

*The*

# ADVOCATE



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



## FROM THE PRESIDENT

Welcome to summer 2020!

I know that many of you are trying to navigate the uncharted waters of the COVID-19 pandemic, and trying to provide safe and effective services to your clients, while keeping your employees motivated and safe as well. Because our industry were declared to be essential workers and services early on, our industry has remained consistent, and we are all thankful for that.

MPMA has tried to provide needed information about the COVID-19 since this epidemic began and we are continuing to aid our members as much as possible.

With that in mind, the MPMA Board of Directors voted to CANCEL the August recertification in Jefferson City. There were many reasons, but the first and most important is the safety of all our members. We will continue to work on the annual meeting for December in Independence.

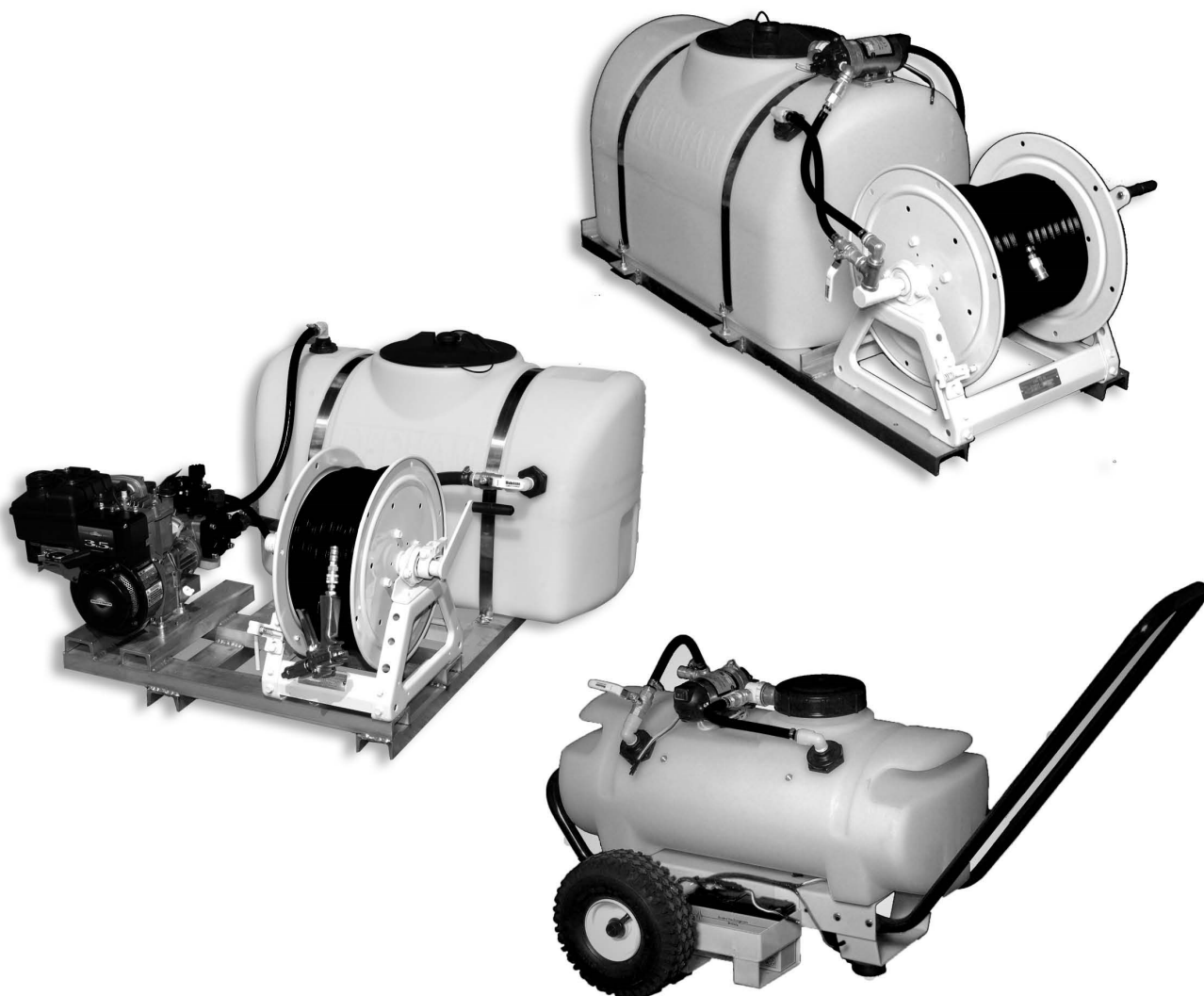
Many of you by now have received your invitation to renew your membership with Missouri Pest Management Association and we thank you for responding to this call. If you have not renewed your membership, there is a form on the back of the newsletter for your use. We appreciate your continued support.

Hopefully as we move into the fall of 2020 the future will look brighter and a vaccination will be determined to be effective for this awful outbreak!

Gary Schuessler, MPMA President  
Advanced Pest Control Systems, Inc.  
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**NEWSLETTER**  
of the  
**MISSOURI PEST MANAGEMENT ASSOCIATION**

**Newsletter Editor** - Brad Dutoit

**Newsletter Publisher** - Sandra Boeckman, Executive Director

**Content & Editorial Policy**

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

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**Distribution Changes**

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

***Copy Deadlines will be as follows:***

January Issue - December 15

April Issue - March 15

July Issue - June 15

October Issue - September 15

**Advertising**

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

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

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

**Address & Other Changes**

Notify MPMA is 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

**October 15, 2020**

**Board Meeting**

*MPMA Office*

*Jefferson City, MO*

**December 9-11, 2020**

**Annual Conference and Exposition**

*Stoney Creek Hotel &*

*Conference Center*

*Independence, MO*

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# PROFESSIONAL PEST CONTROL PROTECTION DURING THE COVID-19 CRISIS

NATIONAL PEST MANAGEMENT ASSOCIATION

## What does it mean to be essential?

The professional pest control industry has always played an essential role in the protection of public health, food and property for homes and businesses nationwide. Consider that rodents contaminate or consume about 20 percent of the world's food supply, and other pests spread disease such as West Nile virus, Lyme disease, salmonellosis, hantavirus and encephalitis. More, stinging insects force hundreds of thousands of people to the emergency room each year, and cockroach and rodent allergens trigger asthma attacks in children. Without the critical work of the professional pest control industry, these alarming statistics would be so much worse.

In today's uncertain times during the world's important battle against COVID-19, the industry continues its role as a vital protector of human health and safety. Although many businesses in communities worldwide have had to close their doors and do their part to flatten the curve, professional pest control has been recognized as an essential service by the United States Department of Homeland Security. This means, most pest control companies in the United States are still working hard to protect our food supply and our critical national infrastructure, while also continuing to reduce the threat of pest-borne disease to homes and businesses.

## What does this mean for you?

With 135,000+ service technicians from more than 19,000 companies, the professional pest control industry is committed to continuing to protect the nation's food production facilities, grocery stores, medical institutions and hospitals, multifamily housing units, warehouses, local municipalities, homes and businesses.



As communities stay inside and, in many cases, at home, to prevent the spread of COVID-19, pests such as rodents, will have less to deter them from venturing out into broad daylight to find water and food sources. If their typical nesting and feeding locations are depleted due to closed businesses, there is no doubt that they will resourcefully seek a new location for water, food and shelter. Without proper, ongoing pest control efforts, rodent populations will move from areas where businesses are closed, to areas where food and water are readily available.

At home, the pests that have always frustrated us as part of daily lives as well as spread diseases, will likely continue to do so. Homeowners may see pests in new and different places during this period of change. Pests are known to adapt easily to changes in environment and are already quickly adjusting to our new normal. The tower of cardboard boxes waiting to be safely broken down from increasing home deliveries, as one example, make excellent hiding spots for pests in garages or next to trash cans.

## Don't forget!

Remember that the pest control industry stands ready to help you preserve the quality of life you have today. As an essential service, we will continue to do our part to protect the nation's food supply, as well as your homes and businesses, from pest-related property threats and most importantly, protect your family and loved ones from pest-specific public health threats.

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# Missouri Pest Management Association & Kansas Pest Control Association Annual Conference & Exposition **December 9-11, 2020**

Stoney Creek Hotel & Conference Center  
18011 Bass Pro Drive  
Independence, MO 64055

## **TENTATIVE AGENDA**

### Wednesday, December 9, 2020

8:30 am	<b>ACE Training Registration</b> Speaker: TBD
9:00 - 12 noon	<b>ACE Training</b> Instructor: Jeffery Preece, BCE, ZipZap Termite & Pest Control
12:00 noon	Luncheon with Exhibitors
1:00 - 5:00 pm	<b>ACE Training</b>
1:00 - 2:30 pm	<b>Hiring and Retention</b> Speaker: NPMA
2:30 - 4:00 pm	<b>TBD</b> Speaker: Tommy Powell, MGK
4:00 - 5:00 pm	<b>Legal Issues</b> Speaker: Stewart Mitchell
5:30 pm	MPMA Board Meeting
6:30 pm	Exhibitor Set-up

### Thursday, December 10, 2020

#### **"STRUCTURAL DAY"**

7:00 am	Registration, Continental Breakfast and Exhibitor Hall Opens
7:00 am	<b>ACE Testing</b> Instructor: Jeffery Preece, BCE, ZipZap Termite & Pest Control
8:00 - 8:55 am	<b>ROACHES</b> Speaker: Tommy Powell, MGK
8:55 - 9:50 am	<b>BED BUGS</b> Speaker: Tommy Powell, MGK

9:50 am	Break to View Exhibits
10:10 - 11:05 am	<b>RODENTS</b> Speaker: Annie Carney, Bell Laboratories
11:05 - 12:00 noon	<b>STINGING INSECTS</b> Speaker: Stewart Mitchell
12:00 noon	Luncheon with Exhibitors
1:00 - 1:55 pm	<b>ANTS</b> Speaker: Nate Peterson, Bayer
1:55 - 2:15 pm	Break to View Exhibits

#### **MISSOURI Breakout Sessions**

2:15 - 3:10 pm	<b>TERMITES</b> Speaker: Jason Myers
3:10 pm	Break to View Exhibits
3:30 - 4:25 pm	<b>SAFETY &amp; LABELS</b> Speaker: Harry Connoyer, Harry's Consulting and Pest Supplies
4:25 pm	<b>Missouri Core Hour</b>

#### **KANSAS Breakout Sessions**

2:15 - 3:10 pm	<b>TBD</b> Speaker: TBD
3:10 pm	Break to View Exhibits
3:30 - 4:25 pm	<b>TBD</b> Speaker: TBD
4:25 pm	<b>Kansas Core Hour</b>

5:00 pm	MPMA Annual Meeting
5:30 pm	Cocktail Reception with Exhibitors (SPONSORS NEEDED)

### **Friday, December 11, 2020** "WOOD DESTROYING INSECTS DAY"

7:00 am	Registration and Continental Breakfast
8:00 - 9:50 am	<b>TBD</b> Speaker: TBD
9:55 - 10:15 am	Break to View Exhibits
10:15 - 12:05 pm	<b>TBD</b> Speaker: TBD
12:05 - 12:45 pm	Luncheon with Exhibitors
12:45 - 2:35 pm	<b>TBD</b> Speaker: TBD
2:35 - 2:45 pm	Break
2:45 - 3:40 pm	<b>TBD</b> Speaker: TBD
3:40 pm	Kansas Core Hour
5:00 pm	Adjourn

# MARK YOUR CALENDARS!

## Missouri Pest Management Association & Kansas Pest Control Association Annual Conference & Exposition

**December 9-11, 2020**

Stoney Creek Hotel & Conference Center

18011 Bass Pro Drive

Independence, MO 64055

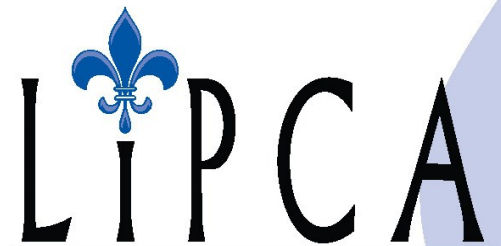
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**Randy Nader**  
Former owner of Nader's Pest Raiders

## HOW CAN WE PROMOTE BIOSECURITY SERVICES IN SUCH A WAY THAT ISN'T MISLEADING TO OUR CLIENTS?

The month of May usually brings increased pest pressure across the United States as PMP's gear up for what hopes to be a season of more customers than we can handle, high employee retention, and a bottom line that is looking stronger every day.

Unfortunately, this year has brought us new terms such as stay-at-home orders and quarantine — and the general public is wearing more PPE than we do! So, what has changed?

PMP's are finding themselves in a unique situation of battling a pest we cannot visually see. We are being asked to protect the public's health in a way that we are not used to, which has brought challenges we are not yet prepared to handle. Biosecurity has taken over our daily lives, from washing hands to social distancing, creating new needs from our customers by protecting homes and businesses alike.

Many of our customers have never considered biosecurity a necessity to operate and protect the public's health. They are being tasked to evaluate all their daily operating procedures and provide a plan to reduce the risk of exposure to microorganisms, such as the virus SARS-CoV-2. Preparing for something like this when you have no previous experience can be daunting, and creates panic and uneasiness for your customers. They find themselves searching for a professional they can trust to protect their business; this is where you come in.

As pest professionals, we understand the safety and training needed to apply pesticides correctly while protecting the environment that surrounds us. We have the knowledge to create protocols for effective treatments while creating a long-term plan for success. We ensure our team is educated on the pest we are targeting, our application methods and how to properly educate the customer. But how do we do that when we are still learning about biosecurity services ourselves?

I find myself reflecting back to 2003 and the start of the bed bug era in the U.S. At that time, very little was known about the target pest, contracts and agreements were no where to be found, and most relevant to today, is there was no residual protection once we left the site. As PMP's, this situation brings back nightmares for many, but the companies that did the homework and prepared, found themselves protecting the public's health, while adding a new service to their business.

Biosecurity is the plan we put in place to protect property and people from disease and the pathogens that carry them. Each plan is unique to the facility itself, but consists of five basic points that must be addressed for success:

1. **Assessment** – This step consists of understanding the facility and what unique requirements must be addressed in order to be successful. Communication to the customer is key here so they understand before, during and after treatment expectations.
2. **Cleaning** – This “dry step” of the process includes removing visible debris from the intended site of disinfection, such as trash, organic materials and other items not being treated.
3. **Sanitizing** – The “wet step” consists of applying detergents or other cleaning agents to further reduce microorganisms in the area.
4. **Disinfecting** – Applying the proper disinfectant to all surface areas determined in the assessment step for the proper amount of contact time. When done properly, this step eliminates all targeted bacteria and viruses on the intended surface.
5. **Evaluation** – This step allows for final walk-through to determine if all intended surfaces were treated, further education with the customer, and surface samples to be completed to determine the effectiveness of the application.

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## HOW CAN WE PROMOTE BIOSECURITY SERVICES IN SUCH A WAY THAT ISN'T MISLEADING TO OUR CLIENTS?

These steps are known as a risk management plan. When implemented within your sanitation and disinfection services, a plan greatly improves your effectiveness in reducing the risk of bacteria and other pathogens in facilities. This plan will create a guideline for the sanitation and disinfection service but working with your customer or prospective client will determine further needs unique to each situation.

When having these conversations, it is critical to remind them this service will not eliminate all risk, but will greatly reduce the potential of bacteria and other pathogens on treated surfaces. It is important to understand, these plans are beneficial for treatments today and in the future, as risk levels decrease over time.

While it is difficult to see an end to our new normal of disinfection and biosecurity measures, we have come to a time when it is a necessary business consideration for both our customers and our businesses. Who knows — you may even see better results from regular pest services with all the cleaning being done!

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# FLIES 101: DIFFERENT TYPES OF FLIES AND THE THREATS THEY POSE

NATIONAL PEST MANAGEMENT ASSOCIATION

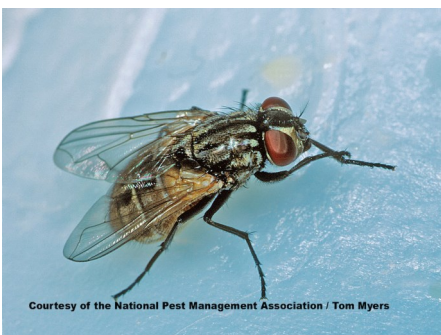
## A Guide to Identifying and Preventing Various Fly Species

Flies are a common pest around the world – with more than 120,000 kinds of flies found globally, and 18,000 of those found throughout North America. Although flies have short lifespans, they are able to quickly reproduce in large numbers and are also capable of spreading various dangerous diseases, including malaria, salmonella and tuberculosis.

### Where do flies come from?

Flies typically hatch outside and then make their way into our homes through structural weak spots, such as damaged weather stripping or torn screens covering windows and doors. Around the home, flies can lay their eggs in garbage cans, compost piles, excrement, and rotting organic material. Female flies can lay between 75 to 150 eggs at a time, which if compressed together only adds up to roughly the size of a pea, making them extremely difficult to identify.

Houseflies are widespread because they reproduce quickly and in large numbers. At times, they have been known to move up to 20 miles from where they were hatched, but they usually stay within one mile of their birthplace. Fruit flies, another common fly type, are usually found within the home because of their attraction to food waste like overripe or rotten produce. They typically enter the house as hitchhikers on produce and other food brought in from the outside. Horse flies are not commonly found inside and do not feed indoors, but sometimes enter homes by accident through open windows and doors.



Courtesy of the National Pest Management Association / Tom Myers

## Types of Flies

### House Fly

#### General Info:

The house fly is the most common type of fly found in and around homes.

They can be found worldwide and are widespread throughout the United States.

#### Appearance:

House flies are typically gray in color and have four black stripes on their thorax. Adult house flies are about 1/8-1/4" long. They have slightly hairy bodies, a pair of wings and compound red eyes that contain thousands of individual lenses, giving them wider vision. House flies do not have teeth or a stinger.

House fly eggs resemble small grains of rice. The eggs hatch into larvae, also known as maggots, which range in size from about 1/4-3/8" long. Maggots are cream colored with a greasy appearance. When entering the pupal stage, maggots develop dark, hard outer shells, legs and wings, ultimately emerging as full-grown adult flies.

#### Habits:

Depending on conditions, it can sometimes take as little as six days for a house fly to develop from egg to adult. Similar to various other pests, the house fly experiences a four-phase life cycle, which begins when a fertilized female house fly finds a suitable location to lay her eggs, oftentimes on feces, rotting meat and food or garbage. Female house flies usually only mate once but are capable of producing between 350-900 eggs in their lifetime. Their larvae, known as maggots, are pale-whitish. These legless larvae feed at the egg-laying site for three to five days. At the conclusion of this period, maggots seek out a dark, dry and cool environment to develop in. Over the course of three to six days, the pupae develop legs and wings, and grow into fully-grown adult house flies. After two to three days, the adult female house flies are fully ready and able to reproduce, restarting the life cycle. Adult house flies typically live 15-25 days.

(Continued on page 13)

# FLIES 101: DIFFERENT TYPES OF FLIES AND THE THREATS THEY POSE

NATIONAL PEST MANAGEMENT ASSOCIATION

Since house flies don't have teeth, they can only feed on liquids. However, they use their sponging mouthparts to liquefy many solid foods through spitting or regurgitation. Their tongues are shaped like straws to suck up the food. House flies feed on a wide variety of substances such as human food, animal carcasses and garbage. They are particularly attracted to pet waste because of its potent odor.

## Threats:

Although house flies do not bite, they are capable of transferring more than 100 different pathogens, including salmonellosis, typhoid and tuberculosis. This kind of fly can contaminate food surfaces by spreading disease organisms picked up on their legs and mouths when feeding on trash, feces and other decaying substances. They also defecate constantly, which further spreads bacteria.

## Fruit Fly

### General Info:

Fruit flies are found throughout the United States and are known for their ability to rapidly reproduce. They can be found indoors year-round, and depending on the conditions, their lifespans can last 25 to 30 days.

### Appearance:

Adult fruit flies are typically 3 to 4 mm long and appear to be brown or tan in color. They usually have red eyes, but some fruit flies have darker eyes. They have a tan thorax with a black and grey abdomen. Fruit flies have six legs and are small and oval in shape with antennae.

### Habits:

Fruit flies are attracted to and eat rotting food matter, especially fruits and vegetables, and any fermenting liquids, like beer, liquor and wine. They are also attracted to and sometimes breed in dark, moist and unsanitary environments like drains, garbage disposals and trash bins. Fruit flies are able to reproduce very quickly, making them difficult to

control. Female fruit flies can lay around 500 eggs, which can hatch in as little as 24 hours. Similar to other fly species, fruit flies have a four-stage lifecycle, which can be completed in as little as a week in ideal conditions.

## Threats:

Not only are fruit flies a nuisance pest, but they are also capable of contaminating food with harmful bacteria and disease-causing pathogens, since they are typically found in unsanitary conditions, just like house flies.

## Horse Fly

### General Info:

This type of fly likely received their common name because they are notorious pests of horses and other mammals.



They are commonly found in both suburban and rural areas near bodies of water, which serve as breeding sites, and where mammal hosts are most abundant.

### Appearance:

Horse flies have a gray or blackish body and are 10 to 30 mm long. They usually have wings lacking dark areas, but some species have entirely dark wings. They have large eyes that are usually green or purple with horizontal stripes. Horse flies have six legs and are stout-bodied and without bristles. They also all have short antennae.

### Habits:

Adult horse flies are fast, strong fliers and capable of flying for more than 30 miles, though they generally do not disperse widely. They most often attack moving and dark objects. Horse flies often rest on paths and roads, especially in wooded areas, where they wait for potential hosts. Horse flies are attracted

## FLIES 101 CONTINUED

to light and will sometimes congregate at windows. They are most evident on windless, hot and sunny days. Larvae develop in wet soil close to bodies of water.

Female horse flies feed on blood aggressively, while males do not consume blood but rather feed on pollen and plant nectars. Female bites can be painful because their mouthparts are used for tearing and lapping up blood, rather than just sucking like mosquitoes.

### Threats:

Unlike the other kinds of flies, horse flies are not known to be vectors of disease or capable of transmitting harmful disease-causing bacteria. They do, however, have painful bites that can cause allergic reactions. They are also persistent and will continue to bite their host until they either succeed in procuring their blood meal or are killed. Female horse flies are even known to chase their intended targets for short periods of time.

### Fly Prevention

The best method for preventing flies in the home is through vigilant sanitation, including removing trash daily, ensuring all counter surfaces are kept clean, checking that all windows and screens are properly screened, and any decaying food matter is properly disposed of. If you have animals, stay on top of waste removal by emptying litter boxes and picking up around the yard for dog waste.

If a fly infestation is suspected, it's important to contact a licensed pest control professional to conduct an inspection, specifically looking for any places where fly eggs may have been deposited. Once the breeding site is eliminated, the pest professional will develop a house fly treatment plan based on the circumstances of the infestation.

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## 6 TIPS TO KEEP YOUR HOME SAFE FROM PESTS DURING STORMS

NATIONAL PEST MANAGEMENT ASSOCIATION

Storms and hurricanes can cause devastating effects to homes across the country. That's why it is important for homeowners to ensure their homes are prepped for the damaging effects of these natural disasters. While reinforcing windows and bunkering down ahead of extreme weather are top priorities, other risks (in the form of pests) still lurk long after storms have passed. Downed trees and standing water force many species of insects to seek higher ground and safe shelter – oftentimes in our own homes. To fully prepare for and combat a spike in pest populations in the days and weeks following a storm, follow these six pest prevention tips.



### 2. Drain Standing Water to Prevent Mosquito Breeding

Though it may seem that the flooding and heavy rains associated with storms would effectively eradicate any existing mosquito populations, the standing water left behind serves as an ideal breeding ground for these biting pests. Mosquitoes need only a bottle cap full – half an inch – of water to breed. As a result, homeowners should assess and address sources of standing water, which can be found in obvious places where flood waters collect, but also in birdbaths, clogged gutters, flowerpots, grill covers, garbage cans and lids. By draining and emptying these water receptacles, you can prevent the development of a mosquito population in your own backyard.



### 1. Amp Up Your Pre-Storm Pest Control Efforts

Before reports of a potential hurricane start to roll in, you can help prevent hurricane season pests by conducting both interior and exterior inspections of your house to identify and address any structural issues that may be worsened by the impending storm. Cracks should be sealed with a silicone-based caulk, any existing water damage should be fixed, and the household property should be sloped so that water flows away from the foundation rather than towards it. Furthermore, potential pest breeding sites such as garbage cans and mulch should be placed relatively far from the house in order keep pests away.



(Continued on page 17)

## 6 TIPS TO KEEP YOUR HOME SAFE FROM PESTS DURING STORMS

NATIONAL PEST MANAGEMENT ASSOCIATION

### 3. Get Rid of Tainted Food and Damaged Debris to Avoid Flies and Rodents

Spoiled food caused by extended power outages during bad weather can invite flies into your home. Flies breed in rotting food, potentially exposing family members to disease. Deposit any spoiled food in a sealed trash bag outside of the house to avoid attracting flies. Food waste and clutter can also entice rodents that are displaced by the storms and seeking food and shelter. For this reason, ensuring that discarded food is picked up by sanitation workers in a timely manner is critical. These workers usually prioritize dealing with common garbage over construction debris in the aftermath of a natural disaster, so homeowners should separate these materials to ensure that trash is quickly picked up and organize debris piles away from the home.

### 4. Identify and Assess Any Water Damage to Stop Termite and Ant Infiltrations

Rotting wood, caused by water damage, may attract troublesome termites – a pest that can silently chew through your home’s wood joists and flooring, etc., and inflict thousands of dollars in damage over time. Additionally, excessive moisture around your property can oversaturate soil and cause insects living underground, such as ants, to seek higher ground and shelter inside your house. To mitigate these threats, remove rotting debris that could harbor pests, fix any damaged pipes that could be leaking, and make sure



your property slopes away from your home to prevent water from pooling around the foundation of the structure.

### 5. Check for Any Openings Caused by Structural Damage

High winds, rain and hail caused by storms can damage houses, as well as displace surrounding wildlife. This unfortunate combination encourages larger pests such as rats, mice, raccoons and squirrels to seek shelter in homes. Damaged roofing, siding and soffits can serve as welcoming entry points for these and other small animals that are on the hunt for a refuge. Look for any signs of damage on the exterior of the home and fix it as soon as possible. Additionally, seal any openings around windows and doors with caulk and steel wool to further barricade against pests during hurricane season.



### 6. Contact a Pest Control Professional for a Home Inspection

If you suspect or experience a pest infestation in your home, contact a licensed pest control professional to conduct an inspection and work with you to develop a treatment plan. A professional assessment can help identify any issues before they get out of control.

*Reprinted from PestWorld.org*

## PMPs CAN DEFEND AGAINST PERIMETER PESTS WITH NEW ADVION INSECT GRANULAR BAIT FROM SYNGENTA

*PMPs can get a free sample to experience the new bait matrix and greater bait consumption*

As part of its commitment to continually provide innovative solutions for the pest management industry, Syngenta is excited to announce the launch of new Advion® Insect granular bait. This latest addition to the trusted Advion brand family features a new bait matrix that is highly attractive to target perimeter pests, resulting in greater bait consumption and control. PMPs can see the results for themselves by requesting a free sample.

“Perimeter pest control services continue to be a significant part of PMPs’ revenues,” said Marshall Gaster, market manager for Professional Pest Management (PPM) at Syngenta. “We’re pleased to introduce this new solution, which is specifically formulated for perimeter pests, and offers highly targeted, effective control in areas that can’t always be sprayed, such as large mulch beds.”

Advion Insect granular bait was developed with a palatable formulation that results in greater bait consumption when compared to the competition.<sup>1</sup>

Other product features include:

- **Peace of mind** with a MetaActive™ effect and horizontal transfer, which help provide thorough control of target pests
- **Reliable control** of common pests like ants, cockroaches, crickets and silverfish
- **Convenience** with two package sizes: a 1-lb. shaker bottle, ideal for perimeter band or spot treatments, and a 12-lb. bag to help meet higher-volume needs

“Pests like ants and cockroaches have a knack for causing trouble around structures,” explained Eric Paysen, technical services manager for PPM at Syngenta. “The favorable trial results of Advion Insect granular bait against these and other pests can give PMPs the confidence to deliver comprehensive perimeter pest control to their customers.”



**SEE THE RESULTS FOR YOURSELF**

**Request a free sample of Advion Insect granular bait**

**Advion Insect Granular bait**  
syngenta

**Insecticide**  
A granular bait for indoor and outdoor control of cockroaches, crickets including mole crickets, nuisance ants, and listed crawling insect pests in and around residential, commercial, public, and institutional buildings.

**Active ingredient:**  
Diflubenzuron 0.05% (0.05% Diflubenzuron) (Diflubenzuron) 0.05%  
0.05% Diflubenzuron (0.05% Diflubenzuron) 0.05%  
Other ingredients 99.95%  
Total 100.00%

**KEEP OUT OF REACH OF CHILDREN  
CAUTION/PRECAUCION**  
It is extremely toxic to humans. Swallowing a single dose can be fatal. Do not eat, drink, or smoke when using this product. Do not get on or near treated surfaces. If you do get on or near treated surfaces, wash thoroughly with soap and water. Do not use near children or pets.

EPA Reg. No. 100-1462 EPA Est. 30019-TX-1  
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## 5 QUESTIONS WITH JOE BARILE, BCE

Ticks are a growing threat to our public health system. As pest professionals, we have an opportunity to help our customers stay safe. Joe Barile, Technical Service Lead at Bayer, shares what you need to know about ticks and how to treat them.

### 1. Why should PMPs consider a tick service?

Ticks, regardless of where you live, bring serious health threats to your customers' doorsteps. Tick service is an opportunity to grow your business while serving the public. Pest management professionals can provide an effective management service at great value to homeowners and property managers.

### 2. What environments are most conducive to breeding ticks?

Most ticks thrive in shady outdoor sites with a leaf-litter substrate under a foliage canopy. We typically find this environment just outside the border of managed landscapes. This "tick zone" area is the native environment of ticks' first blood hosts, deer mice, chipmunks, ground squirrels and voles.

### 3. How do I treat for ticks?

Start by inspecting the property for conditions that are conducive to the tick-host relationship. Lawns and turf should be healthy and trimmed. Eliminate any clutter and stored items that provide shelter for tick-hosts. Treatments with labeled acaracides should be targeted to the "tick-zones" and areas where pets may frequent and rest. Unless treating for specific species, broadcast lawn treatments are not necessary.



### 4. Is there a specific product that Bayer recommends?

Labeled liquid concentrates from Bayer are effective and will provide residual control. A more convenient treatment is our DeltaGard G granular formulation. This low-dust granule can be effectively applied with hand-held spreaders very quickly with no extended re-entry period. Field trial data has demonstrated very impressive residual control from this formulation.

### 5. Should I plan on renewing the service every year?

Yes. Ticks' end-hosts (deer, coyotes, skunks, raccoons) are the "re-infestation engine." After mating on their hosts, gravid females drop from the host animal to lay her eggs (hundreds to thousands). Even in urban areas these animals will re-introduce ticks on properties continually.

*Reprinted from PCT Magazine*

## APPLICATOR SAFETY IS A GOOD THING

DR. BOB DAVIS, BCE

TECHNICAL SPECIALIST-SPD PEST CONTROL: SOUTH CENTRAL UNITED STATES

*Pest Management Professionals (PMP's) enjoy satisfying and rewarding careers. However, there are hazards associated with these positions. They include the operation of motor vehicles, ladders, and power tools. Other hazards include working in crawl spaces, attics and on rooftops. Lastly, the use of pesticides in our Integrated Pest Management programs also represents a degree of hazard. Keeping these hazards at an acceptable low level should be a priority for all of us. Only by preparation, training and maintenance can it be ensured that PMP's will perform their tasks safely.*

Job safety is a concern for all of us and technicians are exposed to many hazards during the course of a workday. By far, the greatest hazard a tech is exposed to is while driving the service vehicle. These vehicles can be quite large and have restricted vision due to camper shells, enlarged cabs, or equipment in the back. Practicing defensive driving and properly maintaining the vehicle (lights, brakes, mirrors, tires, etc.) are the keys to reducing this common hazard. Pre-scheduled inspections and prompt follow-ups are also sound ideas.

Another source of concern for applicators is the possible hazard from pesticide use. Remember that hazard is defined as a relationship between toxicity and exposure. Therefore, if we can reduce exposure and select products that have a low toxicity rating then we are ahead of the ballgame. The best place to start when addressing both toxicity and exposure is the pesticide label. The first thing to note is the "Signal Word". The signal word will be written in enlarged letters on the front of the label and it will either be "Caution", "Warning", or "Danger". "Danger" will also have a "skull & crossbones" and the word "POISON" associated with it. Fortunately, in our industry today there are not a lot of products with "Danger" being used (notable exceptions are the fumigants). If possible, try to select products that provide the lowest toxicity (Caution < Warning < Danger) and provide the needed results. Also, note that products with "no signal word" are Category 4 "Caution" products. The printing of "Caution" on the label is optional by the manufacturers for Category 4.

Pesticide exposure can occur in three different ways, including dermal (skin exposure, including eyes), inhalation (lungs), and ingestion (oral). Limiting these exposures is the key. Normally, the greatest potential of exposure for pesticide applicators is dermal. This is because liquid spray droplets have a potential to drift back on to the skin during application. However, when applying dusts and other dry materials inhalation is certainly a major concern. Oral exposure is a concern for technicians that have not washed before eating, or before using other orally ingested products.

The best way to limit exposure is to wear the proper *Personal Protective Equipment (PPE)*. Please remember that PPE starts with your daily work clothes or uniform. All applicators should wear proper shoes (boots, leather shoes, etc., not canvas or tennis shoes), socks, long pants, and shirt. This list is a minimum of what should be worn for application. Please review the specific pesticide labels for recommended and/or required forms of PPE. Some labels will have a section entitled *Personal Protective Equipment*. Other forms of PPE that may be listed include chemical resistant or waterproof gloves, protective eyewear (goggles, face shields, or glasses with temple and side protection) approved respirator, rubber boots, waterproof apron, etc. Termiticide labels list long-sleeved shirts and water-proof/chemical resistant gloves required while mixing,

(Continued on page 21)

## APPLICATOR SAFETY IS A GOOD THING

DR. BOB DAVIS, BCE

TECHNICAL SPECIALIST-SPD PEST CONTROL: SOUTH CENTRAL UNITED STATES

loading and applying (along with shoes, socks & long pants). Also, protective eyewear is required when rodding or sub-slab injecting termiticide. Please take the time to review the product labels and ensure that you and/or your applicators have the equipment necessary to provide the service properly and with low hazard. Limiting exposure is the key. If a pesticide can be applied with “minimal” to “no exposure” then applicator hazard is under control.

Good Luck and Let's 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 512 657-5913 or at robert.davis@basf.com.*

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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

<u>Issue</u>	<u>Ad Deadline</u>
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

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Email: [gary@advpest.com](mailto:gary@advpest.com)

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Zip Zap Termite & Pest Control  
6601 Royal Street, Building C  
Pleasant Valley, MO 64068  
816-407-7378  
Email: [zipzap@zipzappestcontrol.com](mailto:zipzap@zipzappestcontrol.com)

### **SECRETARY/TREASURER**

#### **Steven C. Arenz, ACE**

Arenz Pest Management Solutions Inc.  
125 Osage Executive Circle  
Byrnes Mill, MO 63051  
636-671-3100/Fax: 636-671-3104  
Email: [arenzpest@gmail.com](mailto:arenzpest@gmail.com)

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Alert One Pest Control, Inc.  
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Email: [flavipes80@hotmail.com](mailto:flavipes80@hotmail.com)

### **REGION I VP**

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Gunter Pest Management  
220 W. 72<sup>nd</sup> St.  
Kansas City, MO 64114  
816-523-0777  
Email: [JMyers@gunterpest.com](mailto:JMyers@gunterpest.com)

### **REGION II VP**

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Havener's Termite and Insect Control, Inc.  
819 W. Jackson  
Owensville, MO 65066  
573-437-2031/Fax: 573-437-4117  
Email: [htermite@fidnet.com](mailto:htermite@fidnet.com)

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SEMO Termite and Pest Control, Inc.  
PO Box 67  
New Melle, MO 63365  
636-398-5776/Fax: 636-828-4898  
Email: [semopest@gmail.com](mailto:semopest@gmail.com)

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Jones Pest Control, Inc.  
546 N. Basswood Avenue  
Republic, MO 65738  
417-647-5121  
Email: [jonespest@sbcglobal.net](mailto:jonespest@sbcglobal.net)

### **REGION V VP**

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Cape Kil PC Company  
33 N. Frederick St.  
Cape Girardeau, MO 63701  
573-334-3002  
Email: [eknote@yahoo.com](mailto:eknote@yahoo.com)

### **DIRECTORS AT LARGE**

#### **Kyle Bernskoetter (term expires 2021)**

Art's Pest Control  
429 W. Miller St.  
Jefferson City, MO 65101  
573-634-3299  
Email: [kwbernskoetter@yahoo.com](mailto:kwbernskoetter@yahoo.com)

#### **Jason Everitt, ACE (term expires 2021)**

Rottler Pest & Lawn Solutions  
2690 Masterson Rd., Ste. 400  
St. Louis, MO 63114  
314-426-6100/Fax: 877-953-5655  
Email: [jeveritt@rottler.com](mailto:jeveritt@rottler.com)

#### **Larry Hodson, Jr. (term expires 2021)**

Big River Pest Control  
1920 Orchard Avenue  
Hannibal, MO 63401  
573-221-1400/Fax: 573-248-1132  
Email: [lhodson@bigrivercompanies.net](mailto:lhodson@bigrivercompanies.net)

#### **Michael Patterson (term expires 2021)**

Pest Pro Solutions  
310 W. Shelbina Avenue  
Shelbina, MO 63468  
573-721-2022  
Email: [michael@pestpromissouri.com](mailto:michael@pestpromissouri.com)

#### **Brian Pickens (term expires 2021)**

Expert Pest Solutions  
3600 N. Brinnsfield Dr.  
Ozark, MO 65721  
417-413-4776  
Email: [brian@expertpests.com](mailto:brian@expertpests.com)

#### **Geoffery Preece (term expires 2021)**

Zip Zap Termite & Pest Control  
6601 Royal Street, Building C  
Pleasant Valley, MO 64068  
816-407-7378  
Email: [zipzap@zipzappestcontrol.com](mailto:zipzap@zipzappestcontrol.com)

### **ALLIED REPRESENTATIVE:**

#### **Harry Connoyer (term expires 2020)**

Harry's Consulting and Pest Supplies  
8322 Bridge Avenue  
St. Louis, MO 63125  
314-728-9081  
Email: [oldcoach@hotmail.com](mailto:oldcoach@hotmail.com)

### **MPMA OFFICE**

#### **Sandra Boeckman, Executive Director**

722 E. Capitol Ave.  
PO Box 1463  
Jefferson City, MO 65102  
573-761-5771/Fax: 573-635-7823  
Email: [missouripest@gmail.com](mailto:missouripest@gmail.com)

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

## 2020-2021 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.

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- ☐ **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.