

The

ADVOCATE

A Publication of the Missouri Pest Management Association



FROM THE PRESIDENT

Happy Fall! As we enter the final quarter of the year, I hope 2022 has been an amazing year for you.

As we begin thinking about 2023, I encourage everyone to consider investing in a continued or new partnership with MPMA. We have exciting things coming in 2023!

The Missouri Annual Conference and Exposition is December 7th-9th. This year the meeting will be a joint meeting with the Kansas Pest Control Association. The Conference will be held at Stoney Creek Hotel in Independence, Missouri. Please see the registration information within this issue of the newsletter, visit the website at www.mopma.org, and follow us on Facebook for more information. The Annual Conference is a great time to meet fellow PMPs, vendors, and hear from and meet amazing speakers.

The Pest Management Association of Greater Kansas City (PMAGKC) will be hosting a reception during the conference. All are welcome to join PMAGKC for live music, food and drink during the reception. Be on the lookout for more details to follow!!

The Missouri Pest Management Association will be sending a survey to the membership which will pertain to their partnership with the National Pest Management Association. Keep an eye out for this in your email. Your participation in this survey is greatly appreciated.

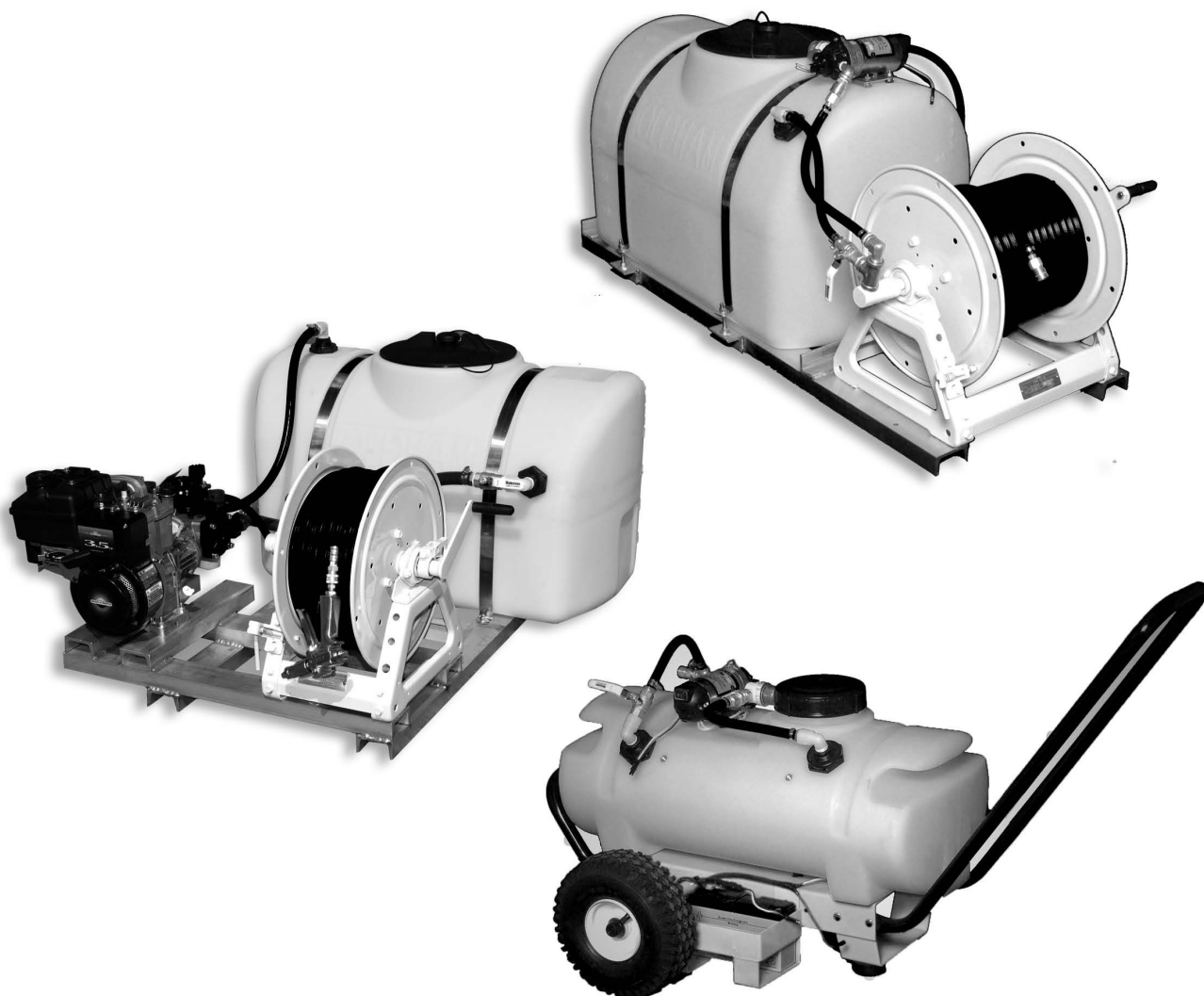
I look forward to seeing/meeting you all at the Annual Conference in December.

Janet

Janet Preece, MPMA President
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CALENDAR OF EVENTS

October 21, 2022

Board Meeting

MPMA Office
Jefferson City, MO

December 7-9, 2022

Annual Conference & Exposition

Stoney Creek Hotel
Independence, MO

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March 9, 2023

### **Board Meeting**

Oasis Convention Center, Springfield, MO

March 10, 2023

### **Winter School**

Oasis Convention Center, Springfield, MO

May 12, 2023

### **Board Meeting**

MPMA Office, Jefferson City, MO

August 24, 2023

### **Board Meeting, PAC Fundraiser**

MPMA Office, Jefferson City, MO

August 25, 2023

### **August Recertification**

Courtyard by Marriott, Jefferson City, MO

October 13, 2023

### **Board Meeting**

MPMA Office, Jefferson City, MO

November 30-December 1, 2023

### **Annual Conference & Exposition**

St. Louis, MO

## MOVING FORWARD WITH EXTRA SESSION

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



On Wednesday, Sept. 21, members of the Missouri Senate put their stamp of approval on legislation designed to meet the governor's call for the extra legislative session. The two bills passed by the Senate aim to make significant changes to the state's tax code, while also addressing the needs of our state's farmers and ranchers.

The governor's call tasked lawmakers with passing legislation that provided broad, long-lasting tax relief to hardworking Missourians. Under Senate Bills 3 & 5, Missourians would see the state's top income tax bracket reduced from 5.3% to 4.95% beginning in 2023. The legislation also includes language lowering the top income tax rate to 4.5% if certain revenue thresholds are met. In addition, the extra session bill also eliminates the state's bottom income tax bracket. While many have questioned how

the state can afford a tax cut of this size, it is important to point out that Missouri is currently enjoying a \$4 billion general revenue surplus. As we continue to see high prices at the grocery store and at the gas pump, we must do everything we can to make life easier for our neighbors. Through SBs 3 & 5, we are providing important tax relief that allows countless hardworking Missourians to keep more of their hard-earned money where it belongs — in their pocketbooks.

Senators also put their stamp of approval on another bill that was part of the governor's call for the extra legislative session. Senate Bill 8 establishes several new tax credit programs and extends other existing ones designed to benefit our state's agricultural industry. A similar bill was passed during the legislative session, but vetoed by the governor because it only extended these specific tax credit programs for two years. Senate Bill 8 continues these programs for six years, as requested by the governor. In addition, I was thankful to see the extra session Ag bill include language I have sponsored for the last couple of years regarding anhydrous ammonia. This measure aims to ensure regulation of this important product is not overly burdensome, while at the same time preserving a high level of safety for this effective source of nitrogen fertilizer. As the chair of the Senate Agriculture, Food Production and Outdoor Resources Committee, I was proud to support SB 8, because I believe it will make a real difference in the lives of our state's farmers and ranchers.

With the Senate's actions this week, all eyes now turn to the Missouri House of Representatives to see what they do with our work. If they take up both bills and pass them without any changes, our work with the extra session will be done, but if the House makes any changes to our bills, the Missouri Senate will be back in session to address their changes. Overall, I am proud of the work my colleagues and I accomplished this week. Through SBs 3 & 5, we provided long-lasting tax relief to countless hardworking Missourians, but we did it in a responsible way

Mike  
Bernskoetter  
STATE SENATE

*Thank you to all the members of the MPMA. I really appreciate your support!*

*Sincerely,  
Mike*

PAID FOR BY FRIENDS OF MICHAEL BERNSKOETTER - GREGG BOSTON, TREASURER



## MOVING FORWARD WITH EXTRA SESSION

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

that doesn't tie the hands of future lawmakers. In SB 8, we provided one of our state's top industries with the resources it needs to continue to grow and thrive. As I said earlier, I am proud of our work, and I am hopeful we can come to an agreement with our colleagues in the House to wrap up this extra legislative session and move our great state forward.

As always, I am honored to serve the citizens of the 6th Senatorial District. Please feel free to contact my office at 573-751-2076. For information about my committee assignments or sponsored legislation, please visit my official Missouri Senate webpage at [senate.mo.gov/Bernskoetter](http://senate.mo.gov/Bernskoetter).

*Mike Bernskoetter*

### Mike Bernskoetter

Senator, Missouri 6th District  
201 W. Capitol Avenue, Room 417  
OFFICE: (573) 751-2076  
[Mike.Bernskoetter@senate.mo.gov](mailto:Mike.Bernskoetter@senate.mo.gov)

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# RAT MYTHS AND MISCONCEPTIONS: PEOPLE WILL BELIEVE ALMOST ANYTHING!<sup>1</sup>

STANTON E. COPE, PhD

In this age of social media, the internet, podcasts, and other forms of communication, there is much misinformation out there, and the pest management industry certainly isn't immune to this. I am regularly amazed as well as amused at some of the things that people swear are true about mosquitoes that are just downright wrong! This article will take a light-hearted look at a few of the myths, misconceptions, and half-truths that are promulgated by city folks regarding the rats they encounter.

1. **Rodents Have 'Collapsible' Skeletons.** Whoa! That would be a good trick but it is not true. If a rat or mouse can get its head through a crevice or hole however, the rest of the skeleton is flexible enough to help the animal gain entry.
2. **'Super' Sewer Rats And Rats As Large As Alley Cats.** Certain movies have portrayed rats as being huge creatures that almost have superpowers and folks will sometimes report seeing 'giant' rats living in or exiting sewers. The fact is that the Norway rats that inhabit sewers are not necessarily any larger or 'super' than those found above ground. In fact, they could actually be smaller. To date, the heaviest Norway rats reported in the literature range in weight from 1.3 to 1.8 pounds, much less than the average weight of a cat.
3. **Rats Must Regularly Gnaw Or Their Teeth Will Continue To Grow.** This is false. Rats maintain incisor growth and sharpness by grinding the lower incisors against the uppers. They do not need to gnaw on objects such as wood, wires, or cables but they will supplement tooth grinding with object gnawing.
4. **Cats Control City Apartment Rats And Mice.** Forget about those cartoons many of us watched as kids where cats were constantly chasing, and sometimes catching, mice or rats. Cats (and dogs) may kill the occasional young or old rodent but it is not true that they will control rodent infestations.
5. **Sewer Rats Are Blind And Abnormally Large.** We addressed the latter in #2 above. Have sewer rats mutated, resulting in a loss of sight? No! Wouldn't they still need to see where they are going, even in the stinky, garbage-laden sewers of a big city? Of course. The Norway rats that infest sewers are neither blind nor abnormally large.
6. **Rats Run From Jackhammers.** We have all heard the melodic sound of jackhammers ripping concrete to shreds! Does this bother rats and cause them to flee the sewers and race into nearby buildings? Nope. Rats are, for the most part, unperturbed by above-ground construction. Even if their sewer is under construction, they won't abandon it unless their burrows are directly excavated.
7. **Mild Winters Result In Rat Explosions.** Rat populations in our cities fluctuate due to a variety of factors including, but not limited to, construction; waste management practices; human population densities; urban sprawls; and aging buildings. Mild winters are a factor as well, but only one of many!
8. **Rats Transmit Rabies.** Rats and mice in the United States are not considered important reservoirs for the rabies virus. According to the Centers For Disease Control and Prevention, rats and mice are almost never found to be infected with rabies and have not been known to transmit rabies virus to humans. Therefore, rabies treatment after a rat bite is considered unnecessary.

<sup>1</sup>Adapted from Corrigan, R.M. 2001. *Rodent Control: A Practical Guide For Pest Professionals*. GIE Publishing. 355 pp. Cleveland, OH. Used with permission of the author.

Stanton E. Cope, PhD  
VP, Technical Products and Services, AP&G  
(Catchmaster), Captain (Ret), United States Navy



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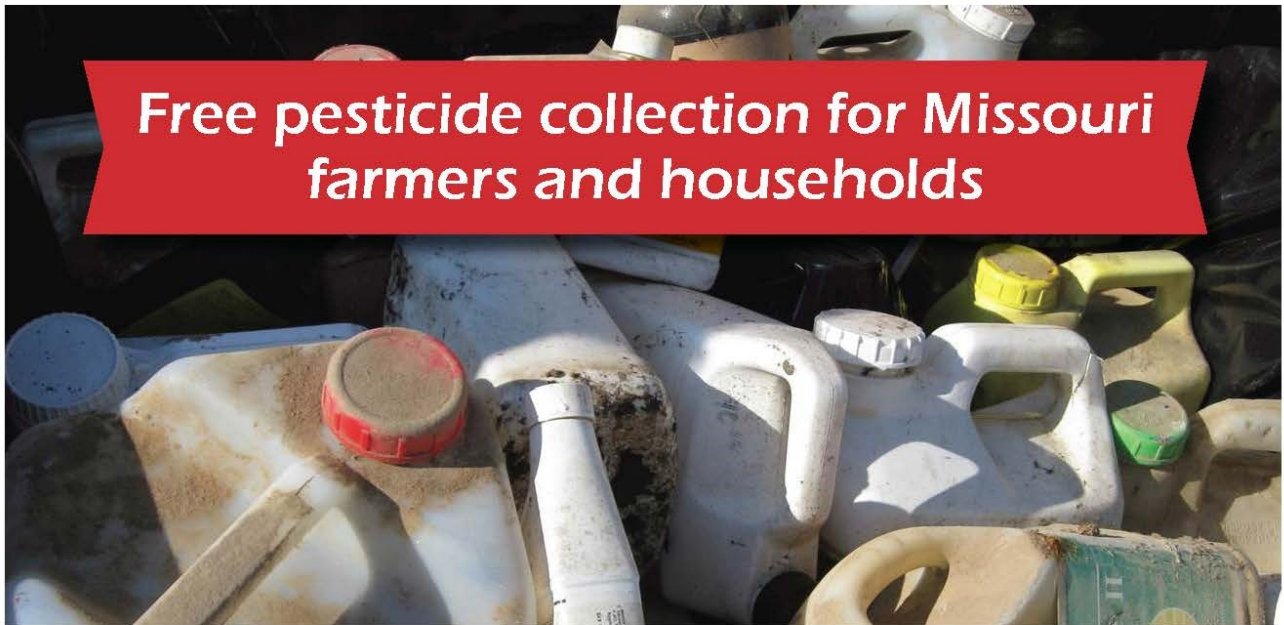
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# **MISSOURI WASTE PESTICIDE COLLECTION EVENT**

**COLLECTION POSTPONED TO OCTOBER 15, 2022**

**MoDOT Maintenance Facility – Versailles  
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Accepting all pesticides including: herbicides, insecticides, fungicides, rodenticides, dewormers, fly tags and fertilizer containing pesticides.

**Pesticides from businesses will not be accepted.**

For questions, call 573-751-0616 or visit [dnr.mo.gov/env/hwp/pesticide](https://dnr.mo.gov/env/hwp/pesticide)

## How to Safely Transport Your Waste Pesticides

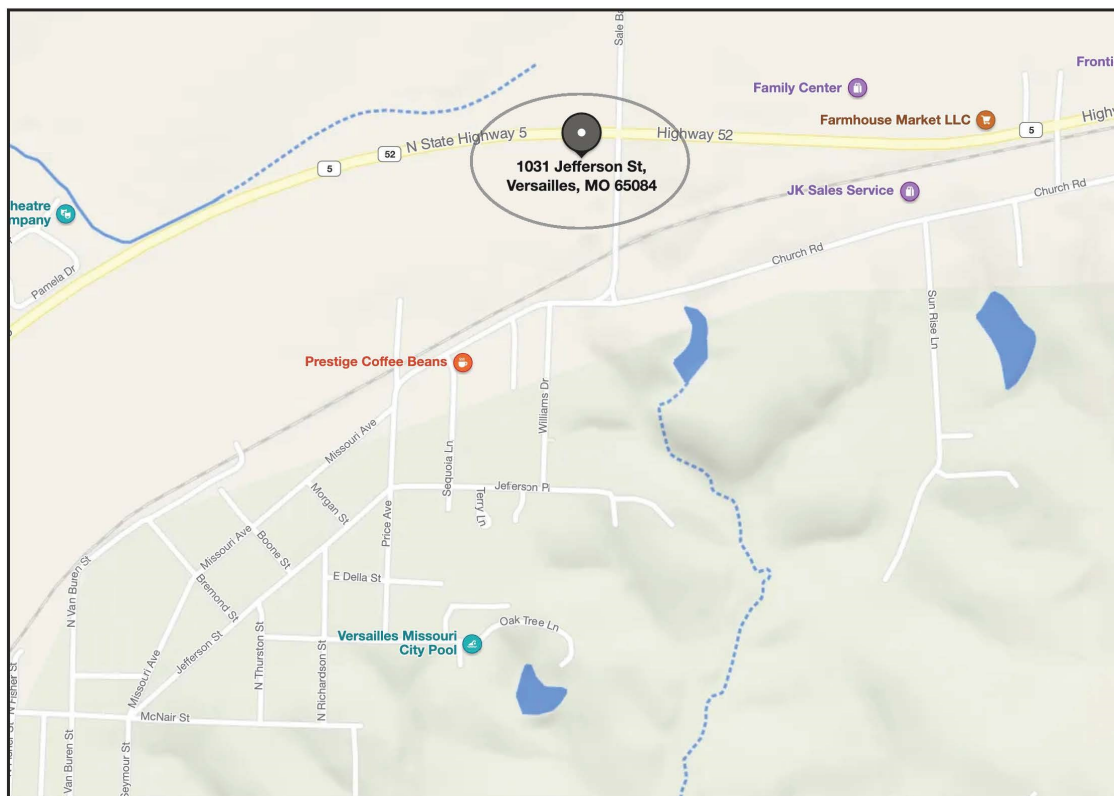
### Safety Precautions

- Wear nitrile or chemical resistant gloves when handling waste pesticides
- Do not smoke while handling or transporting pesticides
- Avoid bringing children or pets to the collection site

### Procedures

- Keep waste pesticides in original containers
- Do not mix unwanted pesticides with other materials, like used motor oil or antifreeze
- Label materials that are not in original containers
- Make sure lids are tightly sealed
- If the container is leaking, place the container into a larger container with a non-flammable absorbent, such as clay-based cat box filler, to absorb any possible leaks
- Secure waste pesticides upright in a cardboard box during transport
- Transport waste pesticides in the back of a pickup truck, trailer or car trunk
- Keep flammables out of direct sunlight and away from sources of heat

The hazardous waste contractor will unload the waste pesticides from your vehicle at the collection event. Please stay in your vehicle until the contractor asks for your assistance.





## INSURANCE LOSS CONTROL IN A VOLATILE MARKET

GRAVES INSURANCE GROUP

Commercial insurance, like weather and economic activity, is highly cyclic. As the coronavirus pandemic has revealed, our economic output can be sensitive to unexpected forces; in only three months, the second quarter Gross Domestic Product dropped over 30%. This reduction in total economic output was unprecedented, and was driven by the shutdowns in a wide range of business sectors. Fortunately, pest control managed to weather this disruption and is now reporting aggressive growth and activity—it is truly resilient to many economic forces.

The pest management profession felt the contraction of the insurance market directly in the 1980s when general liability insurance was difficult to find. Insurance companies withdrew from the marketplace, driven not by losses but by the specter of lawsuits for bodily injury. Chlordane and other organochlorines were in the news, and high profile lawsuits in Long Island created fear among carriers as DDT label uses withdrawn from the market by the EPA. Recent lawsuits from glyphosate is drawing an uncomfortable parallel in today's legal climate and media saturation.

Affordable and accessible auto insurance is the next looming crisis for the industry, but rather than driven by speculative lawsuits, it is driven by the industry's actual loss experience. Major commercial auto carriers have recently curtailed their writings of auto policies or outright abandoned the pest management profession. This contraction of the market leaves companies with fewer choices and higher rates. These higher rates may not be entirely the result of losses specific to the profession, as all professional and personal lines carriers are experiencing higher claims rates and claims costs due to a number of contributing factors such as distracted driving, increasing litigation and higher repair costs. The negative loss experience of pest management fleets has made them an undesirable class of business, prompting the departure of several auto insurance carriers from the marketplace.

In this contracting market, how do you make your company attractive to insurance carriers and present yourself to gain the most favorable consideration for rates? Controlling actual losses, of course, will help. Just as a credit report demonstrates financial responsibility, your company's Loss Runs will show management concerns over controlling losses. Loss Runs is a report of all claims, their dates of occurrence, their open or closed status, and the total cost that claims incur. Claim severity (the expense of claims) and claims frequency (how often claims occur) indicate how well management controls claims and indicates the effectiveness of their loss control program.

So what constitutes an effective, comprehensive loss control program?

Good driver selection and zero tolerance for preventable claims such as rear end collisions and backup claims sends the right message to employees and carriers. Your insurance agent or carrier can check these reports and share information when a signed release is obtained from the driver, and management should make hiring and continued employment decisions based on driving history. Florida allows excluding individual drivers, and carriers based insurability decisions based on MVR reports. Management should relay the message to their employees that "if you can't drive, you can't work here." Rear end claims have become an epidemic for commercial carriers as companies have become reliant on instant communications and even tolerant of cell phone use while in transit. As a result, rear end collisions have become a large percentage of all at-fault claims, which is frustrating as they are largely preventable and should not be acceptable to management. Remember, in today's highly litigious climate, there is no such thing as a "minor" rear end collision – even at low speeds and little physical damage to vehicles, these claims can include allegations of bodily injury and escalate into large

(Continued on page 11)

# INSURANCE LOSS CONTROL IN A VOLATILE MARKET

GRAVES INSURANCE GROUP

settlement demands. Since the drivers are almost always at fault, carriers have difficulty defending them against aggressive personal injury attorneys. A culture of zero tolerance for these largely preventable losses will protect your company and its access to auto insurance options.

Signed and uniformly enforced cell phone and vehicle use policies that prohibit use while driving and require drivers to pull over to send or receive calls or messages. Allowing hands free use may be legal, but it's a false sense of security as the brain still experiences cognitive distraction. You can allow for safe audible directions of mapping/directional applications. Agreements should require the driver to provide personal cell phone records for the date and time of an accident in a company vehicle.

Telematics installation on service and sales vehicles can provide driver accountability and coaching opportunities for drivers with poor habits. A written, progressive discipline for telematics notifications is pre-emptive action before claims. This technology is used as a management tool for behavior modification and coaching. If drivers balk at telematics, remind them that there is no expectation of privacy while driving a company vehicle, and that their speeding and hard breaking elevates the risk of an accident. The "geofencing" feature of telematics can help management maintain route adherence and optimize efficiency.

Drug screening policies for pre-employment, post-accident, probable cause. Management should take an employee from the accident scene to screening lab, as "DIY" kits create medical privacy, chain of custody and admissibility of evidence issues.

Pre-employment background screening using an outside vendor: signed releases from vendors can ensure compliance with local and state privacy and employment laws. FBI criminal database, sexual offender/predator registry, drug screening, and a

Motor Vehicle Report can be conducted after an interview and a conditional job, pending acceptable screening results.

Hiring practices are of paramount importance; especially in a competitive job market, a company's success is built on the quality of its employees: by expanding our hiring prospects beyond the traditional demographics to groups that have proven themselves responsible such as veterans, firefighters and teachers, companies can create a workforce that will have an overall driving risk profile, resulting in lower losses-and possibly lower auto insurance rates. While seasonal job demands and job scheduling may present a challenge, these groups could be a source of quality employees. I encourage you to reach out to local groups, participate in job fairs, and connect with your state associations to grow the profession with these new labor pools.

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## IT'S A SNAP TO SAVE WITH NEW FEATURES IN THE 2023 SYNGENTA PESTPARTNERS<sup>SM</sup> 365 PROGRAM

There are even more ways for pest management professionals (PMPs) to save all year with the 2023 PestPartners<sup>SM</sup> 365 Program from Syngenta. Starting Oct. 1, 2022, PMPs can become 2023 program members by simply purchasing any combination of Syngenta products that generate at least \$200 in base rebates during the qualification period from Oct. 1, 2022, to April 30, 2023.

Once in the 2023 program, PMPs will earn rebates on all their Syngenta purchases made between Oct. 1, 2022, to Sept. 30, 2023. Plus, PMPs who earn at least \$500 in base rebates between Oct. 1 to Dec. 8, 2022, will receive a one-time Early Order Bonus.

New to the 2023 program, PMPs can also double their Early Order Bonus with a one-time Level Up Bonus. PMPs must simply move up from last year's Early Order Bonus amount or become a new member at the Silver level or higher between Oct. 1 to Dec. 8, 2022.

"The goal of the PestPartners 365 Program has always been to help PMPs put more money back into their businesses," said Marshall Gaster, head of marketing for Professional Pest Management at Syngenta. "That's why we're excited to introduce the

Level Up Bonus, which provides an extra way to reward PMPs who are purchasing more of the products they need."

Membership in the PestPartners 365 Program also provides these yearlong benefits:

- Savings throughout the year on all Syngenta product purchases
- SummerPay<sup>™</sup> terms, which offer deferred payments on select products through June 20, 2023
- The ability to view estimated rebates, current rebate level and membership history with a free rebate status tool

Members and non-members can also use the free rebate calculator tool to estimate and maximize their savings potential.

"More than anything, it has helped us grow," said Shaun Waters, service manager at Swat Pest Management, Inc. in Evansville, Indiana, about the PestPartners 365 Program. "Our guys are able to really focus on the products that are best for them and best for our customers. We've seen that with our customer growth, and that's what has pushed us into the [PCT] Top 100 over the last couple of years."

# Missouri Pest Management Association Annual **Conference** & Exposition

with

**Kansas Pest Control Association**

**December 7-9, 2022**

**Stoney Creek Hotel**

**Independence, MO**

## SYNGENTA NAMES NEW SOUTHWEST TERRITORY MANAGER WITHIN PROFESSIONAL PEST MANAGEMENT BUSINESS

MATT HIGLEY BRINGS INDUSTRY SUCCESS TO SUPPORT CUSTOMERS IN THE SOUTHEAST U.S.



Syngenta has appointed Matt Higley as a new territory manager within its Professional Pest Management (PPM) business to support distributors and pest management professionals in providing a life uninterrupted by pests.

Higley will be assisting customers in Alabama, Georgia, Mississippi, South Carolina and Tennessee with their pest management needs.

"Matt has a proven record of success in the pest management business, along with a natural ability for building strong relationships," said Berry Cothorn, district manager for PPM at Syngenta in North America. "His impressive skill set will be an asset for Syngenta in support of our customers and the pest management industry."

Higley began his pest management career in 2017 as a distributor sales representative and most recently worked as a representative at another pest control manufacturer in the Midwest. He earned a Bachelor of Science in biblical studies with a minor in biology from Evangel University.

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## STORED PRODUCT INSECTS - STAYING IN FOR THE WINTER

ANNA BERRY, BCE, B&G EQUIPMENT

As temperatures start to cool down, the likelihood of dealing with some pests also decreases. That's reflected in our equipment and service frequency. Insect light traps, which we typically associate with flies, may not be serviced as frequently in the winter because we anticipate a decrease in fly activity. Typically that's true – large filth flies are usually coming from the exterior which may become too cold for their survival. But not all flying insect pests will necessarily decrease in the winter, in fact some infestations will grow in the winter without our knowledge in part due to decreased service. Small fly populations are a great example of this. As most facilities (including homes) are climate-controlled, the winter inside is much warmer than the winter outside, and populations can propagate when food is available. Stored product pests work much in the same way, but are typically not as visible as small flies, resulting in a hidden infestation.

### Food

Stored product insects are primarily moths and



beetles. They undergo complete metamorphosis so the adult and juvenile stages look and behave differently from each other, and are often found in different areas.

The larva has one job – to eat. It's got to eat enough to sustain the rest of it's development so that it can emerge as a healthy adult ready to find it's mate. Because stored product insects are so small (most are about 1/8"), they do not need much food to sustain their tiny bodies and they get all the water they need from the moisture in the food. This means they can happily feed off of a small amount of food, usually in a place we don't think to check (or clean). Larger food sources can hold

generations of populations without us even knowing they're there until they leave their food source (or we notice them in the food). Those larvae hide out there, eating, growing, reproducing, and continuing the cycle, all without us knowing about it. What they eat will vary by species, but in general stored product insects like grain-based foods (baking mixes, cereals, flour, pet food, etc.).

### Temperature & Humidity

If food (and with it, water) is readily available, then the other hugely important factor for insect growth is temperature. Stored product pests are tropical in nature, they're happiest when we're happiest – at around 70 degrees plus or minus 15 degrees. When it gets cold, they slow down, eventually stop eating and reproducing, and at lower temperatures, die. Winter should be a rough time for them in the northern United States, but we tend to keep our buildings nice and warm in the winter, making it the perfect habitat for stored product insects.

Humidity can impact both the insect itself and the food it eats. Many stored product pests prefer moldy grains – they'll eat the fungi that grows on the grain. Reducing the humidity through a dehumidifier, fans, or ventilation will typically will reduce the likelihood that mold will grow on stored food and make the environment less hospitable to the insect.



### Cleaning and Inspection

Whether it's a home's pantry or a commercial bakery's ingredient storage area, the key to minimizing stored product insect activity is sanitation,

(Continued on page 15)



## STORED PRODUCT INSECTS - STAYING IN FOR THE WINTER

ANNA BERRY, BCE, B&G EQUIPMENT

inspection, and monitoring – all year long. Too often equipment in a commercial facility is put away with food debris on it and forgotten in storage. The infestation goes unnoticed until it creeps into the rest of the facility, putting the food at risk. Spillage in cracks and crevices in pallet racks, shelving, drawers, wall/floor junctions can collect and provide an adequate food source. Regular cleaning will remove this debris, effectively removing the food and habitat

of the stored product insects. Forgotten bags of pet food, flour, or other grain-based ingredients left in the back of a pantry or warehouse can be caught through inspection and following first-in first-out product rotation. And even if we cannot clean and inspect as thoroughly as we'd like, using light and pheromone-based monitoring tools will let us know that some stored product insects have stayed for the winter.

### DO HORSE FLIES REALLY BITE?

#### What is a horse fly?

Horse flies are found throughout North America in both suburban and rural areas near bodies of water, which serve as breeding sites. These flies are fast, strong fliers capable of flying for more than 30 miles. This species most likely received its common name because it is a notorious pest of horses and other mammals. They often rest along the edges of paths and roads, especially in wooded areas, waiting for potential hosts.

#### Horse fly bites...

So, do horse flies really bite humans and not just horses? The short answer is yes! While male horse flies feed on pollen and plant nectars, females aggressively feed on blood. Horse flies most often bite moving and dark objects. They are relentless and will continue to bite their host until they succeed in procuring their blood meal or are killed. Some are even known to chase their targets for short periods. Female horse fly bites can be quite painful because their mouthparts are used for tearing and lapping up blood, rather than piercing and sucking like mosquitoes.

#### What are the symptoms of a horse fly bite?

In addition to being painful, horse flies bites can cause allergic reactions, itchiness, redness and swelling around the bite area. If allergic, one may also experience inflammation, dizziness or wheezing. Fortunately, horse flies are not known to be vectors of disease or capable of transmitting harmful disease-causing bacteria.

#### How to treat horse fly bites...

If bitten by a horse fly, resist the temptation to scratch the bite, as this can increase your risk for infections. Start by cleaning the wound with warm water, then use an ice pack on the bite area to temporarily relieve redness and swelling. Next, apply over-the-counter ointments and creams to help reduce swelling and itchiness. As the wound heals, monitor for any signs of infection. Seek medical attention if the bite becomes infected or you experience a severe allergic reaction or if you need more information on how to treat horse fly bites.

Reprinted from PestWorld.org



Missouri Pest Management Association

# Annual Recertification with Golf Tournament & Bocce Fundraiser

August 25-26, 2022 ~ Courtyard by Marriott ~ Jefferson City, MO

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## **BOCCE Tournament SPONSORS**

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## **GOLF Tournament WINNERS**

(Picture left to right is: Nathan, Stewart, Jeff, Kevin,  
Larry and Trey)

1st - Jeff Archer & Kevin Mattson  
2nd - Nathan Wilson & Stewart McIntyre  
3rd - Larry Hodson & Trey Hodson



## **BOCCE Tournament WINNERS**

(Pictured left to right is Jeromy, John, Kyle and Robin)

1st - Jeromy Baumbach & John Myers  
2nd - Kyle & Robin Bernskoetter





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\*May take longer to kill American Cockroaches as compared to German or Oriental cockroaches.

\*\*Excluding Carpenter, Fire, Harvester and Pharaoh Ants.

\*\*\*Except in California.

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# MPMA AND KPCA

## ANNUAL CONFERENCE & EXPOSITION

Stoney Creek Hotel & Conference Center  
December 7-9, 2022

.....

### Wednesday, December 7, 2022

|                |                                                                                                      |
|----------------|------------------------------------------------------------------------------------------------------|
| 8:00 - 2:00 pm | <b>ACE TRAINING</b> with Jeffery Preece, BCE, ZipZap Termite & Pest Control                          |
| 2:00 pm        | <b>ACE TESTING</b>                                                                                   |
| 1:00 - 2:30 pm | <b>Remote Monitoring Panel</b>                                                                       |
| 2:45 - 3:45 pm | <b>Life Lessons on Leadership</b> by Stanton E. Cope, PhD, Catchmaster                               |
| 4:00 - 5:00 pm | <b>How to Hire and Maintain Professionals</b> by Sam Polly, MU-Extension, Division of Plant Sciences |
| 5:30 pm        | MPMA and KPCA Board Meetings                                                                         |

### Thursday, December 8, 2022

|                  |                                                                                                                 |
|------------------|-----------------------------------------------------------------------------------------------------------------|
| 7:00 am          | Registration                                                                                                    |
| 8:00 - 9:00 am   | <b>Rodents</b> by Bobby Corrigan                                                                                |
| 9:00 - 10:00 am  | <b>IPM</b> by Bobby Corrigan                                                                                    |
| 10:20 - 11:20 am | <b>Bed Bugs</b> by Jake Clabaugh, Envu                                                                          |
| 11:20 - 12:20 pm | <b>Mosquitos</b> by Jake Clabaugh, Envu                                                                         |
| 12:20 pm         | Luncheon                                                                                                        |
| 1:20 - 2:20 pm   | <b>Fleas: What's Old is New Again</b> by Michael Bentley, PhD, BCE, National Pest Management Association (NPMA) |

#### MISSOURI Breakout Sessions

|                |                                                                                                                                                                                   |
|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2:30 - 3:30 pm | <b>Situational Termite Treatments - A Guide to Overcoming the Good, the Bad and the Just Plain Ugly</b> by Michael Bentley, PhD, BCE, National Pest Management Association (NPMA) |
| 3:50 - 4:50 pm | <b>Safety &amp; Labels</b> by Harry Connoyer                                                                                                                                      |
| 4:50 pm        | <b>MISSOURI CORE HOUR</b>                                                                                                                                                         |
| 5:00 pm        | MPMA Annual Meeting                                                                                                                                                               |

#### KANSAS Breakout Sessions

|                |                                                                                       |
|----------------|---------------------------------------------------------------------------------------|
| 2:30 - 3:30 pm | <b>Stored Pest Products</b> by Scott Brown, BCE                                       |
| 3:50 - 4:40 pm | <b>What's for Dinner: IPM &amp; Commercial Kitchens</b> by Rich Williams, ProPartners |
| 4:40 pm        | <b>KANSAS CORE HOUR</b>                                                               |

# MPMA AND KPCA

## ANNUAL CONFERENCE & EXPOSITION

Stoney Creek Hotel & Conference Center  
December 7-9, 2022

.....

### Friday, December 9, 2022

|                    |                                                                                                                                                                                   |
|--------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7:00 am            | Registration                                                                                                                                                                      |
| 8:00 - 8:50 am     | <b>Situational Termite Treatments - A Guide to Overcoming the Good, the Bad and the Just Plain Ugly</b> by Michael Bentley, PhD, BCE, National Pest Management Association (NPMA) |
| 8:55 - 9:45 am     | <b>KANSAS CORE HOUR</b>                                                                                                                                                           |
| 10:15 - 11:05 am   | <b>Carpenter Ants</b> by Scott Brown, BCE                                                                                                                                         |
| 11:10 - 12:00 noon | <b>Wood Destroying Beetles</b> by Scott Brown, BCE                                                                                                                                |
| 12:00 noon         | Luncheon (included with Friday registration)                                                                                                                                      |
| 12:45 - 1:35 pm    | <b>Termite Baiting</b><br>Zach Morehead, Corteva                                                                                                                                  |
| 1:40 - 2:30 pm     | <b>Construction and Pretreatments</b><br>Jeff Caudill, Nisus                                                                                                                      |
| 2:40 - 3:30 pm     | <b>Wood Destroying Beetles</b><br>Jeff Caudill, Nisus                                                                                                                             |
| 3:35 pm            | <b>What's New in Construction</b><br>Jared Harris, ProSource Consulting                                                                                                           |

### Recertification Credits

**Missouri:** APPROVED for recertification credit in the categories of 7A and 7B. **Kansas:** APPROVED for 7 CEUs for 7E, 6 CEUs for 7D/8 and 1 CEU for 7B, with one core credit. **Illinois:** APPROVED for 7 CEUs on 12/8 and APPROVED for 5 CEUs on 12/9. **Arkansas:** APPROVED for recertification credits for all structural categories.

### Hotel Accommodations

A block of rooms has been reserved at the Stoney Creek Hotel & Conference Center for \$99.00 King or Queen Room. The cutoff date to make your reservations is November 8, 2022. Call 816-908-9600 or 800-659-2220 and mention the Missouri Pest Management Association to receive your discount.

### Attendee Registration

The MPMA and KPCA Annual Conference and Exposition registration can be found at both <http://mpmaconference.com> or <https://kpca.wildapricot.org>.



# The

# ADVOCATE

The Official Publication of the Missouri Pest Management Association

## 2022 Advertising Dates and Rates

| SIZE                  | DIMENSIONS<br>(W X H) | 1-TIME RATE                       | 4-TIME RATE<br>(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 |
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### 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

| <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

#### NEWSLETTER ADVERTISING CONTACT & PAYMENT INFORMATION

Company Name

Company Contact

Address

City/State/Zip

Phone

Fax

Email

Ad Agency Name/Contact

Address

City/State/Zip

Phone

Fax

Email

**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: [staff@mopma.org](mailto:staff@mopma.org).

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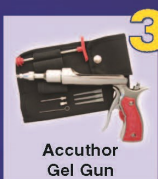
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3



Kestrel UV Fly Light

3



Compact Torch

3



Dual II Powerlight

4



Falcon LED UV Fly Light

5



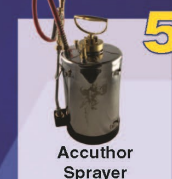
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## PESTICIDE SAFETY FOR THE NEXT GENERATION

SAM POLLY, PESTICIDE SAFETY EDUCATION PROGRAM COORDINATOR  
MISSOURI UNIVERSITY EXTENSION

---

As pest management professionals we have all experienced the satisfaction of a happy client's handshake after knocking out an infestation. Public health, agriculture, and structural integrity has likely never faced the threat level we currently see. Environmental lawsuits targeting the US EPA, chemical manufacturers, and pesticide applicators can be seen and heard of across the country. This leads to the risk of losing some of our already limited toolbox of pesticide products.

In 2021 Missouri University Extension partnered with the Missouri Department of Agriculture to hire a full-time Pesticide Safety Education Program Coordinator (PSEP). When I accepted this position, I knew it would be the challenge of a lifetime to build a state's pesticide safety program from the ground up. Twenty-year-old manuals, faculty attrition, and absent funding are just a few of the challenges I faced. With my limited resources, I had to carefully prioritize my battles. While private and commercial applicator training and manual updates are three of my top mandates, I wanted to introduce myself and our program by sharing one of the most exciting components of our budding program.

From the beginning, I envisioned a youth outreach program to help educate Missouri's next generation of applicators, consumers, and voters. The flood of misinformation reaching young ears and eyes is pushing to ban the tools we need to keep our industry moving forward, and to maintain a healthy and prosperous society. The other extreme is the public that purchases general use products and uses them in dangerous and ineffective applications. Even private and commercial applicators can be observed cutting corners and giving the opposition the excuses they need to criticize and even sue our industry. With this knowledge, I developed Missouri's youth pesticide safety program.

The program started when an MU Extension livestock specialist asked me to present at the Southwest Research, Extension, and Education Center in Mount Vernon, Missouri. While I was not yet prepared for the task, I accepted the challenge and spent two weeks pulling a rough curriculum and props together. I awoke at 4 a.m. and headed south with a vehicle full of pesticide safety education materials. The event was a whirlwind in the baking September sun. Center staff periodically dropped water bottles off to keep me hydrated as I blew through my presentation to class after class of high school kids. The memory that stands out is one of the rowdier boys coming up to me afterward and shaking my hand, telling me that I was the best speaker there, and how much he enjoyed my presentation. That first season's three presentations grew to 14 events this year. What started as just me has grown to me, my new associate Dan Sjarpe, and three of our field specialists in horticulture.

So, what makes kids suddenly find pesticide safety an interesting topic? The answer lies in a key MU Extension term: Engagement. Many of our people are called Engagement Specialists. The significance of this term lies in the deeper level of education that we strive to deliver. Rather than simply lecture and try to jam a pile of information down our audience's throat, we try to engage our audience and make an impact, so they learn something useful and walk away changed. This is a tall order with our modern youth overloaded by technology and social media.

One of the keys to our youth presentation has been employing multiple teaching techniques. One of my harrowing stories captures their attention up front. Then we jump to our game, "What is a pesticide" where we pull various products out of a bin and ask if each one is a pesticide. Several tricky products throw them off balance and keep them thinking. Then we show fake herbicide in a coke bottle and discuss safe

(Continued on page 23)

## PESTICIDE SAFETY FOR THE NEXT GENERATION

SAM POLLY, PESTICIDE SAFETY EDUCATION PROGRAM COORDINATOR  
MISSOURI UNIVERSITY EXTENSION

storage. Our chemical mixing demonstration includes two products exploding. A common response when I pull my sleeve up and show them my Hollywood style "chemical burn" is shocked expressions and gasps! Then we jump to our poster, "A world without pesticides" and "Please don't," which show various pest infestations, and then unsafe practices. We finish with a show and tell of personal protective equipment.

As I wrap up my second year in this position, I have never been this excited to go to work each day. I have already touched thousands of lives. Countless people around the state have told me what an inspiration I've been and how they have changed their pesticide handling practices because of my teaching.

Professionals in other states say they are proud to be

my colleague. This just drives me to work harder and reach more people. There are great challenges facing our industry. It will take all hands on deck to ride the coming storm and change our public image. I invite you to reach out to us with ideas or resources that might further our cause. We need radical photographs, stories, and industry contacts who can take us into the field to help build a program that becomes the envy of surrounding states. Together we can make a difference and build a legacy for this next generation.

Sam Polly - [sjpkkf@umsystem.edu](mailto:sjpkkf@umsystem.edu)

Dan Sjarpe - [sjarped@missouri.edu](mailto:sjarped@missouri.edu)

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## COMPANY SPOTLIGHT

Let us **SPOTLIGHT YOUR COMPANY** in the next issue of *The Advocate*, the official newsletter of the Missouri Pest Management Association.

Answer the questions below and send them to MPMA. Your story will be featured in the subsequent issue of the newsletter, which is printed quarterly and distributed to the membership by email.

- ◆ When, how, and why did you get into the pest control business?
- ◆ Is your family involved in the business?
- ◆ What types of services does your firm provide?
- ◆ What do you like best about the pest control industry?
- ◆ What do you like least about the pest control industry?
- ◆ What is the biggest change in the pest control industry since you've been in business?
- ◆ Who do you admire in the pest control industry and why?
- ◆ Why did you join the National and Missouri Pest Management Associations?
- ◆ Have you been involved in WCA, NPMA, or any other civic or industry related organizations?
- ◆ Everyone enjoys fun facts and funny stories, include the best of them!
- ◆ Any other insight or comments, we would love to read all about it.

Your company spotlight can be emailed to [staff@mopma.org](mailto:staff@mopma.org) or mailed to the MPMA office. We look forward to reading all about your company!

## MPMA AWARD CATEGORIES

**Dr. Wilbur Enns Man/Woman of the Year** is given to a person who has been outstanding in their contribution of time, talent, and innovation causing a positive result in the betterment of the Association and its' membership.

**John Veatch Award** may be awarded to anyone who has made an outstanding contribution to the Pest Management Industry. The recipient does not have to be a member of the Association.

**Special Award** is an open category and any criteria of interest to the Association will be considered. (Past awards include the Legislator of the Year and the Presidential Service Award)

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

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, something to help not only the Pest Management Industry, but their fellow man. Think about it and help us recognize that individual for their contributions to our industry. Nomination forms can be requested from MPMA, [staff@mopma.org](mailto:staff@mopma.org). Include a short letter stating why you feel your nominee should receive an award. Keep the award criteria in mind when making your nominations. All award nominations must be received no later than November 1st, the awards are then presented to the nominee during the Joint Annual Conference which is held in December each year.



## PAST AWARD RECIPIENTS

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

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

---

## YOUR MEMBERSHIP WITH MISSOURI GIVES YOUR ACCESS TO MANY NATIONAL BENEFITS

---

**NPMA works every day to elevate the pest management profession. We do this in many ways:**

- Offering world-class education and certification programs designed to create a well-trained workforce
- Developing best practices and offering timely, informative technical resources
- Providing a unified voice for the pest management industry to promote a positive regulatory and legislative climate
- Connecting members to unparalleled networking opportunities
- Promoting a positive public image and building awareness of the pest management industry

**NATIONAL BENEFITS available to you when you renew your membership:**

⇒ **Money Saving Programs**

- Employee Hiring and Development Tracking
- Credit Card Processing Discounts
- Payment Processing Discounts
- Human Resources Consulting Service
- Background Screening Services
- Fleet Management Discounts
- Discounted Fleet Graphics
- Prescription Discount Card
- Virtual Physician Network
- Discounted Small Package Shipping
- Insurance Solutions
- Collections Services
- National Fit Testing Service

⇒ **Business Growth Opportunities**

- Workforce Development
- Find-a-Pro Locator
- Pest Gazette

⇒ **Tools and Resources**

- Bugstore
- Business Operations
- Government Affairs

- Marketing
- Pest Pictures
- Download the NPMA Logo
- my.NPMApestWorld.org
- Download the NPMA mobile app
- Small Business Toolbox

⇒ **Professional Development**

- ACE Certification
- Career Connection
- Mentor Match
- Executive Leadership Program
- NPMA on Demand
- Online Learning Center
- Testing and Certification
- my.NPMApestWorld.org

⇒ **Technical Assistance**

- Information Central Hotline (800-678-6722)
- OSHA Toolbox
- NPMA Mobile Field Guide PRO
- Pest Identification Form
- Model Contracts
- Online Forms

**MISSOURI BENEFITS available to you when you renew your membership:**

- ⇒ Professionally run office with Executive Director to Assist Members
- ⇒ Annual Membership Handbook
- ⇒ Use of MPMA/NPMA Logos
- ⇒ Newsletters - 4 Quarterly Issues
- ⇒ Missouri Department of Agriculture Approved Technician Trainings/Training Resources
- ⇒ Governmental Affairs
- ⇒ Conferences
- ⇒ Joint Membership Discounts
- ⇒ Networking Opportunities
- ⇒ Certificate Test Dates

# 2022-2023

## 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 \_\_\_\_\_

| Company Annual Sales Volume                                                  |                       | Annual MPMA/NPMA Dues |
|------------------------------------------------------------------------------|-----------------------|-----------------------|
| <input type="checkbox"/>                                                     | \$0 - \$100,000       | \$275                 |
| <input type="checkbox"/>                                                     | \$100,001 - \$400,000 | \$335                 |
| <input type="checkbox"/>                                                     | \$400,001 - \$499,999 | \$370                 |
| <input type="checkbox"/>                                                     | \$500,000 - \$599,999 | \$585                 |
| <input type="checkbox"/>                                                     | \$600,000 - \$699,999 | \$660                 |
| (Membership dues increased July 1, 2020 - Call MPMA for Higher Sales Volume) |                       |                       |

**Allied,  
Affiliated,  
Limited  
MEMBERS**  
☐ \$150

☐ **Active Members:** Any person, firm or corporation engaged in pest management service work, for hire to the public at large shall be eligible for membership in this Association.

☐ **Affiliated Members:** Any active member that operates or controls another firm, and/or business location actively engaged in the pest management service business.

☐ **Limited Members:** Any person, firm or corporation not fully conforming with qualifications for Active members. A limited member shall automatically become an Active member upon meeting the qualifications set forth for Active Membership.

☐ **Allied Members:** Any person, firm or corporation not engaged in pest management service work but which manufactures or supplies products, equipment, materials or provides services used by the pest management industry shall be eligible for Allied membership.

☐ **Honorary Members:** Any person who has made a contribution of material benefit to the pest management industry may become an honorary member by three-fourth (3/4) vote of the members of the Association in annual meeting assembled.



A Publication of the  
Missouri Pest Management  
Association

MPMA  
722 East Capitol Avenue  
Jefferson City, MO 65101  
573-761-5771  
Fax: 573-635-7823  
staff@mopma.org

Missouri Pest Management Association

# Annual Conference & Exposition

with

**Kansas Pest Control Association**

December 7-9, 2022  
Stoney Creek Hotel  
Independence, MO