

The

# Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION



## FROM THE PRESIDENT

**FELLOW PCO's,**

Hope all is well!

The amount of rain that we have gotten so far this year is incredible. Good for plants, summer fun and insects. All of these will benefit from this amount of rain, including us in the pest business. This is a busy time for us and staying educated on these environmental changes and how these pest benefit from those changes is so important.

Stinging and biting insects are on the march and sometimes we tend to not respect them as much as we should. Some, such as yellow jackets, can put you or your technicians out of work or worse. Protecting yourself should be of the most importance. Please stay aware as you perform your pest management services.

Education requirements have changed and the Missouri Pest Management Association education team have stayed ahead of changes so that we can provide not only recertification, but also quality education. Did I say quality education? Please consider attending, and sending your people, to our recertification classes and I think you will agree that we take the knowledge seriously and bring in the finest educators in the business.

At this time, our education committee will be providing an in-person recertification program Friday, August 22<sup>nd</sup>. 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.

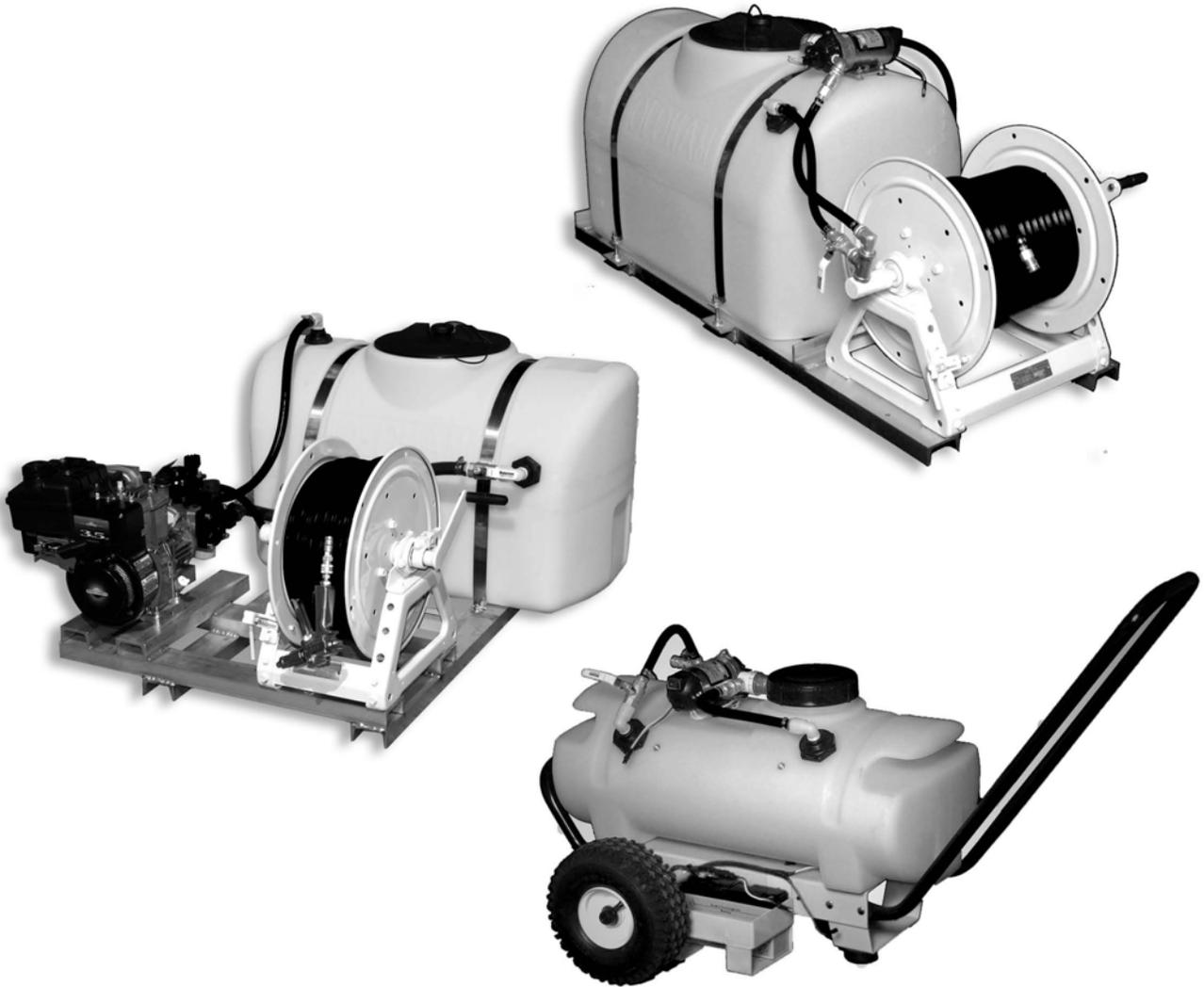
Our Board and Association Director are here to support our industry and provide information to our members. Have you ever considered serving on this board? Contact any of us if you have an interest.

*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**

**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**

*Stoney Creek Inn  
Independence, MO*

# LEGISLATIVE UPDATE

Senator Mike Bernskoetter  
MPMA Past President

## Finishing Up the Extra Session



The Senate spent much of the last few weeks in an extraordinary session called by the governor to pass bills relating to disaster relief, state investments and sports. The Senate came together and created three bills to handle these issues: Senate Bill 1, Senate Bill 3 and Senate Bill 4.

One of the top priorities of the extra session, and the sole purpose of Senate Bill 4, was to provide disaster relief to help those devastated by storms this year. Senate Bbill 4 allows for the swift disbursement of FEMA funds by preemptively expediting the process. However, all three bills have a disaster relief component. Senate Bill 1 allows various state departments to reallocate funds for disaster relief purposes. Meanwhile, Senate Bill 3 provides a tax credit of up to \$5,000 dollars to those whose homes were damaged. I believe it is important for Missouri to stand together, especially in the case of these storms that have taken life while destroying homes and livelihood.

Another priority of session was to supply funds to a few key projects that did not make it through the regular session budget process. Senate Bill 1 carried this responsibility and allocated funds to a number of projects including the construction of the University of Missouri Research Reactors new Radioisotope Science Center which will drastically improve cancer research in the state. The bill also included funding for improvements to the state fair, a number of state parks, conservation efforts and the construction of a large mental health hospital, among other things. I am glad this bill made it through the extra session and will help fund a number of key projects in the state.

Finally, Senate Bill 3 largely focused on tax credits for athletics in the state, both at the collegiate and professional level. First, it improves a tax credit for colleges and amateur teams for every ticket sold, increasing the amount granted with each ticket and the upper limit the credit can provide. Second, it provides a competitive deal to the Chiefs and Royals to keep them and their economic impact in the state, by providing a plan for the state to work with these teams to help finance stadium improvements and construction. It also includes protections for taxpayers to ensure the investment dollars stay in the state. I believe this is important to the state because of the large amount of economic growth and tax revenue, as well as morale and camaraderie these teams provide.

In conclusion, the governor signed all three bills this week.

*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](http://senate.mo.gov/Bernskoetter).*



# THE KEY TO OVERCOMING INVASIVE PESTS

Dr. Timothy Husen, Technical Services Representative  
Syngenta Professional Solutions

An invasive pest could be any insect that is destructive, or even just a nuisance. It could be a public health threat or something that's just annoying to customers. Regardless, it has moved into an area where it is not normally found.

Often, however, when we use the word "invasive" what we really mean is "seasonal" because we're talking about pests that tend to emerge every year at about the same time. Fall invaders are the ones we think of the most. Examples include brown marmorated stink bugs, western conifer seed bugs, pine seed bugs, spotted lanternflies, and box elder bugs.

One key to treat these and other seasonal invaders is by working backward. Focus your inspection on where invaders are before they become a problem. That is preventive rather than reactive pest control.

Stink bugs or spotted lanternflies, for instance, exist somewhere else right before they become a nuisance to your customers (i.e. on their structures, decks, cars, etc...). Figure out what those insects might be feeding on and where they might be in the landscape.

You might need to rake and turn over mulch. You might need to pry up rocks and look under landscaping features to find where they are, particularly when the insects are small. If you've got something with gradual metamorphosis and can treat on or around the plant they're feeding on, you will have far fewer reach adulthood and be a nuisance later.

Once you have a case under control, focus on patterns and peak trends to keep invaders at bay for the long term. Work like a weather forecaster, anticipating climate shifts in your area and timing seasonal invader pest insect service for the month or two ahead of when that shift triggers peak activity.

*Mark Your Calendar!*

**ANNUAL MEETING**

**December 3-4, 2025**

*Stoney Creek Inn  
Independence, MO*

# SYNGENTA AND NEOGEN ENTER LICENSING AGREEMENT FOR BRODIFACOUM RODENTICIDES

Neogen Corporation will be granted exclusive rights to market and sell Talon®-G and Talon Weatherblok® XT rodenticides from Syngenta

Syngenta and Neogen Corporation (NASDAQ: NEOG) have entered into a strategic licensing and supply agreement for Talon®-G and Talon Weatherblok® XT rodenticides, granting Neogen exclusive rights to market and sell these products in the United States and Canada. Under this agreement, Neogen will leverage its commercial and technical expertise to lead the promotion and distribution of these established products. Syngenta will focus more on its long-term vision of bringing new, innovative pest control technologies to market.

Talon-G and Talon Weatherblok XT, containing the active ingredient *brodifacoum*, are second-generation anticoagulant rodenticides that can control rodents with a single feeding.

“Syngenta has a longstanding relationship with Neogen and we know they are the ideal partner to continue supporting and evolving these brands our customers trust,” explained Scott Reasons, Head of Syngenta Professional Solutions in the Americas. “As a result of this relationship, Syngenta can accelerate the development of new solutions across all areas of pest control, maintaining our commitment to customers and the industry.”

“We’re pleased to expand Neogen’s rodenticide portfolio with these two well-established and highly effective products,” said Greg Hastings, Vice President, USAC Animal Safety for Neogen. “This agreement reinforces our commitment to providing comprehensive pest management solutions and strengthens our ability to serve customers across North America with the tools they need to help safeguard their facilities and uphold effective pest control.”

For more information, visit [SyngentaPMP.com](https://www.SyngentaPMP.com) or [Neogen.com](https://www.Neogen.com).

## About Syngenta

Syngenta continues to be a global leader in agricultural innovation with a presence in more than 100 countries. Syngenta Professional Solutions is focused on developing tomorrow’s technologies and practices that empower customers today to protect and enhance the places where people live, work and play, all while preserving our planet. Its bold scientific discoveries deliver better benefits for

customers and society on a bigger scale than ever before. Guided by its [Sustainability Priorities](#), Syngenta is developing new technologies and investing in digital solutions that help customers maintain beautiful landscapes and keep public spaces healthy. Syngenta Crop Protection is headquartered in Basel, Switzerland; Syngenta Seeds is headquartered in the United States. Follow us on [LinkedIn](#).

## About Neogen

Neogen Corporation is committed to fueling a brighter future for global food security through the advancement of human and animal well-being. Harnessing the power of science and technology, Neogen has developed comprehensive solutions spanning the Food Safety, Livestock, and Pet Health & Wellness markets. A world leader in these fields, Neogen has a presence in over 140 countries with a dedicated network of scientists and technical experts focused on delivering optimized products and technology for its customers.

#####

## Cautionary Statement Regarding Forward-Looking Statements

This document may contain forward-looking statements, which can be identified by terminology such as ‘expect’, ‘would’, ‘will’, ‘potential’, ‘plans’, ‘prospects’, ‘estimated’, ‘aiming’, ‘on track’ and similar expressions. Such statements may be subject to risks and uncertainties that could cause the actual results to differ materially from these statements. For Syngenta, such risks and uncertainties include risks relating to legal proceedings, regulatory approvals, new product development, increasing competition, customer credit risk, general economic and market conditions, compliance and remediation, intellectual property rights, implementation of organizational changes, impairment of intangible assets, consumer perceptions of genetically modified crops and organisms or crop protection chemicals, climatic variations, fluctuations in exchange rates and/or commodity prices, single source supply arrangements, political uncertainty, natural disasters, and breaches of data security or other disruptions of information technology. Syngenta assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

© 2025 Syngenta, 410 Swing Road, Greensboro, NC, 27409. **Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties and/or may have state-specific use requirements. Please check with your local extension service to ensure registration and proper use.** Talon®, Weatherblok® and the Syngenta logo are trademarks of a Syngenta Group Company. All other trademarks are the property of their respective third-party owners.

# 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](http://www.PelGar.co.uk/USA)

Monark SB contains diflufenacoum 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](mailto:jerry@insurancenerd.net)  
[www.missouripestcontrolinsurance.com](http://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](mailto:oldcoach@hotmail.com)  
314-728-9081*

8322 Bridge Avenue | St. Louis, MO 63125

# ELEVATE YOUR TRAPPING PLAN WITH IQ PRODUCTS

Two of the most important aspects of quality rodent control are knowing your target and using the best tools for the job.

Because rats and mice have distinct habits, pest control technicians must tailor their trapping approach for maximum efficacy. When technicians pair their trapping plan with the efficiency and data provided by Bell's iQ traps, powered by Bell Sensing Technologies, it's sure to be a winning combination.

Here are some tips for using T-Rex iQ rat traps, Mouse iQ mouse traps and 24/7 iQ multiple-catch traps so you can eradicate infestations at your accounts.

## KNOW YOUR TARGET

### Catching Wary Rats

Rats tend to be neophobic, which means they often fear new things. They're wary, so simply placing active traps in their environment will have limited success. This is why pre-baiting traps is essential.

Pre-baiting is when you place a trap but don't activate it. Position the trap backward against a wall and bait it without setting it for three to seven days. Rats will get used to the traps in their space during this period. They will crawl over the traps and spread their scent, which will build up a false sense of security.

Once the pre-baiting period is over, set the traps and face them toward the wall. The next rat that walks by and takes bait from the trap will likely fall victim, lured into a false sense of security by the days they spent taking bait from an unarmed trap.

Baits for pre-baiting include DETEX soft bait and Provoke monitoring gel. Both are non-toxic and palatable, making them excellent choices for pre-baiting.

If an account is food-rich, like a restaurant or grocery store, these baits may not be as effective because they must compete with food sources the rodent is already comfortable eating. In these scenarios, baiting with nesting materials, like cotton balls

or toothpicks, may be more effective.

### Trapping Curious Mice

Trapping mice differs from trapping rats because mice tend to be neophilic, meaning they are curious about new objects. However, they often react to new objects by jumping, so the more traps there are in an area, the more likely you are to catch jumpy mice. For severe mice infestations, place pairs of traps close together to improve catch rates.

Even though mice are more curious than rats, it's becoming popular to pre-bait for them, especially if you aren't seeing results. DETEX soft bait, Provoke mouse gel, and nesting materials can all be used to pre-bait for mice.

## OPTIMIZING YOUR TRAPPING PLAN

Checking every trap is a major time loss when servicing an account, especially when many of those traps are empty. Large accounts can have hundreds of traps, often in hard-to-reach places, and that takes a toll on a technician's time and body.

With iQ, that problem is solved.

Each iQ product contains a built-in Bluetooth sensor that records rodent activity data. Technicians are then able to download that data via the free Bell Sensing app.

With iQ traps, the app allows technicians to know exactly which traps have a catch without them needing to check each one. This benefit becomes especially noticeable when iQ snap traps are set out of reach in drop ceilings, rafters, behind heavy equipment and other areas rodents like to frequent. The wireless technology spares technicians from needing to crawl into cramped – and potentially dangerous – places.



T-Rex iQ snap traps are versatile because they feature holes in the bottom so they can be easily secured to pipes, baffles and other objects, and they also fit in Bell's tamper-resistant bait stations.

The new Mouse iQ has a small footprint, allowing

(Continued on page 9)

# ELEVATE YOUR TRAPPING PLAN WITH IQ PRODUCTS

PMPs to place them exactly where mice are traveling.

The 24/7 iQ multi-catch mouse trap is ideal for trapping indoors, especially near exterior doors. The trap has a sleek and attractive design that allows it to blend in with any environment. 24/7 iQ can also hold Trapper LTD disposable glue boards for quick clean-up.

All iQ traps are completely water- and weather-proof.

## THE POWER OF DATA IN RODENT CONTROL

iQ's work isn't done after service is over.

After service, the data iQ products gather is sent to the Bell Sensing portal where it's automatically formatted into easy-to-read reports. These reports break down the rodent activity data into peak times, activity frequency, activity hotspots, and more.

These reports are also an excellent customer service tool. Technicians can share the information with their customers and ask why activity may be spiking at certain times, for example. The reports are also an excellent way to show customers the difference pest control service is making at their property, allowing them to understand the value of your service.

No matter the trapping situation, T-Rex iQ, Mouse iQ and 24/7 iQ has you covered. To learn more about these products or the entire iQ product line, contact your local Bell representative or visit [bellsensing.com](http://bellsensing.com).

**Pro-Pest**<sup>®</sup> for **PROFESSIONAL LURES**<sup>®</sup> for **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

MADE IN THE USA

JFOakes 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](http://pat.missouri.edu) or contact Sam Polly, University of Missouri, Phone: (573) 884-8596, Email: [sjpkkf@missouri.edu](mailto: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



Now offering  
**Nature-Cide**  
25(B) Insecticides!

## **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](mailto:sgoscinsky@ensystex.com)

# UNWANTED SUMMER GUESTS - ANTS

Todd A. Johnson, ACE, PCQI, PHE  
Technical Services Manager, Integration Technical Manager, Rentokil

Summer brings great times outdoors with friends and family. It is time for barbecues and picnics as people gather in their backyards. As we enjoy this time of guests to our homes, we also have unwelcome visitors: ants.

Warmer weather gets the ants out of their winter stage and moving to find food, look to expand the colonies, and reproduce to expand their population. Ants do not completely die off in the cold weather, so why do we not see them in winter like we do in the warmer months? Like most insects, the ants go through a diapause stage where they slow down their metabolic processes and reduce the need for energy intake during the colder months. As the temperature increases and the ground warms up, it signals to the ants that it is time to help get the nest ready for expansion, as the queen will increase egg production, by obtaining food for the colony, or looking for new nest sites to move the colony if necessary. This means they could make their way to homes and businesses and become a nuisance to customers. In this discussion, we will go over ways to work with your customers to help detect, treat, and reduce the attraction of ants to homes or businesses.

## INSPECTION

### Exterior Inspection

- Inspect for ant trails and nests: Check around the foundation of the home, including porches and mulched areas. Nest signs could be small piles of dirt, debris, wood shavings, or even tunneling found under rocks, landscape stones, or timbers.
- Entry points: Identify entry points along the foundation, doors, windows, utility, and plumbing entry points. Note any gaps for the customer to fix or provide a quote for the service.
- Check vegetation touching the home or business, especially tree limbs or shrubs touching the structure.
- Look for any honeydew-producing insects, such as aphids, on the vegetation. Ants are attracted to these insects and even “farm” them by protecting them from predators in exchange for the honeydew as a food source.
- Locate and follow any ant trails from the foundation to their nests; these trails could be located on trees, shrubs, logs, timbers, or

fences.

- Inspect potted plants because nests could relocate to these for moisture sources.

### Interior Inspection

- Inspect common problem areas: Kitchens, bathrooms, and areas of food storage or spillage.
- Locate and follow ant trails for treatment.
- Inspect areas around electric outlets, gaps around plumbing, electrical, doors, windows, baseboards, or carpeting for signs of ants.
- Inspect areas around doors, windows, baseboards, and carpet edging for signs of ants.
- Be aware of any wood shavings and dead ant parts in the area. This could be a sign of carpenter ants.
- Look for any moisture conditions that could attract ants. Examples are leaking plumbing or leaks around the roof, doors, and windows.

### Control Methods for Ants

After correctly identifying the ants present, the next service step can be taken. Ants need the three keys of life like any living animal: food, water, and shelter. Think of it as a three-legged stool; if you take one leg away, it will be hard to sit on that stool. Same thing for pests, such as ants, if you take one of these needs away, it will stress the colony and make them more susceptible to control measures.

### Communication to Customers

Effective communication with customers starts with setting realistic expectations. Unclear communications with customers could generate callbacks or unsatisfied clientele. Remember to explain when using bait, sometimes the number of ants could increase as more foragers go to the bait. Explain what a reasonable timeframe is to see results.

### Curative Methods

Always refer to the pesticide label before making any material application. Search out the source: Find where they are coming in and treat them at the entrance or nest.

### Exterior Treatments

- If possible, locate the nest on the exterior and treat the nest.

(Continued on page 15)

# UNWANTED SUMMER GUESTS - ANTS

Todd A. Johnson, ACE, PCQI, PHE  
Technical Services Manager, Integration Technical Manager, Rentokil

- Use a barrier treatment with a non-repellent pesticide if ants are present and trailing inside the home. Some products can be used only so many times a year. Check the label before applying.
- Barrier treatment with repellent treatment if no ants are present and no trails leading inside.
- Food-based granule treatments can be effective for control. Apply in the areas not treated with a repellent residual. These can be applied if a non-repellent material is applied in the barrier treatment for effective control.
- Dust can be an important tool in the gaps along the exterior.

## Interior Treatment

- Find entry points and treat as close to the entry point as possible.
- Refer to the pesticide product labels for use on the interior. Usually, this will involve crack and crevice treatments.
- Ant baits work well for controlling ants and are a low-impact material for customers.
- Baits will be the best choice for budding ants, such as pharaoh ants, where repellent pesticides could scatter the nest.
- Non-repellent dust can be utilized for interior treatments when applied according to the label.
- Set up follow-up treatments when needed to monitor and adjust treatments.

## Prevention

After resolving the customer's ant problem, the next step would be to discuss ways of preventing future activity with the client. A thorough inspection of the exterior and interior perimeters would help the PCO identify the areas of concern. Here are a few prevention tips to share with customers:

- Seal entry points around doors, windows, and foundation.
- Maintain cleanliness. Remove food spillage and debris, and wipe down countertops to eliminate spills.
- Eliminate moisture issues.
- Replace water-damaged wood.
- Empty trash cans regularly.
- Store food in containers with tight-fitting lids.
- Trim back trees, bushes, and shrubs that touch the home or business.
- Remove rotting or decaying stumps, wood, and other organic debris in the yard.
- Unclog gutters.
- Move any wood away from the home.
- Do not over-mulch around the home. 2-3 inches is the ideal thickness.



# Hall of Fame Nominations

## CRITERIA

- Time of service to the industry
- Contributions to the industry past and present
  - Technological innovations within the industry
  - Lobbying efforts to the industry
  - Efforts to expand the industry's perception in the public eye
- Awards and recognitions received
- Recommendations from pest management professionals other than the nominating party
- Applicants will be interview 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 1<sup>st</sup>**

## 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](mailto: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](mailto:missouripest@gmail.com). All award nominations must be received no later than November 1st.

# INSURANCE ADVICE FROM A PEST CONTROL PROFESSIONAL: WHY POLLUTION IN TRANSIT COVERAGE MATTERS FOR YOUR PEST CONTROL BUSINESS

Jerry Lesh, Millennium Brokers Insurance Group, MBG Insurance C-13101



As a pest control company owner, you're no stranger to dealing with risk. From applying materials in sensitive environments to ensuring your technicians are properly trained, you already take many precautions to protect your business. But there's one exposure that often gets overlooked — and it could

cost you significantly if ignored: **pollution in transit**.

Transporting pesticides, rodenticides, and other hazardous materials is a necessary part of your daily operations. Whether you're moving products from storage to a job site or between branches, every trip carries an environmental risk. That's why **pollution in transit coverage** is more than just another line item in your insurance policy — it's a critical safeguard for your company and potentially your future.

## What Is Pollution in Transit Coverage?

Pollution in transit coverage is a type of environmental insurance designed to protect businesses that transport hazardous substances. It specifically covers:

- **Accidental spills or leaks** during loading, unloading, or transportation
- **Cleanup and remediation costs**
- **Bodily injury or property damage** to third parties
- **Legal defense expenses** if a claim or lawsuit is filed

Nearly all personal auto policies and most commercial auto and general liability policies **exclude** pollution-related incidents, leaving your business or you personally exposed to potentially massive financial liabilities without this specialized coverage.

## Why Pest Control Companies Are Especially Vulnerable

Pest control professionals routinely carry toxic and

regulated materials. Here's why your business is at higher risk:

- **High-volume chemical transport:** Regularly moving concentrated products increases the chances of a spill.
- **Work in residential and commercial areas:** A minor spill in a public space can quickly escalate into a health and safety concern.
- **Strict environmental regulations:** Local and federal agencies enforce strict rules for chemical spills, with penalties for non-compliance.

A single accident during transit, such as a rear-end collision, a tipped container, or a leak in a company van, could lead to contamination of soil, waterways, or public infrastructure. The resulting cleanup, legal consequences, and reputational damage can be severe.

## Real-World Examples

To understand the stakes, consider these potential scenarios:

- **A technician transporting pesticide drums is involved in a minor fender bender.** A drum cracks, releasing chemicals onto a city street. Emergency services respond, and the city bills your company for environmental cleanup and street repairs.
- **A slow leak from a container in your vehicle goes unnoticed.** By the time it's discovered, chemicals have seeped into the cargo area, requiring vehicle decontamination and raising concerns about employee exposure.
- **During unloading at a customer site, a container drops and spills into a nearby storm drain.** Environmental regulators step in, and your company is held liable for waterway contamination.

Without pollution in transit coverage, you would be responsible for all cleanup and legal costs out of pocket.

(Continued on page 19)

# INSURANCE ADVICE FROM A PEST CONTROL PROFESSIONAL: WHY POLLUTION IN TRANSIT COVERAGE MATTERS FOR YOUR PEST CONTROL BUSINESS

Jerry Lesh, Millennium Brokers Insurance Group, MBG Insurance C-13101

## The Business Impact

Pollution in transit claims can have serious consequences, including:

- **Tens or hundreds of thousands in cleanup costs**
- **Regulatory fines and penalties**
- **Lawsuits from affected third parties**
- **Loss of licenses or operating permits**
- **Damage to your company's reputation**

For small and mid-sized pest control businesses, an uncovered pollution event could threaten the future of the company.

## What You Can Do Now

To protect your business, take these proactive steps:

1. **Review your current insurance policy:** Talk to your insurance broker and confirm whether pollution in transit is included or excluded.
2. **Add pollution in transit coverage if missing:** It's typically affordable and can be bundled with broader environmental liability coverage.
3. **Train your staff:** Proper handling, labeling, and securing of chemical containers can reduce the risk of accidents in transit.
4. **Implement spill response protocols:** Make sure every vehicle carries a spill kit and that drivers know how to respond in case of an emergency.

## Final Thoughts

You've built your pest control business with hard work and care. Don't let a preventable pollution incident put it at risk. Pollution in transit coverage isn't just an insurance checkbox — it's a vital part of responsible operations in an industry where environmental safety is paramount.

If you're not sure whether your business is covered, now is the time to find out. Protect your people, your clients, and your future with the right coverage in place.

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 clients' situation. We are your partners in the Pest Control Industry!



VISIT ZOECON.COM



# ZERO IN ON PESTS

PRECOR® OUTDOOR F-T-M DOES THE REST



## ZERO IN ON FLEA, TICK AND MOSQUITO CONTROL



Take the efficacy of Precor® products outdoors with broad spectrum control of fleas, ticks, mosquitoes and more!



Micro-encapsulated formulation combines the adulticide tau-fluvalinate with our pioneering IGR, (S)-methoprene.



Provides up to eight weeks of protection against adult fleas and larvae.



TARGET OUTDOOR INSECTS WITH PRECISION AT ZOECON.COM

Precor and Zocon with design are registered trademarks of Wellmark International. ©2025 Wellmark International.

# 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](http://www.mopma.org).

### DEADLINE & SPECS

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

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

### OUR MISSION

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

### OUR MEMBERS

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

### OUR MAGAZINE

The Advocate is the official publication of MPMA and is sent out quarterly, free of charge, to current members and prospective members with emails. 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 (MCN/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](mailto: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

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

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

## 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*