recognize and disarm it so you have the confidence to walk away unscathed. Here are some suggestions.

You Don't Always Have to Reciprocate

When someone gives you something or does something for you, it's natural to want to repay the favor, even if you didn't request the original favor. This refers to the Principle of Reciprocity. Whether it's a salesperson offering you a free sample or a colleague volunteering to help you with a task, once you take the offer, human nature compels you to feel indebted to the person. This is a positive response when Reciprocity is used correctly, because it helps keep us in groups and enhances relationships.

The best defense against the use of unethical Reciprocity is not systematic rejection of everything people offer you (after all, if you never accept the initial favor there's nothing to repay, right?). Rather, accept initial favors or concessions in good faith. If you find they are not given in good faith or are given only to initiate Reciprocity, be ready to ignore the pull.

It's Okay to Change Your Mind

Psychologists have long recognized that people have a desire to be and look consistent within their prior words, beliefs, attitudes, and deeds. So if you've agreed to something once, you'll most likely act consistent with your prior words, beliefs, attitudes, and deeds again and again. This demonstrates the Principle of Consistency.

The best defense against the unethical use of Consistency is to listen to your gut. If you feel that you are being pushed by Consistency pressures, and continued purchases or involvement no longer make sense, stop what you're doing. Explain to the requester that the situation has changed and you can no longer engage, buy, or help.

Know Yourself

People often decide what to do based on what similar others think or have done. This refers to the Principle of Social Proof. Social Proof is employed through things like testimonials, tip jars salted with cash, and long lists of others in your neighborhood who have displayed similar behaviors.

The best defense against the unethical use of Social Proof is to ask yourself, "Is this information real/honest?" "Are these people in a similar situation?" and "Are these people most like me?"

Base Your Decisions on the Offer, Not the Requester

People prefer to comply with requests from people they know and like. That's why charities have people canvass friends and neighbors, and why colleges get alumni to raise money from classmates. You're more apt to like, and consequently say "yes," to someone who is similar to you. This comes from the Principle of Liking.

The best defense against the unethical use of the Liking Principle is to take a step back from the interaction, mentally separate the requester from his or her offer, and make any decision based solely on

(Continued on page 11)

HOW TO PROTECT YOURSELF CONTINUED

the merits of the offer.

You Don't Always Have To Follow Authority Figures

People often defer to an authority for their decisions. If a doctor, plumber, mechanic, or investment expert makes a recommendation based on their in-depth knowledge, we should take advantage of their authority in that area. While this Principle of Authority can be good for keeping order, automatic obedience can leave people vulnerable to exploitation, particularly if the person is manufacturing their own experience, background, or credentials.

The best defense against the unethical use of Authority is to ask yourself two questions: "Is this authority truly an expert?" and "How knowledgeable can I expect this expert to be?" The first question directs your attention away from symbols and toward evidence for authority status. The second advises you to consider the expert's background, credentials, and expertise.

What Is Really Finite?

Have you ever noticed that products and opportunities seem more valuable as they become less available? That's why persuaders often emphasize that "supplies are limited" and why offers are available for a short time. The Principle of Scarcity often overrides your attention to the threat of loss rather than the desire of the product or service.

The best defense against the unethical use of Scarcity

is to be alert to what is truly dwindling in availability. If you feel a sudden rush to act on something quickly, take steps to slow yourself down. Determine if the information is true and assess the merits of the opportunity in terms of why you want it. If you're not ready to commit, remember that there will be other opportunities for the same or similar products.

Decide Wisely

Not all persuasion attempts are unethical. In fact, when done correctly, they can result in a win-win situation for both parties. The successes of business professionals are measured by their ability to accomplish goals. Those goals are met - more often than not - by reasoning, persuading, and inspiring others to share a vision and to pursue a common purpose.

INFLUENCE AT WORK (IAW®)

was founded by Robert Cialdini, Ph.D, Professor Emeritus of Psychology and Marketing and author of the New York Times bestseller, *Influence*. Dr. Cialdini is a highly sought after keynote presenter on the ethical business applications of the Science of Influence. Additionally, IAW offers customized, in-house Principles of Persuasion (POP) Workshops conducted by Cialdini Method Certified Trainers. For availability please call 480-967-6070 or visit www.INFLUENCEATWORK.com. Reprinted from *Success Magazine* November/December issue

ATTENTION

Effective July 1, 2017

MPMA will no longer have their 800 #.

Please call 573.761.5771

SYNGENTA INTRODUCES NEXT-GENERATION COCKROACH CONTROL WITH ADVION EVOLUTION AND OPTIGARD COCKROACH GEL BAITS

- ADVION EVOLUTION OFFERS A HIGHLY ATTRACTIVE COCKROACH BAIT MATRIX
- OPTIGARD COCKROACH PROVIDES ADDITIONAL COCKROACH CONTROL TOOL WITH UNIQUE ACTIVE



Adding to its high-performing portfolio of solutions for cockroach control, Syngenta has launched Advion® Evolution and Optigard® Cockroach Gel Baits. These products offer Pest Management Professionals (PMPs) advanced cockroach control with enhanced bait matrices and differentiated active ingredients (a.i.s).

“We know cockroaches are continuously evolving, but so are our methods of control,” said Pat Willenbrock, head of marketing for Professional Pest Management (PPM) at Syngenta in North America. “We are stepping up our game by giving PMPs exceptional bait products to control predominant cockroach species.”

Advion Evolution features the proven performance of *indoxacarb*, the same a.i. found in Advion Cockroach. It offers an enhanced bait matrix that is highly attractive to cockroaches, which results in increased feeding in even the toughest-to-control accounts.

Optigard Cockroach features a unique a.i., *emamectin benzoate*, which affects cockroaches at two different target sites. This helps provide another critical tool to effectively control cockroaches, all while following good resistance management practices. Its unique a.i. and formulation also make it an ideal partner for Advion Evolution and Advion Cockroach as part of a year-long cockroach control strategy to control a wide range of cockroach species.

“When it comes to a cockroach control strategy, PMPs need reliable, proactive solutions for the ever-present cockroach,” said Steve Dorer, market manager for PPM at Syngenta, North America. “Our forward-looking portfolio of cockroach gel bait products will help PMPs stay ahead of cockroaches today and tomorrow.”

To learn more about Advion Evolution and Optigard Cockroach Gel Baits from Syngenta, visit www.SyngentaPMP.com/CockroachSolutions.

About Syngenta

Syngenta is a leading agriculture company helping to improve global food security by enabling millions of farmers to make better use of available resources. Through world class science and innovative crop solutions, our 28,000 people in over 90 countries are working to transform how crops are grown. We are committed to rescuing land from degradation, enhancing biodiversity and revitalizing rural communities. To learn more visit Syngenta.com and GoodGrowthPlan.com. Follow us on Twitter® at [Twitter.com/Syngenta](https://twitter.com/Syngenta) and [Twitter.com/SyngentaUS](https://twitter.com/SyngentaUS).



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Welcome to the National Pest Management Association! By joining NPMA, your company has become part of an exclusive, global network of pest management professionals.



Members-Only Money-Saving Programs

- > Credit Card Processing
- > Shipping Discounts
- > Gasoline Discounts
- > Human Resources Consulting
- > Enterprise Fleet Management Discounts
- > Graphic & Web Design Services
- > Prescription Drug Discount Card
- > Background Check Discounts
- > Uniform Discounts

Each year, NPMA hosts a number of conferences, meetings and online forums that provide unrivaled opportunities throughout the year for you to make connections with new suppliers, forge alliances with similar service providers, or prepare your company's future leaders.

Nowhere else in the pest management industry will companies find such targeted, valuable forums in which to build personal relationships, share ideas and best practices, and to discover new service lines and marketing strategies.

NPMA delivers proactive and prudent protection to the pest management industry. We protect your business from unfair legislation and regulations. We protect your company's future by providing networking and business opportunities and top-notch employee training. And, with NPMA in your corner, your business is free to focus on what matters most: protecting your customers' health and property.



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Zenprox® Xtend spray is the newest **broad-spectrum**, indoor and outdoor aerosol from Zoëcon®. Combining insecticidal active ingredients, including etofenprox, with an insect growth regulator, Zenprox® Xtend aerosol **quickly kills** more than 25 labeled adult insects. With features like **flexible delivery** options, including a 360-degree valve, crack-and-crevice actuator, and System III compatibility, Zenprox® Xtend aerosol provides pest management professionals with a powerful **all-in-one solution** to extend the reach of their pest control protocols.

Learn more about Zenprox® Xtend aerosol and see how you can extend your insect control protocol at Zoecon.com



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Hall of Fame Nominations

CRITERIA

- Time of service to the industry
- Contributions to the industry past and present
 - Technological innovations within the industry
 - Lobbying efforts to the industry
 - Efforts to expand the industry's perception in the public eye
- Awards and recognitions received
- Recommendations from pest management professionals other than the nominating party
- Applicants will be interviewed by the committee members

.....
Deadline for submissions -October 1st each year

Recipient will be recognized at annual meeting with plaque, and names will appear on the website and Facebook on a virtual plaque for year-round viewing.



Nomination Form

Name _____

Industry Contribution(s) _____

Awards and Recognitions _____

Recommended by _____

MPMA current member: ☐ Yes ☐ No

Missouri Pest Management Association Annual **Recertification** & **Golf Tournament Fundraiser**

August 17-18, 2017 ~ DoubleTree Hotel ~ Jefferson City, MO

Thursday, August 17

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 18

7:30 am	Registration
8:00 - 9:00 am	Mosquitoes <i>Dr. Nicky Gallagher, Syngenta Professional Products</i>
9:00 - 10:00 am	Rodents <i>Kyle Youngstrom, Bell Laboratories</i>
10:00 am	Break
10:15 - 11:15 am	Termite Baiting and Biology <i>Neil McNeill, Dow Agro Sciences</i>
11:15 - 12:15 pm	Bed Bugs Biology and Control <i>Dr. Jason Meyers, BASF</i>
12:30 pm	Lunch
1:15 - 2:45 pm	Fleas <i>Dr. Jason Meyers, BASF</i>
2:45 - 3:45 pm	Roaches Baiting and Biology <i>Brian Sundnas, Rockwell Labs</i>
3:45 - 4:45 pm	Safety and Labels, Pesticide Waste Disposal, Container Cleaning and Disposal and Spill Reporting <i>Harry Connoyer, Harry's Consulting and Pest Supplies</i>
4:45-5:15 pm	Missouri Department of Agriculture <i>(Sources of Groundwater Contamination handouts will be distributed.)</i>

MARK YOUR
CALENDAR!

Missouri Pest Management Association Recertification & Golf Tournament

Recertification Credits

- ⇒ Approved by **Kansas Department of Agriculture** for the following: Core - 1 hour (Safety & Labels and MDA Laws & Regs talks); 1.0 hour 7A-Wood Destroying; 5.0 hours 7E-Structural; 5.0 hours 7D/8-Health Related/Public Health.
- ⇒ Approved by **Missouri Department of Agriculture** for certified applicators and pesticide technicians licensed in category 7A-General Structural Pest Control and category 7b-Termite Pest Control.
- ⇒ Approved by **Illinois Department of Public Health** 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.
- ⇒ Approved by **Arkansas State Plant Board** in all structural categories.

Hotel Information

DoubleTree Hotel, 422 Monroe Street, Jefferson City, Missouri 65101, has a block of rooms reserved at a special rate of \$99.00 for single or double occupancy until July 18, 2017. Call 573-632-4142 for reservations and ask for the MPMA Special Block Rate.

Golf Tournament

The PAC fundraiser golf tournament is planned for August 17 at the Railwood Golf Club, 12925 County Road 4037, Holts Summit, Missouri 65043. It will be a shotgun start at 1:00 p.m.

Bocce Tournament

The Bocce tournament is planned for August 17 at Prison Brews, 305 Ash Street, Jefferson City, Missouri 65101. It is \$20 for a team of two participants.

REGISTRATION FORM

Name _____

Firm _____

Address _____

City, State Zip _____

Phone _____

Email _____

PAYMENT OPTIONS

Payment must accompany registration form

- ☐ Check Enclosed ☐ Invoice Me
☐ MasterCard/Visa/Discover/American Express

Card # _____

Exp. Date _____

Detach and mail payment to:

MPMA

722 E. Capitol Avenue

Jefferson City, MO 65102

573-761-5771

Fax: 573-635-7823

Email: missouripest@aol.com

FEES	
<input type="checkbox"/> \$85	Member Fees (includes materials, breaks and lunch)
<input type="checkbox"/> \$100	Non Member Fees (includes materials, breaks and lunch)
<input type="checkbox"/> \$65	Golf Tournament
<input type="checkbox"/> \$20 per team	Bocce Tournament My team will be _____
\$ _____ Total Amount Enclosed	

2017 Award Nomination Form

Do you know someone in the Pest Management Industry who has worked hard for the industry? Maybe they have done something beyond the call of duty. Maybe they have done something to help not only the Pest Management Industry, but their fellow man. Think about it! I am sure each of us knows someone who deserves to be recognized for their contribution to our industry.

These awards will be presented at our Annual Conference which is being held in St. Louis in December. Three types of awards are planned. Listed below are the types of awards and their respective criteria. Please fill out the form and include a short letter stating why you feel your nominee should receive an award.

Mail the nomination forms and your letter to:

Randy Coleman, Chairman, Alert One Pest Control, PO Box 3131, Joplin, MO 64803

Phone: 417-624-5144 ~ Email: flavipes80@hotmail.com

or to:

Sandra Boeckman, Executive Director, MPMA, 722 E. Capitol, P O Box 1463, Jefferson City, MO 65102

Phone: 573-761-5771 or 800-848-6722 ~ Email: missouripest@aol.com

AWARD CATEGORIES

Dr. Wilbur Enns Man/Woman of the Year - The award will be 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. Recipient does not have to be a member of the MPMA.

Special Award - This is an open category. Any criteria of interest to our association will be considered.

Keep the award criteria in mind when making your nominations. If you know someone who is deserving one of these awards or deserves some type of recognition please bring it to our attention. All award nominations must be received no later than November 1.

(Please return this portion for all awards listed above.)

Company Name: _____

Your Name: _____

Company Address: _____

Name of Person Being Nominated: _____

Name of Nominee Company: _____

Address of Nominee Company: _____

Award Nominated For: _____

2017 Award Nomination Form

Technician of the Year Award - The Missouri Technician of the Year Awards are designed to honor the achievements of the pest control industry's finest service professionals. When completing the entry form we ask that you keep the following criteria in mind:

- Minimum 5 years in the industry.
- Participation in industry educational meetings.
- Exhibits excellence in safety, customer relations and leadership skills.
- Active in community and/or MPMA service.

All entry forms must be completed by owner or manager and companies may nominate more than one candidate. Deadline For Entry Forms is no later than November 1.

(Please return this portion for all awards listed above.)

Name of Technician: _____

Owner's name: _____

Company name: _____

Address: _____

Years employed: _____

Previous Pest Control Industry employment: _____

Significant Contributions: _____

Additional Comments: _____

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Missouri Pest Management Association *and* Greater Saint Louis Pest Control Association **Annual Conference & Exposition**

November 28-30, 2017

Hilton St. Louis Frontenac Hotel
1335 S. Lindbergh
St. Louis, MO 63131

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819 W. Jackson
Owensville, MO 65066
573-437-2031 ~ Fax: 573-437-4117
htermite@fidnet.com

REGION III VP

Mitch Kluwe (*term expires 2018*)
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semopest@gmail.com

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jonespest@sbcglobal.net

REGION V VP

Gary Schuessler (*term expires 2018*)
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gary@advpest.com

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JMyers@gunterpest.com

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www.mopma.org



A Publication of the
Missouri Pest Management
Association

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Jefferson City, MO 65101
573-761-5771
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missouripest@gmail.com

2017-2018 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	\$200
<input type="checkbox"/> \$100,001 - \$200,000	\$260
<input type="checkbox"/> \$200,001 - \$500,000	\$366
<input type="checkbox"/> \$500,001 - \$1,000,000	\$680
<input type="checkbox"/> \$1,000,001 - \$2,500,000	\$955

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.