

The Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION



FROM THE PRESIDENT

FELLOW PCO's,

Fellow PCO's,

I hope and pray that this will be a very good year for our businesses and families.

Our virtual recertification was held on Friday, March 7th. And again, there are so many that contributed to the recertification. I appreciate the efforts of each of you and know others are thankful also. Our education is not only required as part of our license, but should also bring new insights into changes regarding our requirements. I also believe that education should keep us sharp at what we do. The committee that sets up our recerts and brings these needs to the fore front do an awesome job at this. It is always a pleasure to see those serving our industry by serving the pest control operator.

As I write this, the news says we hit 84 degrees, beating the record set in 2012 at 82 degrees. Got to love Missouri weather. Here we have the benefit of seeing and experiencing all four seasons, sometimes on the same day!

I pray for all of those who have experience loss and hardship through the storms this season. As we are all traveling, in our service industry, please have a plan for extreme weather.

At this time, our education committee will be providing an in-person recertification program Friday, August 22nd. Please consider attending or having those to send to this program. We will try to keep everyone informed on how to register for that program. If you know of anyone that may not be a member, please let them know so they can also benefit from the programs that the Missouri Pest Management Association provides.

A lot is happening in our industry regarding legislation. Preemption is one issue that the National Pest Management Association has been tackling along with many state associations. The trade magazines that are available to us are an excellent way to keep up. Consider these for you and your employees. There are many educational and interesting articles in each edition.

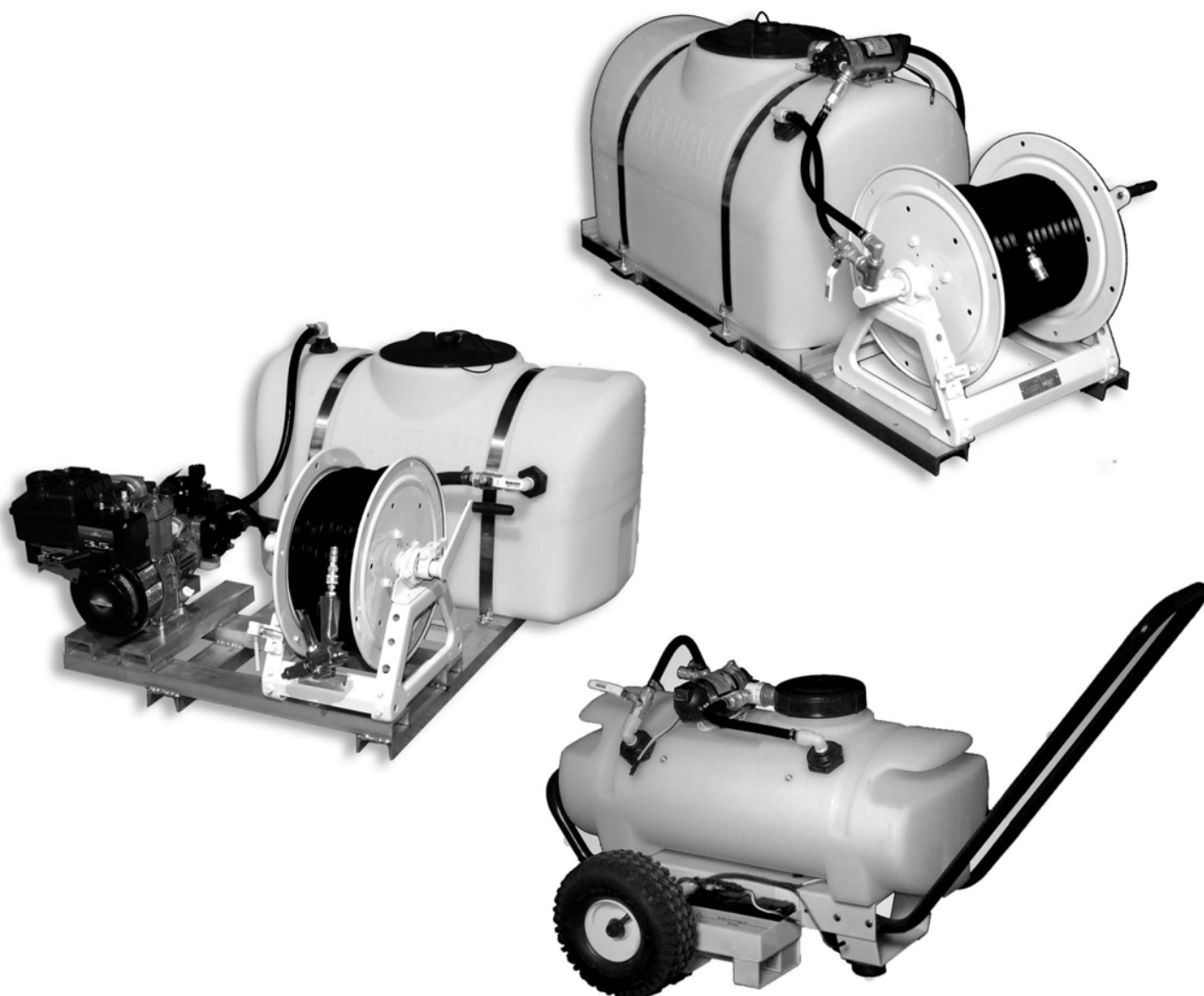
Our Board and Association Director are here to support our industry and provide information to our members. Have you ever considered serving on this board? Contact any of us if you have an interest.

Steve

Steven C. Arenz, ACE, MPMA President
Arenz Pest Management Solutions, Inc.
arenzpest@gmail.com

Oldham

chemicals company, inc



Corporate Office:
3701 New Getwell Road
Memphis, TN 38118
1-800-888-5502

St. Louis Area Office:
103 Weldon Parkway
Maryland Heights, MO 65802
1-800-701-6635

MISSOURI PEST MANAGEMENT ASSOCIATION
BOARD OF DIRECTORS

PRESIDENT - Steven C. Arenz, ACE

PRESIDENT ELECT - John Myers, ACE

SECRETARY/TREASURER - Larry Hodson, Jr.

IMM. PAST PRESIDENT - Janet Preece

REGION I VP - Geoffery Preece

REGION II VP - Kyle Bernskoetter

REGION III VP - Mitch Kluwe, ACE

REGION IV VP - Brad Dutoit, BCE

REGION V VP - Gary Schuessler

DIRECTORS AT LARGE - Jason Everitt, ACE, Trey Hodson,
Chris Horrell, Megan Jacobsen, Todd Johnson, Ron Lang,
Gary Long, Sr., Michael Patterson

ALLIED REPRESENTATIVE - Jaime Roush

EXECUTIVE DIRECTOR - Sandra Boeckman

**COMMITTEES &
CHAIRPERSONS**

EDUCATION/TRAINING/ACE - John Myers-Chair,
Larry Hodson, Trey Hodson, Janet Preece, Jeff Preece

GOVERNMENT AFFAIRS - Geoffery Preece

PAC - Michael Patterson, Gary Schuessler

AWARDS/HALL OF FAME - Ron Lang-Chair,
Kyle Bernskoetter, Mitch Clevenger, Mitch Kluwe,
Jeremiah Ryden

MEMBERSHIP - Regional Vice Presidents

MISSOURI HOUSING INDUSTRY ALLIANCE - Steven Arenz

NOMINATING - MPMA Executive Committee (Officers)

NEWSLETTER/WEBSITE/SOCIAL MEDIA/PR - Brad Dutoit,
Jason Everitt, Trey Hodson, Geoffery Preece, Jaime Roush

PAST PRESIDENTS - Mitch Clevenger, Randy Coleman

PWPMI - Annie Carney, Megan Jacobsen, Janet Preece

ACE Training - Jeff Preece

Mark Your
CALENDAR

May 9, 2025

BOARD MEETING

Zoom

August 21, 2025

**BOARD MEETING AND
PAC FUNDRAISERS**

*MPMA Office
Jefferson City, MO*

August 22, 2025

AUGUST RECERTIFICATION

*Courtyard by Marriott
Jefferson City, MO*

October 10, 2025

BOARD MEETING

Zoom

December 4-5, 2025

ANNUAL CONFERENCE

Location TBD

LEGISLATIVE UPDATE

Senator Mike Bernskoetter
MPMA Past President

The Final Eight Weeks of Session



With Spring Break ending, the General Assembly is back in action doing the people's work for the last half of session. With only eight weeks until adjournment in mid-May, there is still a lot of important work to get done, and I am excited to represent the people of the 6th Senatorial District.

The most important item left to do this session is pass the state budget. Every year the General Assembly must appropriate the funds for the state government to use in the following fiscal year. This is a monumental task entailing months of committee hearings and presentations to the Appropriations Committee before the full budget is even heard on the Senate floor for debate and passage.

Tens of billions of taxpayer dollars must be allocated in a fair and equitable way. The priorities and responsibilities of the state must be balanced against each other to ensure all vital functions of the government are funded. The one pledge I can make to you is we will pass a balanced budget as required by the Missouri Constitution. I am so proud of the fact that is a requirement we must hold to. The state can only spend the money that we have, and we cannot go into deficit spending like the federal government.

Another priority in the second half of session is improving Missouri's educational system. I support and believe in the many teachers across the state that work so hard for their students, but we must always push for greater outcomes in education. The future of our state relies on an excellent system, and I am hopeful we can continue to work on legislation this session to improve education.

In addition, the General Assembly must always work toward legislation that protects life in Missouri. In light of the passage of Amendment 3, Missouri has become an open state for abortions. The protections and regulations that have been put in place over the past 20 years no longer exist, and the important work of putting these safe guards back in place must be restarted.

Finally, I am supportive of continued efforts to reform the state's tax system. I believe this is a delicate process that must be thought through in order to establish a well-balanced approach that will maintain funding for important state services while also putting more money back in the pockets of hardworking Missourians. I believe this will take a lot of hard-work and discussion to make a reality but I am excited to move toward a new tax system.

The final eight weeks will be busy as the Missouri Senate returns to do the people's work, but I am excited to continue representing you in the General Assembly.

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 website at senate.mo.gov/Bernskoetter.



Celebrate April as National Pest Management Month

NPMA proudly celebrates April as National Pest Management Month, emphasizing the critical role of pest management professionals in safeguarding public health, food, and property.

This annual tradition, organized by the Professional Pest Management Alliance (PPMA), recognizes not only the hard work of service professionals, but also customer service representatives, sales personnel, managers, and all the people that make up this great industry.

To coincide with National Pest Management Month, NPMA has created a special webpage for the industry to celebrate the essential contributions of the pest management industry in protecting communities nationwide. Under the theme "Innovation in Action: Advancing Pest Management for a Healthier Tomorrow," NPMA will be providing tools to thank team members, colleagues, and coworkers on a job well done.

Throughout April, NPMA encourages professionals in the pest management industry to utilize the website resources, which includes e-cards for colleagues and staff, as well as sample graphics and copy for social media platforms. These resources serve to reinforce the critical role of pest management and highlight the industry's dedication to ensuring healthier, safer communities.

Celebrate National Pest Management Month (NPMM) with NPMA this April!

Innovation in Action: Advancing Pest Management for a Healthier Tomorrow
Celebrating National Pest Management Month
Sponsored by Syngenta

What is NPMM?

NPMM is an annual observance in April, organized by the Professional Pest Management Alliance (PPMA), aimed at raising awareness about the importance of pest management in maintaining healthy environments. Join the National Pest Management Association (NPMA) in celebrating NPMM by recognizing the dedication and expertise of pest management professionals who work tirelessly to keep pests at bay.

Ways to Celebrate NPMM:

Send e-Cards: Spread appreciation and gratitude to your colleagues and teams by sending them customizable e-cards. Choose from a variety of designs and messages to express your thanks and celebrate the occasion.

Choose from a selection of beautifully designed e-cards to send to your colleagues and teams. Customize the message to fit your sentiments and let them know how much you appreciate their support and partnership.

Go to www.npmapestworld.org and send a card



Innovation in Action (For Industry Colleagues)



Happy NPMM! (For Your Team)



Innovation in Action (For Industry Colleagues)



Celebrating NPMM (For Your Team)

The Fascinating World of Flies: More Than Just Pesky Pests

Mike Weissman, Syngenta



Flies are among the most common pests your customers have to deal with, buzzing their way into homes and businesses with relative ease.

Flies are highly adaptable insects that thrive in environments wherever organic matter is. Their rapid reproductive cycles help them infest homes and businesses quickly, making early identification crucial.

Begin by identifying what species you're treating. Each one has its own set of behaviors, although most jobs will involve one of three species. Houseflies are notorious for their swift movements and ability to evade swatting, while fruit flies tend to hover near ripened fruit and fermented substances. Drain flies (Psychodidae) prefer moist environments, such

as sinks and drains, where organic debris accumulates.

Once you know the species, take a comprehensive approach that includes prevention and elimination. Here are seven key points:

1. **Identify Breeding Sites** – The first step in fly control is locating and eliminating breeding grounds. Flies lay their eggs in decomposing organic matter, so proper waste disposal is crucial. Regularly empty trash bins, clean drains, and manage compost properly to reduce attractants.
2. **Use Physical Barriers** – Preventing flies from entering your home is an effective long-term solution. Install screens on windows and doors, seal any gaps, and use weather stripping to limit entry points. Keeping doors closed as much as possible also helps reduce fly invasions.
3. **Deploy Light Traps** – UV light traps are effective at attracting and capturing flying insects. However, placement is critical; they should be positioned away from entrances to prevent drawing more flies inside.
4. **Strategically Place Fly Baits** – Fly baits can be an excellent tool when used correctly. They should be positioned in areas with high fly activity but away from food preparation surfaces to avoid contamination.
5. **Utilize Sticky Traps** – Adhesive strips and ribbons provide a simple yet effective way to catch flies. Hanging them in areas of high activity, such as near garbage bins or kitchen sinks, can significantly reduce fly populations.
6. **Educate on Proper Sanitation** – Maintaining a clean environment is one of the best ways to deter flies. Educating household members or clients about proper waste management, such as storing food properly and cleaning spills promptly, can prevent fly infestations from developing.
7. **Rotate Control Methods** – Flies can develop resistance to certain control measures over time. To prevent this, vary your approach by rotating between different traps, baits, and environmental controls. Syngenta offers multiple modes of action to treat flies, including Demand CS (*Lambda-cyhalothrin*) and Archer (*Pyriproxyfen*).

By understanding fly behavior and implementing a combination of prevention and control strategies, you can significantly reduce their presence in your home. Flies may be fascinating creatures, but when it comes to your living space, it's best to keep them out!

Mike Weissman
Midwest Territory Manager
Syngenta



PESTWORLD

2025 October 21-24
Orlando, FL

October 24-24, 2025

**Marriott Orlando World Center
Orlando, Florida**

PestWorld 2025 unites pest management professionals from all parts of the globe, representing diverse backgrounds within the industry. Join us and exchange knowledge, gain fresh insights into emerging business trends, stay abreast of the latest technical research, and foster enduring relationships within the community.

Registration begins May 2025

Tel: (610) 849 1723



Quality products from the UK.
PelGar - not just another bait company.



www.PelGar.co.uk/USA

Monark SB contains difenacoum 0.005% w/w EPA Reg No. 87235-4
Brigand SB and Brigand WB contain bromadiolone 0.005% w/w
EPA reg No. 87235-1 and 87235-2



PEST CONTROL INSURANCE

- ✓ General Liability
- ✓ Commercial Auto
- ✓ Worker's Compensation
- ✓ Pollution
- ✓ Lost Key Coverage
- ✓ Umbrella Coverage
- ✓ Employment Practices Liability



Contact Us
417-708-0219

jerry@insurancenerd.net
www.missouripestcontrolinsurance.com

HARRY'S CONSULTING & PEST SUPPLIES LLC

*Here to help your business grow,
with over 42 years of pest
control experience.*

Harry Connoyer, Owner
oldcoach@hotmail.com
314-728-9081

8322 Bridge Avenue | St. Louis, MO 63125

INSURANCE ADVICE FROM A PEST CONTROL PROFESSIONAL: PRACTICAL STRATEGIES FOR CONTROLLING COMMERCIAL AUTO INSURANCE COSTS FOR PEST CONTROL COMPANY OWNERS

Jerry Lesh, Millennium Brokers Insurance Group



For pest control company owners, having reliable transportation is crucial for providing efficient services to clients. However, commercial auto insurance can be a significant expense that eats into profit margins. The good news is that there are strategies available to help control and manage these

insurance costs. By implementing these practices, pest control company owners can strike a balance between ensuring adequate coverage and maintaining affordable premiums. In this article, we will explore practical strategies that can help control commercial auto insurance costs for pest control company owners.

1. Evaluate and Select the Right Vehicles:

Choosing the appropriate vehicles for your pest control business can have a significant impact on insurance costs. Insurers consider factors such as the age, make, model, and safety features of vehicles when determining premiums. Opting for vehicles with good safety records and advanced safety features can lower insurance costs. Regularly assess your fleet to identify any high-risk vehicles that may be inflating your premiums unnecessarily.

2. Maintain a Safe Driving Record: One of the most effective ways to keep commercial auto insurance costs in check is by maintaining a clean driving record. Encourage your employees to adhere to safe driving practices, including obeying traffic laws and avoiding accidents. Implement a driver training program to improve their skills and awareness. By establishing a culture of safety within your organization, you can potentially qualify for lower insurance rates and reduce the likelihood of claims.

3. Consider Higher Deductibles: Opting for a higher deductible can be an effective cost-control strategy for commercial auto insurance. A deductible is the amount you pay out of pocket

before your insurance coverage kicks in. By selecting a higher deductible, you assume more risk, but you can potentially lower your premiums. Evaluate your financial situation and determine an appropriate deductible that balances your risk tolerance and insurance costs.

4. Utilize Telematics and Fleet Management: Telematics technology, such as GPS tracking and fleet management systems, can provide valuable data about your vehicles and drivers. Insurance companies may offer discounts for implementing these systems, as they can improve safety, reduce accidents, and enhance vehicle security. By monitoring driver behavior, identifying areas for improvement, and preventing risky driving habits, you can demonstrate your commitment to safety and potentially negotiate lower insurance rates.

5. Have your Broker Shop Around for Competitive Rates: Insurance premiums can vary significantly from one provider to another. Take the time to shop around and obtain quotes from multiple insurance companies specialized in commercial auto coverage. Compare the coverage options, deductibles, and rates they offer. Consider working with an independent insurance broker who can help you navigate the market and find the most competitive rates tailored to your business needs.

6. Implement Risk Management Practices: Developing and implementing risk management practices specific to your pest control business can help mitigate potential insurance claims. Regular vehicle maintenance, pre-trip inspections, and driver safety training programs are some examples. Insurance companies often view businesses with robust risk management practices more favorably, potentially resulting in lower premiums.

Commercial auto insurance costs are a significant consideration for pest control company owners. However, by implementing practical strategies, business owners can effectively control and

(Continued on page 9)

INSURANCE ADVICE FROM A PEST CONTROL PROFESSIONAL: PRACTICAL STRATEGIES FOR CONTROLLING COMMERCIAL AUTO INSURANCE COSTS FOR PEST CONTROL COMPANY OWNERS

Jerry Lesh, Millennium Brokers Insurance Group

manage these expenses. Evaluating and selecting the right vehicles, maintaining safe driving records, considering higher deductibles, utilizing telematics and fleet management systems, shopping around for competitive rates, and implementing risk management practices can all contribute to cost savings. By striking the right balance between coverage and affordability, pest control company owners can protect their business while maximizing profitability.

So why should you listen to me? First, I am one of you. I'm a certified applicator for the past 25 years, and I've been where you are today. I have

owned and operated a Pest Control company as well as other businesses. Secondly, I am a Commercial Advisor where I provide Functional Risk Management and Insurance Placement for the Pest Control Industry. I am a part of Millennium Brokers Insurance Group where we help our clients find the best coverage with the best carrier at the best price for our client's situation. We are your partners in the Pest Control Industry!

Jerry Lesh
Millennium Brokers Insurance Group
C-13101



Pro-Pest®
for **PROFESSIONAL LURES®**
RATS & MICE

Quickly attracts even the most elusive rats & mice

5 Rodent-Lovin' Flavors

Original, Bacon, Peanut Butter-n-Chocolate, Fish, Macadamia Nut

Pro-Pest Professional Lures for Rats & Mice

Pro-Pest Professional Lures for Rats & Mice

Pro-Pest Professional Lures for Rats & Mice

Pro-Pest Professional Lures for Rats & Mice

Pro-Pest Professional Lures for Rats & Mice

MADE IN THE USA

JK Oakes LLC 800-844-9296/www.jfoakes.com Scan Me

MISSOURI GUIDELINES FOR PESTICIDE RECERTIFICATION PROGRAMS

I. STATE APPROVAL

Section 281.100 of the Missouri Pesticide Use Act and Section 2 CSR 70-25.050 (2) of the corresponding regulations authorize the Missouri Department of Agriculture's Bureau of Pesticide Control to establish minimum criteria for recertifying Missouri certified Commercial and Noncommercial Pesticide Applicators and Public Operators.

Each recertification training course must be approved in advance by the Bureau of Pesticide Control. No course will be given post approval. Individuals attending courses prior to approval will **NOT** be recertified.

The Bureau cannot approve a course for a period of time when staff are not available to monitor the program. Please submit programs as early as possible. Programs will be reviewed in the order received. For a course to be considered for recertification credit in Missouri, the program must comply with the following:

1. The course must meet Core requirements, category requirements, or both.
2. The course sponsor must be present, whether in-person or virtual, during the course.
3. The course must be open to the public without discrimination.
4. A final course agenda must be received by the Bureau of Pesticide Control at least 45 days (90 preferred) in advance of the proposed program. The agenda must include:
 - A. Program curriculum with a detailed description of each topic.
 - B. Times allotted for each section.
 - C. List of proposed speakers and qualifications.
 - D. Location, date, and time of the program.
 - E. Applicator participation method.
 - F. Estimated number of Missouri applicators expected to attend the program.
 - G. Attendance verification procedure.

Failure to supply the required information will be grounds for rejection. Copies of the training materials (audio, visual, and printed) should be available for Bureau

review upon request. The Bureau will attempt to work with any group to improve courses which do not qualify for recertification credit. It is the program sponsor's responsibility to acquire the needed materials and/or speakers for the program.

Bureau of Pesticide Control personnel will monitor all in-state recertification programs. Time and space must be provided for Bureau personnel to distribute and collect recertification forms at the end of the program. All fees charged for the recertification program shall be waived for Bureau of Pesticide Control personnel monitoring the program. Bureau personnel shall be provided copies of all materials distributed to the program attendees.

The program sponsor shall provide a sign-in sheet for attendees desiring Missouri recertification credit. This is in addition to the program registration procedure. The sign-in sheet must contain: the applicator's name, business name, business address, and Missouri pesticide license number. The sign-in sheets will be presented to the Bureau personnel at the close of registration or when requested by the Bureau personnel.

Final approval of a recertification program depends upon actual program content. If, in the opinion of the personnel monitoring the program, the approved curriculum was not followed, the course content was altered so that it no longer met the minimum standards, or the coverage of the topics was inadequate, Bureau personnel may leave the program and recertification will not be granted to

These guidelines may change without notice. However, once a program is approved using a particular set of guidelines, the sponsor will not be required to change the content of the program.

II. CURRICULUM

The following topics are considered to be a **MINIMUM** needed for approval of a program for recertification credit in Missouri. These topics must be discussed in all training programs regardless of seeming applicability, to receive approval for Missouri recertification credit. These topics are based on requirements found in 40 CFR 171.103. This material must be easily recognizable in both the

written agenda and the actual program.

The suggested times set for each topic are designed for Core and category recertification to be covered in a single day and allow for adequate breaks. For ease of monitoring and verifying attendance, it is recommended the entire recertification program be offered in a single day.

III. REQUIRED CORE TOPICS

The information provided should be directed toward reviewing basic information in each topic area and updating each area by including new information that has been developed in the last three to five years.

1. APPLICABLE STATE & FEDERAL PESTICIDE LAWS & REGULATIONS - (Suggested time - 30 minutes)

This topic discussion should review current laws and regulations pertaining to pesticides. The program should:

- A. Discuss any changes or additions in the current laws and regulations.
- B. Discuss any information concerning recently suspended or canceled pesticides.

2. PESTICIDES (CORE) - (Suggested time - 20 minutes)

This topic should discuss pesticide selection, proper use, and characteristics of pesticides in general terms.

- A. Restricted Use Pesticides (RUP) - The discussion should review the term "restricted use", including labeling and record keeping requirements.
- B. Storage and Transportation - The discussion of proper methods of storage and transportation.
- C. The discussion should include formulations, compatibility, persistence, hazards, and dilution procedures.

3. LABELS - (Suggested time - 30 minutes)

This discussion should include a review of pesticide labels and their content and any changes or additions to the pesticide labels for those attending the program.

4. PESTICIDE WASTE - (Suggested time - 30 minutes)

Participants should be aware that improper disposal of pesticide waste is a violation of state and federal laws.

- A. Pesticide Waste Disposal - The

(Continued on page 11)

MISSOURI GUIDELINES FOR PESTICIDE RECERTIFICATION PROGRAMS

discussion should cover the proper procedures for disposal of pesticide waste regardless of the source. Instructors should make participants aware that they should contact the Missouri Department of Natural Resources at (573) 751-3176 for information concerning waste disposal in Missouri.

- B. Container Cleaning and Disposal - Information on proper pesticide container cleaning and disposal methods.
- C. Spill Reporting - Procedures and methods for reporting spills. Contact the Missouri Department of Natural Resources at (573) 751-3176 for information concerning spill reporting.

5. APPLICATOR SAFETY & WORKER PROTECTION - (Suggested time - 30 minutes)

This topic must discuss the effects of pesticides as they relate to the health and safety of pesticide applicators. Specific topics to be covered include:

- A. General discussion of safe and conscientious pesticide applications.
- B. General discussion of the Worker Protection Standard.
- C. Discussion of category-specific provisions of the Worker Protection Standard.
- D. Discussion/demonstration of the proper use and maintenance of personal protective equipment (PPE) including respirators, eye protection, gloves, boots, and protective outerwear. Discussion of what applicators will see on pesticide labels related to PPE.
- E. Information concerning prevention, recognition, and first-aid treatment of pesticide poisoning. Discuss long-term health effects related to pesticide use.
- F. Discussion of decontamination of individuals, clothing, PPE, and application equipment.
- G. Discussion of information related to pesticide toxicity, including information sources such as the MSDS and pesticide label.

6. WATER PROTECTION - (Suggested time - 20 minutes) This topic must include discussion of the environmental effects of pesticides as they relate to groundwater, surface water, wells, and abandoned wells. Specific topics to be covered include:

- A. Physical characteristics of

groundwater. What is groundwater. From where does it come. Movement in Missouri. Quality of Missouri groundwater.

- B. Water contamination sources. General information about contamination should be provided with an emphasis on pesticide contamination. Category specific information concerning contamination should be provided. Discuss the difference between point and non-point source contamination.
- C. Regulatory update. This should include any state or federal laws and regulations dealing with water protection.
- D. Contamination prevention. General information about the pesticide user's role in preventing contamination should be discussed along with category-specific best management practices to prevent contamination.

7. ENDANGERED SPECIES PROTECTION - (Suggested time - 15 minutes)

This topic must include discussion of the environmental effects of pesticides as they relate to protection of threatened and endangered species and non-target organisms. Specific topics to be covered include:

- A. General description of the Endangered Species Protection Program. A discussion of the importance of endangered species.
- B. Missouri specific endangered species information. Include a discussion of what users will see on pesticide labels and how to obtain further information.
- C. Label information. Include a discussion of what users will see on pesticide labels and how to obtain further information.
- D. Bulletin information. Discuss the contents and availability of endangered species bulletins.

8. SUPERVISION AND PROFESSIONALISM - (Suggested time - 10 minutes)

This topic must include discussion of the responsibilities of supervisors of noncertified applicators and the importance of product stewardship. Specific topics to be covered include:

- A. Understanding and complying with the requirements for supervising noncertified applicators.
- B. Understanding the importance of maintaining chemical security and communicating information regarding

pesticide exposure and risks to supervised employees, customers, and the public.

IV. REQUIRED CATEGORY TOPICS

The information provided should be directed toward reviewing category specific information in each topic area and updating each area by including new information that has been developed in the last three to five years.

1. PESTS - (Suggested time - 1 hour)

This topic should include a review of the most common pests (insects, diseases, weeds, etc.) and a discussion of the less common and new pests for each specific category.

- A. Identification - The discussion should review pest identification.
- B. Biology - Discussion of life cycles should also be included.
- C. Habitat - A discussion of pest habitat and habits should be included.

2. PEST CONTROL - (Suggested time - 1 hour) This topic must include discussion of application techniques and integrated pest management (IPM) methods as they relate to the control of pests.

- A. Application Techniques - Techniques and equipment for each pest control category covered by the program. Any new equipment or recently approved techniques should be discussed.
 - 1. Drift - Effects of drift to non-target areas including beneficial insects, livestock, pets, food, and humans should be discussed.
 - 2. Runoff - Effects of runoff to non-target areas should be included.
- B. Integrated Pest Management (IPM) - Discuss the meaning of IPM and those methods specific to the pesticide applicator category(ies).

3. PESTICIDES (CATEGORY) - (Suggested time - 10 minutes) This topic should discuss pesticide selection, proper use, and characteristics of pesticides used in the specific categories).

- A. The discussion should include types of pesticide formulations.
- B. Discuss factors that influence effectiveness for specific pesticides.
- C. Category specific information on preventing water/environmental contamination.

(Continued on page 12)

MISSOURI GUIDELINES FOR PESTICIDE RECERTIFICATION PROGRAMS

4. NEW DEVELOPMENTS - (Suggested time - 30 minutes) Material presented should review any significant additions and changes related to pesticides used in the approved category.

- A. Discussion of new application methods.
- B. Discussion of new hazards and precautions.
- C. Discussion of new legislation affecting the pest control industry.
- D. Discussion of new equipment.

V. APPLICATOR PARTICIPATION

A major consideration in any training program is the retention of the material presented. One method of increasing the learning potential of the trainee is the incorporation of some type of active participation by the trainee. The following are suggested methods of increasing retention:

1. A no fail test that would be discussed by the training staff.
2. Discussion of several review questions at the end of each training

segment.

3. A workbook that is completed during training, then kept by the applicator at the end of the training.

Other participation methods will also be considered based on their ability to increase applicator retention.

VI. OUT-OF-STATE PROGRAMS

Out-of-state programs may be approved by the State of Missouri when the following conditions are met:

1. The program complies with the guidelines previously listed.
2. The program is approved by the host state's lead agency.
3. The host state's lead agency monitors the program and agrees to complete and forward Missouri's Notification of Recertification to the Bureau of Pesticide Control.
4. The sponsor agrees to comply with requirements and procedures designated by the State of Missouri for recertifying pesticide applicators.

5. The program sponsor agrees to announce that it is the responsibility of the applicator receiving recertification credit in Missouri to request copies of Missouri laws and regulations pertaining to the use of pesticides from the Bureau of Pesticide Control - Missouri Department of Agriculture.

For further information about the Pesticide Applicator Training Program at the University of Missouri go to: pat.missouri.edu or contact Sam Polly, University of Missouri, Phone: (573) 884-8596, Email: sjpkkf@missouri.edu For further information contact the Missouri Department of Agriculture-Pesticide Program at <http://agriculture.mo.gov/plants/staff.php#pp>

Effective 1/1/2025

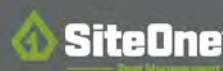


Visit the Pest Management section of our website for more information.

THEY NEVER STOP,
SO WE'RE ALWAYS STOCKED.

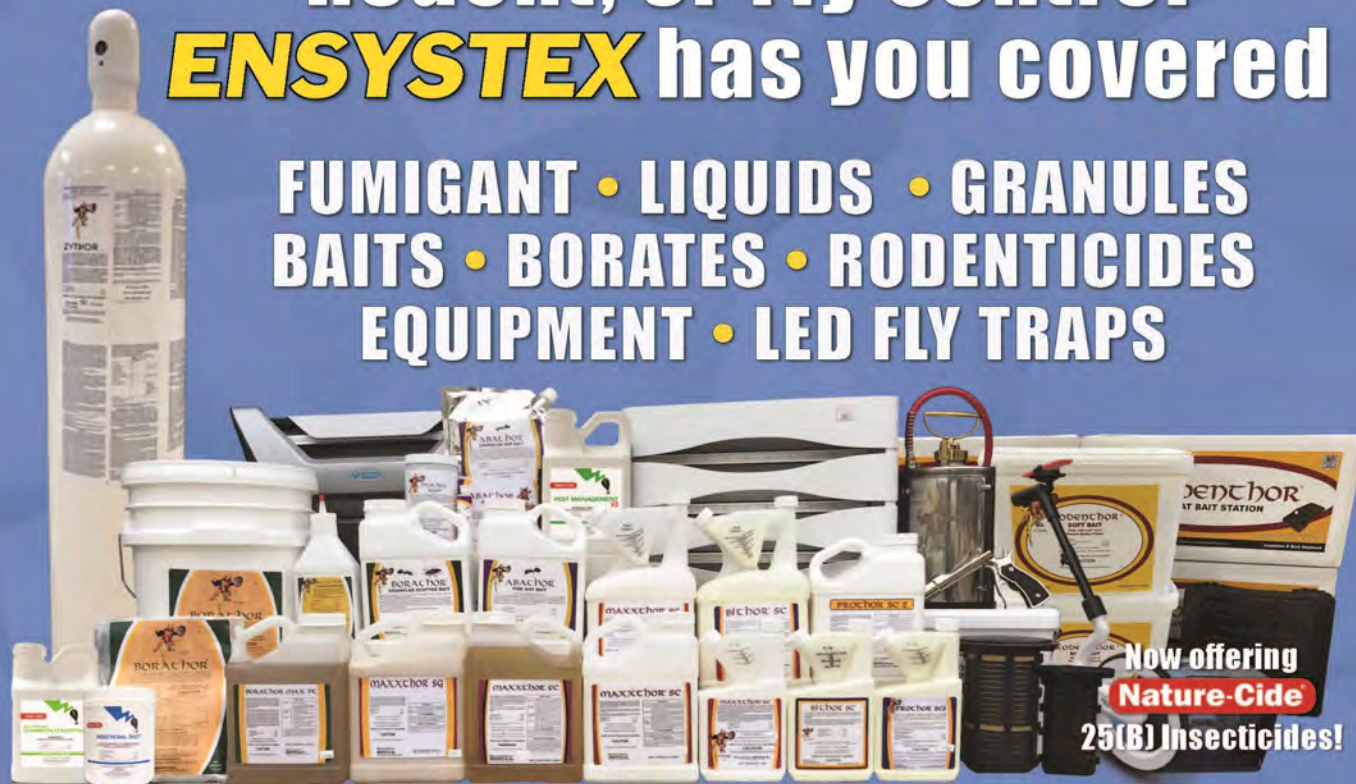
Pest control isn't just about solving problems — it's about staying ahead of them. When you've got SiteOne in your corner, you'll be ready for everything. Expert advice, all-season inventory and a rewards program that helps your business grow.

YOUR PARTNERS IN PEST MANAGEMENT



Whether its GHP, Termite,
Rodent, or Fly Control
ENSYSTEX has you covered

FUMIGANT • LIQUIDS • GRANULES
BAITS • BORATES • RODENTICIDES
EQUIPMENT • LED FLY TRAPS



BITHOR BOOST is back!

Purchase Bithor SC **April 1 - August 31, 2025** to earn rewards ranging from flashlights to high-performance spray rigs!

BITHOR SC

Imidacloprid + Bifenthrin

The perfect choice for the toughest jobs. Minimal odor, high performance, and long-term residual action. The combination of Imidacloprid and Bifenthrin provides a one two punch to take out pyrethroid resistant insects like mosquitoes, bed bugs, flies, cockroaches, and more. In fact, BITHOR controls over 100 different pests!

FREE

With purchase of five
BITHOR cases
during promotion

Steve Goscinsky

203-482-0778

sgoscinsky@ensystex.com

Hall of Fame

Nominations

CRITERIA

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

Recipient will be recognized at the MPMA Annual Meeting with a plaque. Award recipients appear on the website and are featured on social media.



Deadline for Submissions is November 1st

Nomination Form

Nominees Name _____

Industry Contribution(s) _____

Awards and Recognitions _____

Recommended by _____

The nominee is a MPMA Current Member: ☐ Yes ☐ No



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!

Email your company spotlight to missouripest@gmail.com or mail it to the MPMA office.

AWARD CATEGORIES

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. Complete the nomination form on the next page and 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.

- ⇒ **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.

Award nomination forms can be requested by emailing missouripest@gmail.com. All award nominations must be received no later than November 1st.



A Network of Complete Control

CLEAR THE AIR WITH FLEXIBLE FLY CONTROL

Musca-Cide® Fly Bait Spray offers pest management professionals fly control with flexibility. With adaptable delivery options including spray-on and paint-on treatments, Musca-Cide® Fly Bait Spray goes where traditional granular scatter baits can't – including hard-to-reach areas and vertical surfaces. The unique formulation of active ingredients both attracts and kills house flies, providing fast-acting knockdown, results, and relief to clients.

Learn more at Zoecon.com



The Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION

ADVERTISING DATES AND RATES

SIZE	DIMENSIONS (W X H)	1-TIME RATE	4-TIME RATE (ANNUAL)
Full Page	7.5" X 10"	<input type="checkbox"/> \$203.00	<input type="checkbox"/> \$750.00
1/2 Page (horizontal)	7.5" X 4.85"	<input type="checkbox"/> \$131.00	<input type="checkbox"/> \$500.00
1/4 Page	3.6" X 4.85"	<input type="checkbox"/> \$69.00	<input type="checkbox"/> \$240.00

CONTRACT TERMS

Ads must be in full color camera ready high resolution 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 current members with email addresses and mails the remaining newsletters by USPS to members without an email address. Newsletters are posted to our website at www.mopma.org.

DEADLINE & SPECS

Issue	Ad Deadline
January	December 15
April	March 15
July	June 15
October	September 15

All materials to be published must be received no later than the dates listed.

OUR MISSION

MPMA abides by the code of ethics of the NPMA. In addition, MPMA holds the pest management profession in high esteem and strives to enhance its prestige.

OUR MEMBERS

MPMA consists of approximately 150 active member companies engaged in pest management service work and over 30 allied members engaged in promoting products to these companies.

OUR MAGAZINE

The Advocate is the official publication of MPMA and is sent out quarterly, free of charge, to current members and prospective members with emails. It is also available online at 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/Disc/AmX)

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.

Missouri Membership provides

NATIONAL LEVEL BENEFITS...

NPMA works every day to elevate the pest management profession 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
- Executive Director to Assist Members
- Annual Membership Handbook (at request)
- 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

2025-2026 MEMBERSHIP APPLICATION

Missouri Pest Management Association 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 _____ Cell _____

Email _____ Website _____

TABLE A: MPMA DUES

DUES CLASS	ANNUAL SALES VOLUME	MPMA DUES
<input type="checkbox"/> A	\$0 – 99,999	\$90
<input type="checkbox"/> B	\$100,000 – 399,999	\$150
<input type="checkbox"/> C	\$400,000 – 499,999	\$185
<input type="checkbox"/> D	\$500,000 – 999,999	\$210
<input type="checkbox"/> E	\$1M – 2.49M	\$240
<input type="checkbox"/> F	\$2.5M – 4.9M	\$300
<input type="checkbox"/> G	\$5M – 8.9M	\$510
<input type="checkbox"/> H	Over \$9M	\$550

**ALLIED
MEMBERS,
Affiliated & Limited**
☐ **\$150**

TABLE B: NPMA DUES

DUES CLASS	ANNUAL SALES VOLUME	NPMA DUES	DUES CLASS	ANNUAL SALES VOLUME	NPMA DUES
<input type="checkbox"/> A	\$0 – 499,999	\$195	<input type="checkbox"/> N	\$4.5M – 4.9M	\$2,170
<input type="checkbox"/> B	\$500,000 – 599,999	\$395	<input type="checkbox"/> O	\$5M – 5.9M	\$2,365
<input type="checkbox"/> C	\$600,000 – 699,999	\$475	<input type="checkbox"/> P	\$6M – 6.9M	\$2,760
<input type="checkbox"/> D	\$700,000 – 799,999	\$555	<input type="checkbox"/> Q	\$7M – 7.9M	\$3,150
<input type="checkbox"/> E	\$800,000 – 899,999	\$630	<input type="checkbox"/> R	\$8M – 8.9M	\$3,545
<input type="checkbox"/> F	\$900,000 – 999,999	\$710	<input type="checkbox"/> S	\$9M – 9.9M	\$3,940
<input type="checkbox"/> G	\$1M – 1.49M	\$790	<input type="checkbox"/> T	\$10M – 10.9M	\$4,335
<input type="checkbox"/> H	\$1.5M – 1.9M	\$985	<input type="checkbox"/> U	\$11M – 11.9M	\$4,725
<input type="checkbox"/> I	\$2M – 2.49M	\$1,185	<input type="checkbox"/> V	\$12M – 12.9M	\$5,120
<input type="checkbox"/> J	\$2.5M – 2.9M	\$1,385	<input type="checkbox"/> W	\$13M – 13.9M	\$5,515
<input type="checkbox"/> K	\$3M – 3.49M	\$1,575	<input type="checkbox"/> X	\$14M – 14.9M	\$5,910
<input type="checkbox"/> L	\$3.5M – 3.9M	\$1,775	<input type="checkbox"/> Y	\$15M – 19.9M	\$6,300
<input type="checkbox"/> M	\$4M – 4.49M	\$1,970	Over \$20M – Call NPMA		

MEMBERSHIP CATEGORIES

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

☐ **LIMITED MEMBER:** 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 MEMBER:** 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 MEMBER:** 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
722 East Capitol Avenue
Jefferson City, MO 65101
573-761-5771 | Fax: 573-635-7823
missouripest@gmail.com

Mark Your Calendar!

AUGUST RECERTIFICATION

August 21-22, 2025

Courtyard by Marriott | Jefferson City, MO