

MISSOURI PEST MANAGEMENT ASSOCIATION ANNUAL CONFERENCE

DECEMBER 4-5, 2025

Stoney Creek Hotel-Kansas City

18011 Bass Pro Drive

Independence, MO 64055

ATTENDEE REGISTRATION

WORKSHOP TOPICS

MOSQUITOS & BED BUGS - NEW DEVELOPMENTS IN CONTROL

RODENT BIOLOGY, BEHAVIOR AND CONTROL FOR THE PCO

TERMITE MANAGEMENT

MOLES & Voles

INSPECTION RESISTANCE AND WORK PLACE SAFETY

PESTICIDE WASTE, LABELS & APPLICATOR SAFETY

ENDANGERED SPECIES PROTECTION

PESTICIDES & WATER SAFETY

STATE & FEDERAL PESTICIDE LAWS & REGS



THURSDAY, DECEMBER 4, 2025

7:00 am Registration Opens & Exhibit Set-up

7:00 - 8:00 am Breakfast with Exhibitors (included with Thursday registration)

8:00 - 11:00 AM CORE PESTICIDE WASTE

Participants should be aware that improper disposal of pesticide waste is a violation of state and federal laws. A. Pesticide Waste Disposal; B. Container Cleaning and Disposal; C. Spill Reporting

Harry Connoyer, Harry's Consulting

LABELS, APPLICATOR SAFETY AND WORKER PROTECTION

The discussion on labels will include a review of pesticide labels and their content and any changes or additions to the pesticide labels. Applicator safety and worker protection discussion will include the effects of pesticides as they relate to the health and safety of pesticide applicators. Specific topics to be covered include safe and conscientious pesticide applications, worker protection standard, proper use and maintenance, prevention and recognition, clothing, PPE and application equipment.

Harry Connoyer, Harry's Consulting

ENDANGERED SPECIES PROTECTION

This topic will 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, Missouri specific endangered species information, label information and bulletin information.

Jeff Preece, BCE, PHE, ZipZap Termite & Pest Company

SUPERVISION AND PROFESSIONALISM

This topic will include discussion of the responsibilities of supervisors of noncertified applicators and the importance of product stewardship. Specific topics covered include understanding and complying with the requirements for supervising non certified applicators and understanding the importance of maintaining chemical security and communication information regarding pesticide exposure and risk to supervised employees, customers and the public.

Jeff Preece, BCE, PHE, ZipZap Termite & Pest Company

PESTICIDES AND WATER SAFETY: CHALLENGES AND SOLUTIONS

Pesticides Selection, Use and Characteristics will cover restricted use pesticides, storage and transportation, pesticide formulations, compatibility, persistence, dilutions and hazards. Water Protection will cover physical characteristics of groundwater, water contamination, regulatory updates and contamination prevention.

Brad Dutoit, BCE

APPLICATION STATE AND FEDERAL PESTICIDE LAWS AND REGS

Emily Groner, Missouri Department of Agriculture

11:00 - 11:30 am Break with Exhibitors

11:30-12:25 PM 7A: MOSQUITOS AND NEW DEVELOPMENTS IN CONTROL

1. Mosquitos: The World's Deadliest Animal
2. Why Mosquitoes Matter
3. Key US Mosquitos (Biology, Life Cycle)
4. Key Behaviors & Breeding Sites
5. Prevention & Management
6. Environmentally Friendly Tools
7. Q&A

Alvaro Romero, DVM, PhD, Envu

12:25 - 1:00 pm Luncheon (included with Thursday registration)

1:00-1:55 PM 7A: BED BUGS AND NEW DEVELOPMENTS IN CONTROL

1. A Brief History of Bed Bugs and Their Resurgence
2. Identification, Biology, and Life Cycle
3. Host Searching, Feeding, Bite Reactions & Public Health
4. Harborage/Dispersion
5. Inspection-Detection Methods
6. Pest Management Overview-Integrated Pest Management (IPM)
7. Treatment Strategies-Non Chemical and ENVU Chemical Solutions
8. Q&A

Alvaro Romero, DVM, PhD, Envu

1:55-2:50 PM 7A: RODENT BIOLOGY, BEHAVIOR AND CONTROL FOR THE PCO

The History, Migration and Control of the Rat.

Andrej Branc, Americas Business Manager, PelGar International Ltd.

2:50 - 3:10 pm Break with Exhibitors

3:20 - 5:10 PM 7B: "THE GAMBLER": NAVIGATING RISK IN TERMITE MANAGEMENT

In the timeless ballad "The Gambler" by Kenny Rogers, the protagonist's advice extends beyond the poker table, prompting us to ponder: Was it about a poker game or termite work? This talk delves into the parallels of mitigating risk in termite work. Focusing on termite management, we explore how the primary means of protecting the customer and mitigating risk for Pest Control Operators (PCOs) involves conducting thorough inspections. PCOs can safeguard clients and their businesses by identifying conditions hindering effective treatment programs or fostering termite infestation. Should you "hold them" or is it time to walk away.

Steven Dupuy, ACE, WDO Technical Manager, Rentokil

5:10 - 6:00 PM 7B: TERMITE BIOLOGY & BAITING

1. What is a Termite
2. Termite Identification
3. Termite Classification
4. Foraging Behavior
5. Inspection Best Practices
6. Termite Baiting
7. New Developments

Ben Marselus, Corteva Agriscience

FRIDAY, DECEMBER 5, 2025

7:00 am Registration Opens

7:00 - 8:00 am Breakfast with Exhibitors (included with Friday registration)

8:00-9:00 AM CATEGORY 3: MOLES AND VOLES

1. Review Strategic Pricing and Protocols for Mole Jobs
2. Understand the difference between moles and voles
3. Understanding the Mole
 - a. Behavior
 - b. Biology
 - c. Metabolism
4. What makes Talpirid Unique?
5. How does Talpirid Work?
6. Trapping and Using Talpirid Together
7. Review
8. New Developments

Sara Knilians, Director of Sales, Bell Laboratories, Inc.

9:00-11:00 AM CATEGORY 3: INSPECTION RESISTANCE AND WORK PLACE SAFETY

Insecticide Resistance:

1. What is Insecticide Resistance?
2. How Does Resistance Occur?
3. 4 Types of Resistance.
4. Insecticide Resistance Management Strategies
5. IRAC-online.org: Information Resource and MOA Posters

Workplace Safety:

1. 6 Common Workplace Safety Hazards

Kevin Behrens, North Central Region Manager, Control Solutions Inc.

11:00 - 11:30 am Break with Exhibitors

11:30 - 12 noon Luncheon (included with Friday registration)

**12:00 - 1:30 PM CORE
PESTICIDE WASTE**

Participants should be aware that improper disposal of pesticide waste is a violation of state and federal laws. A. Pesticide Waste Disposal; B. Container Cleaning and Disposal; C. Spill Reporting

Harry Connoyer, Harry's Consulting

LABELS, APPLICATOR SAFETY AND WORKER PROTECTION

The discussion on labels will include a review of pesticide labels and their content and any changes or additions to the pesticide labels. Applicator safety and worker protection discussion will include the effects of pesticides as they relate to the health and safety of pesticide applicators. Specific topics to be covered include safe and conscientious pesticide applications, worker protection standard, proper use and maintenance, prevention and recognition, clothing, PPE and application equipment.

Harry Connoyer, Harry's Consulting

ENDANGERED SPECIES PROTECTION

This topic will 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, Missouri specific endangered species information, label information and bulletin information.

Jeff Preece, BCE, PHE, ZipZap Termite & Pest Company

SUPERVISION AND PROFESSIONALISM

This topic will include discussion of the responsibilities of supervisors of noncertified applicators and the importance of product stewardship. Specific topics covered include understanding and complying with the requirements for supervising non certified applicators and understanding the importance of maintaining chemical security and communication information regarding pesticide exposure and risk to supervised employees, customers and the public.

Jeff Preece, BCE, PHE, ZipZap Termite & Pest Company

PESTICIDES AND WATER SAFETY: CHALLENGES AND SOLUTIONS

Pesticides Selection, Use and Characteristics will cover restricted use pesticides, storage and transportation, pesticide formulations, compatibility, persistence, dilutions and hazards. Water Protection will cover physical characteristics of groundwater, water contamination, regulatory updates and contamination prevention.

Brad Dutoit, BCE

APPLICATION STATE AND FEDERAL PESTICIDE LAWS AND REGS

Emily Groner, Missouri Department of Agriculture

1:30 - 2:00 pm

Break with Exhibitors

2:00-3:30 PM

CORE CONTINUED

SPEAKERS

KEVIN BEHRENS is the North Central Territory Sales Manager for Control Solutions Inc. (CSI). Motivated by the innovation and diversity of products offered by CSI, Kevin joined in 2024 with a deep-seated commitment to delivering excellence in pest management solution. For 31 years, Kevin worked for a well-known distributor in the structural pest management division as customer service representative, outside sale representative, corporate account manager, and regional sales manager. During those years, Kevin has been a speaker at numerous pest management and mosquito management training seminars throughout the midwestern United States. Kevin holds a B.A. Degree in Management and Real Estate from the University of Cincinnati and is an active member of the Ohio Pest Management Association.

ANDREJ BRANC is the Americas Business Manager for PelGar International. He is also Treasurer of the Rodenticide Task Force. His focus in the pest control industry has been on rodents, from the development of products to training, education program development and treatment of rodent issues. He graduated from Lehigh University in 2004 with a BS in Finance and from Schiller International University with an MBA in International Commerce. He has been in the professional pest control industry for over 18 years and has held various roles mainly focused on product sales and training. He currently lives in Vienna, Austria with his wife and two daughters.

HARRY CONNOYER has been in the industry for over 50 years starting as a tech in pest and termite control in 1972. He has seen all aspects of the industry from tech and warehouse man to general manager and sales representative. For the last 11 years Harry has owned Harry's Consulting and Pest Supplies while continuing to consult with the pest control industry and teach recertification classes. Harry has worked with the Missouri Pest Management Association in some capacity for the last 30 years and with the St. Louis Pest Control Association for the last 6 years.

STEVEN DUPUY is a Technical Services Manager and Termite Subject Matter Expert for Rentokil North America. Steven began working in the pest Control Industry in 1995 when he found a love for termites, termite treatments, and termite inspections, especially Formosan termites. Steven is licensed in four states and travels across the US for Rentokil to assist in termite training and termite control issues. He assisted with the Penn State Wood Destroying Pest Study Manual, assisted with NPMA on Building Terms training course, member of the NPMA Technical Committee twice, worked on the North American Termite Survey (NATS) programs across the southern US, and was on the committee, and was a past President of the Louisiana Pest Management Association.

BRAD DUTOIT, BCE, has been involved in the pest management industry for 26 years. He is the former owner and operator of Jones Pest Control in Southwest Missouri. Brad holds a Bachelor of Arts degree in Biology from Central Methodist University in Fayette, Missouri, and a Master of Science Degree in Entomology from the University of Nebraska-Lincoln. He is a Board Certified Entomologist in the Urban and Structural category, has been a member of the Missouri Pest Management Association since 2000 and has served on the Board of Directors for MPMA since 2013. He is a member of the Certified Entomologist of MidAmerica and the Entomological Society of America. He has recently sold his company but wishes to remain involved in industry education and helping where needed.

EMILY GRONER is the Pesticide Certification Program Coordinator for the Missouri Department of Agriculture.

SARA B. KNILANS is a Rodentologist with Bell Laboratories, Inc., as their Director of Sales in the Central Region, covering East Central Territory, Central Territory and West Central Territory. She graduated from the University of Wisconsin-Madison in 1996 and started with Bell Laboratories in 1998. She is Product Manager for the development of Talpid, the industry's only mole bait registered with EPA data. She is a Senior Technical Representative in Minnesota, Wisconsin, Illinois, Iowa, South Dakota and North Dakota. She works with PMPs by conducting inspections, solving rodent control issues, and providing training seminars across the United States and Canada.

BEN MARSELUS is has been the Urban Pest Management Territory Manager for Corteva Agriscience for the past year. Ben has 18 years of experience in the pest control industry in both sales and operations. Prior to joining Corteva Ben did outside pest control sales for BWI and was operations management with Pest Control Supplies. Ben has his Bachelors of Arts from Evangel University.

JEFF PREECE, BCE, PHE, is the co-founder and Technical Director of ZipZap Termite & Pest Control. Jeffery received his BCE in 2005 and his PHE in 2024. Jeffery has been in the industry for 40 years. He held various positions in the industry prior to starting his own company in 1993. He has been involved with research projects with various manufacturers remaining very active in the pest management industry. Jeffery is a past president of the Missouri Pest Management Association, Pest Management Association of Greater Kansas City and a Certified Entomologist of MidAmerica. Jeffery also provides the training and proctors the ACE, PHE, and CIT exams, and is involved with committees at the National Pest Management Association.

SPEAKERS

ALVARO ROMERO is an urban entomologist with 20 years of experience on basic and applied research on bed bugs and other urban pest such as scorpions, kissing bugs, cockroaches, fleas, and ants. His work has significantly contributed to the improved management of these public health pests. Romero earned a degree in veterinary medicine from National University of Colombia, a master's degree in veterinary entomology from Kansas State University, a Ph.D. in urban entomology from University of Kentucky, and completed postdoctoral studies in urban entomology at North Carolina State University. Romero was a professor and researcher at New Mexico State University, in Las Cruces, NM with over 30 peer-reviewed manuscripts, 10 trade journal articles, 20 online article features and numerous technical presentations at meetings within the pest control industry

HOTEL ACCOMMODATIONS

A block of rooms has been reserved at the Stoney Creek Hotel-Kansas City, for \$120.00 for Queen/King Room.

The cutoff date to make your reservations is Friday, November 7, 2025.

Call 816-908-9600 and mention the "Missouri Pest Management Association" to receive your discount.

**Stoney Creek Hotel-Kansas City
18011 Bass Pro Drive
Independence, MO 64055**

RECERTIFICATION CREDITS

MISSOURI: APPROVED for recertification credits in Core- General Standards, Category 7A- Structural Pest Control, and 7B- Termite Pest Control for December 4, 2025 and recertification credit in Core- General Standards and Category 3- Ornamental and Turf Pest Control for December 5, 2025.

KANSAS: APPROVED for recertification: 4.5 CEUs for Subcategory 3A – Ornamental Pest Control; 5.5 CEUs for Subcategory 3B – Turf Pest Control; 3.0 CEUs for Subcategory 7A – Wood-Destroying Pest Control; 2.0 CEUs for Subcategory 7D – Health-Related Pest Control; 4.5 CEUs for Subcategory 7E – Structural Pest Control and 2.0 CEUs for Category 8 – Public Health Pest Control.

ILLINOIS: APPROVED for 8.45 CEU's on December 4, 2025, and 6 CEU's on December 5, 2025.

ARKANSAS: APPROVED for recertification: 3 hours for Missouri Core topics: waste, safety, endangered species, supervision, pesticide challenges and state laws; 2.75 hours on 7A mosquitoes, bed bugs, rodents; 2.75 hours on termites. December 5 will be Category 3 and Core again.

ATTENDEE REGISTRATION

Name _____

Company _____

Address _____

City, State _____ Zip _____

Phone _____ Email _____

Full registration fee includes all conference handouts, breaks, exhibit hall, lunch (2), breakfast (2) and a reception.

REGISTRATION FEES

	<u>MEMBER</u>	<u>NON</u> <u>MEMBER</u>
ENTIRE CONFERENCE	☐ \$300	☐ \$400
THURSDAY, Dec. 4 (ONE DAY ONLY)	☐ \$200	☐ \$300
CORE	☐ \$100	☐ \$150
7A	☐ \$50	☐ \$75
7B	☐ \$50	☐ \$75
FRIDAY, Dec 5 (ONE DAY ONLY)	☐ \$150	☐ \$250
CORE	☐ \$100	☐ \$150
Category 3	☐ \$50	☐ \$100
Add 10% if registering after 11/21/25	\$ _____	\$ _____
TOTAL AMOUNT \$ _____		

PAYMENT OPTIONS

☐ CHECK ☐ INVOICE ☐ CREDIT CARD (MC/Visa/Discover/AMX)

Card # _____

Exp Date _____ V-Code _____

Mail Registration and Payment to MPMA, 722 E. Capitol Avenue, Jefferson City, MO 65101.

Phone: 573-761-5771 | missouripest@gmail.com

All refunds are subject to a \$25.00 processing fee.

NO REFUNDS WILL BE GIVEN AFTER **FRIDAY, NOVEMBER 21, 2025.**