THE
Advocate
A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION



FROM THE PRESIDENT

FELLOW PCO'S,

Spring weather is here, and as operators and technicians we all know what comes with it. Phones ringing off the hook, new hires, training those new hires, and honestly just not enough hours in the day! Amid all the chaos, the Missouri Pest Management Association is here for you. Our board members and committees are hard at work for you behind the scenes. The Government Affairs Committee has been representing our industry to help push legislation at various state and national events. The Education Committee has worked tirelessly to bring quality recertification programs to you and has even added Category 3 options for those with lawn care services as well.

Membership in the association offers many benefits. We have worked to ensure that our virtual recertification courses are the lowest priced option available in the region. Our Allied members including vendors and manufacturer reps are always available to help you with the newest industry products, provide your team with additional training and education, and assist you with those difficult jobs. Your membership to the Missouri Pest Management Association also includes membership to the National Pest Management Association where you can find additional resources to help train your new hires, and communicate with industry peers around the nation.

We appreciate all of our members for being part of the association, and for all of the work they do to better our communities here in Missouri and beyond! Please know that you do have a voice in shaping the Pest Management Industry. If you are interested in becoming an active board member we would love to have you. We are always looking to add more professional men and women, and would love to hear from you. If you are interested in serving on the board, or joining the Association please reach out. If you know of a peer who has not yet joined us, bring them to an event!

John

John Myers, MPMA President
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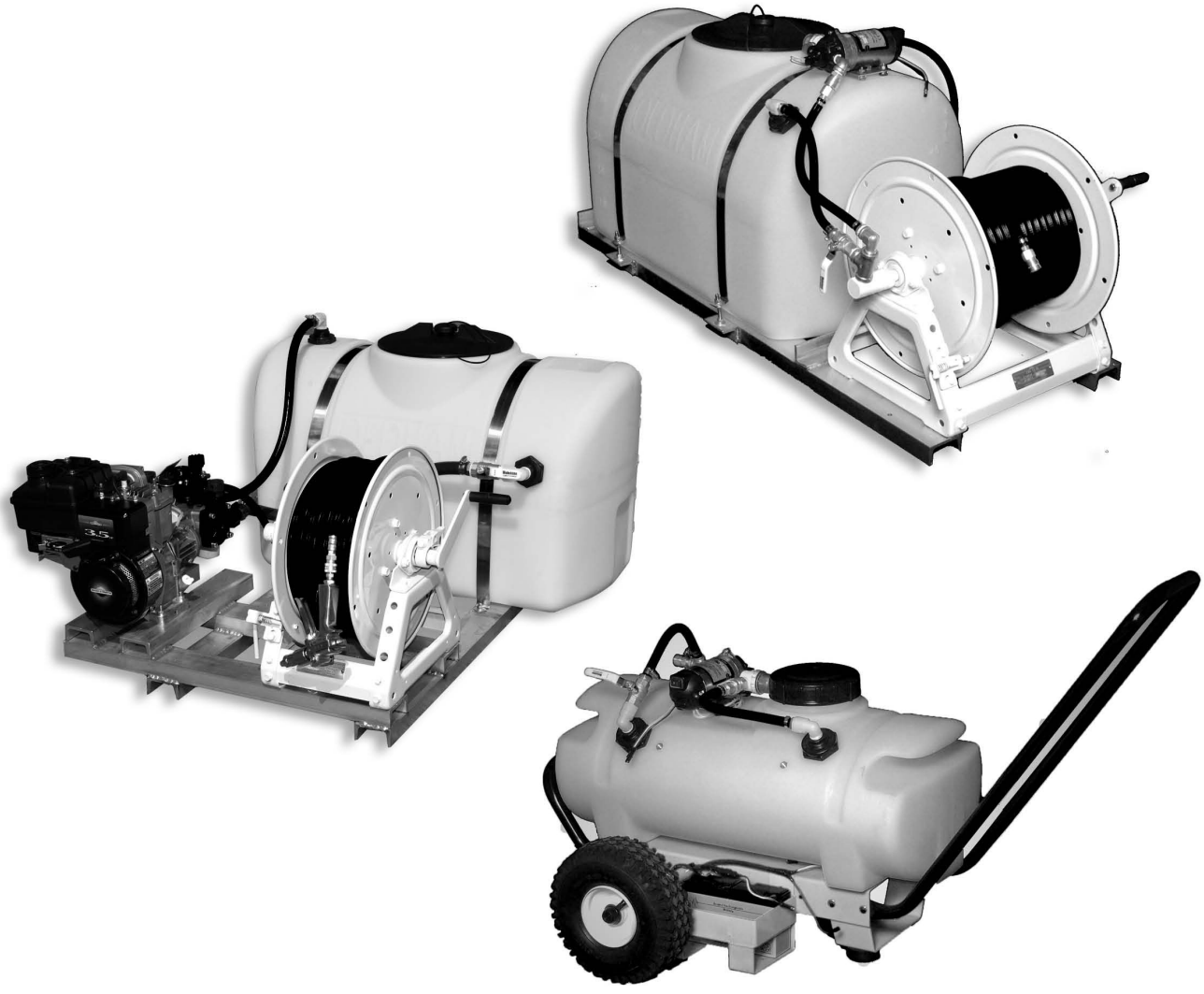

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CALENDAR

May 29, 2026
BOARD MEETING
Virtual (Zoom)

August 19, 2026
AUGUST RECERTIFICATION: CATEGORY 3 & CORE
Virtual (Zoom)

August 19, 2026
BOARD MEETING
Virtual (Zoom)
4:00 pm

August 20, 2026
GOLF & BOCCE TOURNAMENT FUNDRAISERS
Jefferson City, MO

August 21, 2026
AUGUST RECERTIFICATION: 7A, 7B & CORE
Courtyard by Marriott
Jefferson City, MO

October 9, 2026
BOARD MEETING
Virtual (Zoom)

December 3-4, 2026
ANNUAL CONFERENCE
Stoney Creek Hotel
Independence, MO



AN UPDATE ON THE GOVERNOR'S TAX PLAN

SENATOR MIKE BERNSKOETTER
MPMA PAST PRESIDENT

At the beginning of this session the governor proposed a plan to eliminate the state income tax. I have wondered how this could be accomplished without applying undue pressure on Missourians through increased sales tax.

Currently, the Missouri House of Representatives is working hard on the governor's plan. The bill carrying the legislation is House Joint Resolution 173. The House Committee on Commerce held a public hearing at the end of January and it passed in the House this week. The Senate will take it up next for deliberation.

In its current form, this bill does not eliminate the income tax or increase sales tax. If passed this would place a measure on the ballot later this year asking voters if they would like to allow the legislature to adjust the tax code and make this endeavor a possibility. If approved, the legislature would have permission to lower Missouri's income tax, while increasing sales and use taxes in equal proportion. This bill would not allow funding to drop simply to lower the income tax, and it would not allow for an expansion of sales tax except to lower income tax. It also implements a mechanism to gradually phase out income tax if there is a large enough increase from one year to the next.

I am hopeful that the legislature will manage to find an outcome that will alleviate the overall tax burden on Missourians.

If you have any questions, please reach out.

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.

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Ticks Crowned National Pest Management Association's 2025 Pest of the Year as ER Visits Hit Five-Year High

Bed Bugs dominate social media chater while Chicago, New York, and Atlanta top PestWorld.org site visits

The National Pest Management Association (NPMA) has named ticks as the 2025 Pest of the Year, as these tiny parasites made some of the biggest impacts on Americans' lives and news feeds this year. According to the Centers for Disease Control and Prevention (CDC), tick bite emergency room visits reached a five-year high, making ticks not just a nuisance but a serious public health threat.

"Ticks may be small, but their impact on public health is massive," said Dr. Jim Fredericks, Board-Certified Entomologist and Senior Vice President of Public Affairs for NPMA. "From alpha-gal syndrome, to Lyme disease to Rocky Mountain spotted fever, these pests carry serious diseases that can affect anyone spending time outdoors. That's why we're shining a spotlight on ticks this year and reminding everyone to take prevention seriously."

The 2025 Winners: What the Data Revealed
NPMA analyzed media coverage, CDC health data, social media engagement on its channels, and web traffic to determine which pests dominated the national conversation in 2025. The results paint a picture of what's keeping Americans up at night. Beyond naming ticks the pest of the year, NPMA also crowned:

Buzziest Pest: Bed Bugs
Bed bugs took home the award for most social media engagement on @PestWorld social channels. These hitchhiking pests kept social media buzzing with concerns about infestations in hotels, homes, and public spaces. In fact, a single female bed bug can produce over 500 eggs during her lifetime. To help consumers better understand these pests and how best to spot them when traveling, NPMA debuted Bed Bugs Exposed, a microsite and mini-series this summer.

Buzziest Cities: Chicago, New York, and Atlanta
These three cities were the most frequent visitors to PestWorld.org, showing that residents in these metro areas are actively seeking pest prevention information and professional help. PestWorld.org offers a handy pest pro locatorallowing users to connect with a qualified professional in seconds.

When to Call a Pro
If you're finding ticks regularly on your property, suspect bed bugs in your home, or have concerns about any pest that may be lurking, it's time to contact a qualified pest management professional. Pest pros can assess your property, identify pest hotspots, and implement targeted treatments to reduce pest populations.

"Prevention is an important first step, but professional pest control is the protection you need when you spot pests in your home or yard," added Dr. Fredericks. "Pest management professionals have the tools and expertise to treat your home effectively and can offer advice on how to prevent these pests from coming back."

For more ways to safeguard your health and home, visit PestWorld.org.

Reprinted from pestworld.org, December 3, 2025

SAVE THE DATE

August 19-21, 2026

GOLF & BOCCE TOURNAMENT FUNDRAISERS

AND

AUGUST RECERTIFICATION

Courtyard by Marriott
Jefferson City, MO

SYNGENTA ANNOUNCES MARCH AVAILABILITY FOR NEW VANECTO™ COCKROACH GEL BAIT

- Features a new active ingredient, new mode of action, EPA Reduced-Risk status and no signal word

Syngenta is excited to announce Vanecto™ Cockroach gel bait will become available in March for pest management professionals (PMPs) to prepare ahead of the peak pest control season. With one of the industry's most flexible labels — including Reduced-Risk status* from the Environmental Protection Agency (EPA) and no personal protective equipment (PPE) required — Vanecto Cockroach is labeled to control a broad spectrum of cockroaches including German, American, brown-banded and more.

"Syngenta is one of the few manufacturers in the industry that heavily invests in maintaining a robust research and development engine," said Marshall Gaster, head of marketing for Professional Pest Management (PPM) at Syngenta. "We're proud to drive the development of truly innovative solutions like Vanecto Cockroach, which we're confident will help PMPs deliver the efficacy their customers expect from a brand-new class of chemistry."

Vanecto Cockroach is powered by PLINAZOLIN® technology and features the first novel mode of action (IRAC Group 30) introduced to the pest control industry in two decades. The active ingredient affects cockroaches' nervous systems by binding at the GABA receptor and inhibiting the flow of chloride ions through the channel, leading to exhaustion and death. *Fipronil* is the only other pest management active ingredient that functions on the same receptor, but PLINAZOLIN technology has a unique, newly discovered binding site on this receptor. That means cockroaches that are resistant or tolerant to *fipronil* can still be controlled with Vanecto Cockroach without any cross-resistance.

Product features include:

- **EPA Reduced-Risk status**: It does not have a signal word on the label and can be used without required PPE
- **Efficacy against resistant cockroaches**: Its novel mode of action controls difficult populations with known or suspected resistance, making it an essential rotation partner alongside other Syngenta cockroach gel baits
- **A highly attractive formulation**: Its bait matrix enhances palatability and consumption, leading to more thorough population control
- **Enhanced horizontal transfer:** Its non-repellent formulation with ingestion activity enables secondary and tertiary transfer to reach and control cockroaches that are less mobile, like nymphs, more effectively than other gel baits

Additionally, 2026 PestPartners 365 Program members who purchase Vanecto Cockroach by April 30, 2026, will receive an additional $1 off each four-pack purchased, on top of their program rebate. This limited-time opportunity can help PMPs maximize their savings while introducing cutting-edge cockroach control to their service offerings.

"After decades of research in the lab and in the field, Vanecto Cockroach presents a unique, resistance management-based solution for the industry," said Lisa Eppler, technical services manager for PPM at Syngenta. "We're excited PMPs can now take advantage of this powerful new tool for their cockroach management programs."



For more information, including the product label and trial data, visit SyngentaPMP.com/VanectoCockroach or contact your local Syngenta territory manager. Join the conversation online — connect with us on LinkedIn and YouTube.

From Coast to Coast, Pests Are Coming Early: Experts Forecast Heightened Activity This Spring and Summer

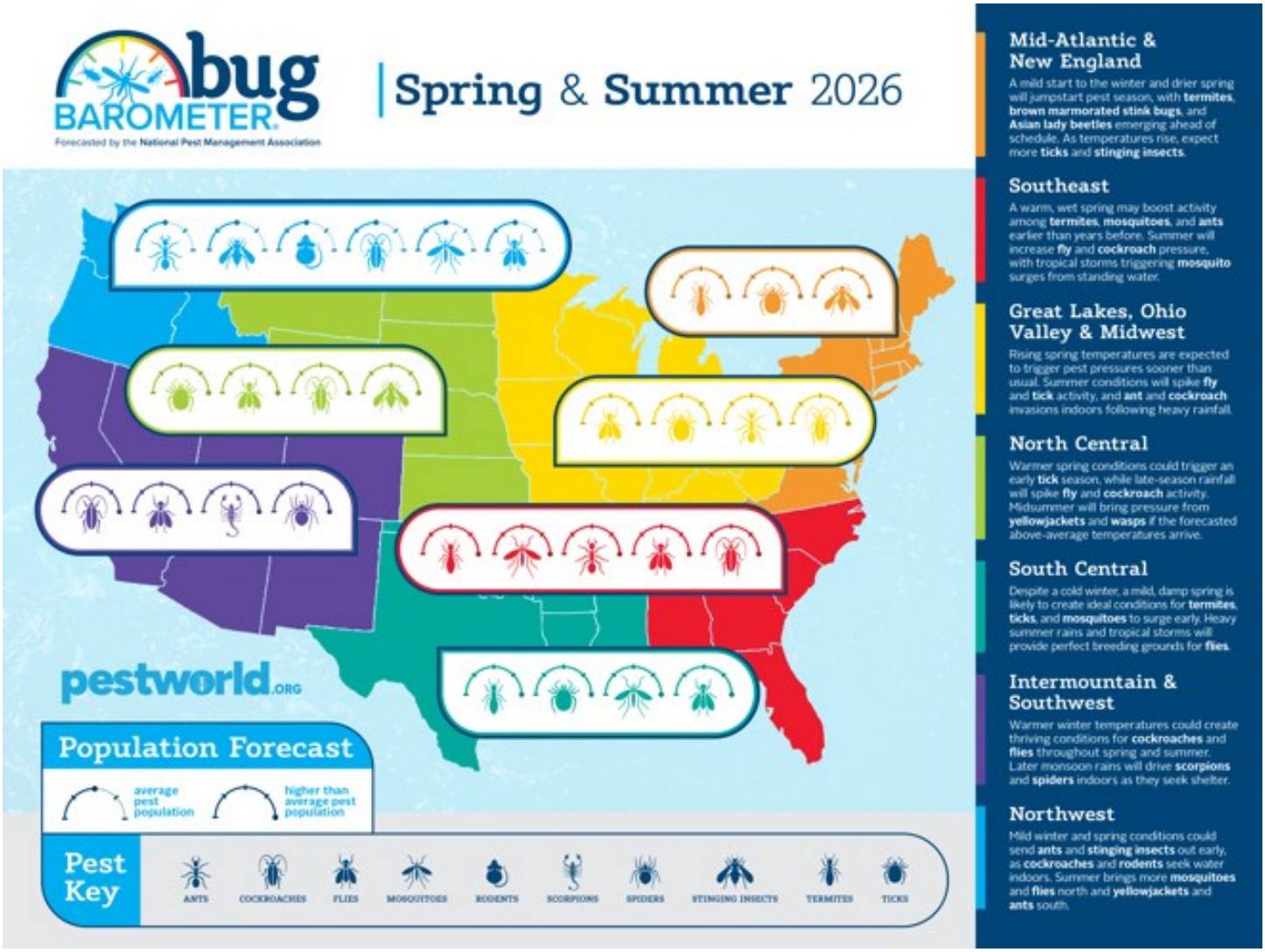
The National Pest Management Association's Bug Barometer® warns unpredictable winter weather could drive early pest emergence

After a winter marked by plunging temperatures and unusual precipitation patterns, experts at the National Pest Management Association (NPMA) are warning Americans to brace for an active pest season. NPMA's latest Bug Barometer® forecast predicts pests could emerge sooner and in greater numbers across the country – driven by erratic weather that allowed more pests to survive while creating ideal breeding conditions ahead.

The Bug Barometer® analyzes weather patterns, long-term forecasts and pest biology to deliver regional predictions for pest activity nationwide. The experts say that while this winter's polar vortex and heavy snowfall felt brutal to humans, that snow insulates the ground, creating a protective blanket that helped pests survive beneath the surface.

"This winter was about as extreme as it gets, and those conditions can create a domino effect that impacts pest activity well into spring and summer," said Dr. Jim Fredericks, senior vice president of public affairs at NPMA. "This is our way of visualizing the science and giving homeowners a head start on preparing. Stay vigilant about prevention, as we're expecting heightened activity from a number of pests that can threaten both property and health."

(Continued on page 9)



From Coast to Coast, Pests Are Coming Early: Experts Forecast Heightened Activity This Spring and Summer

The National Pest Management Association's Bug Barometer® warns unpredictable winter weather could drive early pest emergence

NPMA's Spring & Summer 2026 Bug Barometer® predictions include:

MID-ATLANTIC & NEW ENGLAND *(ME, NH, VT, MA, NY, RI, CT, NJ, PA, DE, MD, Wash, DC, VA)*:
A mild start to the winter and drier spring will jumpstart pest season, with termites, brown marmorated stink bugs, and Asian lady beetles emerging ahead of schedule. As temperatures rise, expect more ticks and stinging insects.

SOUTHEAST *(NC, SC, GA, AL, FL):*
A warm, wet spring may boost activity among termites, mosquitoes, and ants earlier than years before. Summer will increase fly and cockroach pressure, with tropical storms triggering mosquito surges from standing water.

GREAT LAKES, OHIO VALLEY & MIDWEST *(WV, OH, KY, IN, MI, WI, IL, IA, MO, MN):*
Rising spring temperatures are expected to trigger pest pressures sooner than usual. Summer conditions will spike fly and tick activity, and ant and cockroach invasions indoors following heavy rainfall.

NORTH CENTRAL *(ND, SD, NE, KS, MT, WY)*:
Warmer spring conditions could trigger an early tick season, while late-season rainfall will spike fly and cockroach activity. Midsummer will bring pressure from yellowjackets and wasps if the forecasted above-average temperatures arrive.

SOUTH CENTRAL *(MS, TN, LA, AR, OK, TX)*:
Despite a cold winter, a mild, damp spring is likely to create ideal conditions for termites, ticks, and mosquitoes to surge early. Heavy summer rains and tropical storms will provide perfect breeding grounds for flies.

INTERMOUNTAIN & SOUTHWEST *(NW, AZ, UT, CO, NV, CA)*:
Warmer winter temperatures could create thriving conditions for cockroaches and flies throughout spring and summer. Later monsoon rains will drive scorpions and spiders indoors as they seek shelter.

NORTHWEST *(ID, WA, OR)*:
Mild winter and spring conditions could send ants and stinging insects out early, as cockroaches and rodents seek water indoors. Summer brings more mosquitoes and flies north and yellowjackets and ants south.

Expert Tips to Protect Your Home
NPMA recommends these steps to reduce the risk of pest infestations:

- **Seal entry points:** Inspect your home's exterior for cracks and gaps around windows, doors, utility pipes and foundations. Seal openings with caulk or weatherstripping.
- **Eliminate standing water:** Mosquitoes can breed in as little as a bottle cap of water. Regularly empty birdbaths, gutters, flowerpots and other containers around your property.
- **Maintain your yard:** Keep grass trimmed and shrubs pruned away from the home's exterior. Remove leaf litter and debris where pests can hide.
- **Store food properly:** Keep food in airtight containers and promptly clean up crumbs and spills.
- **Fix moisture issues:** Repair leaky pipes and clogged drains. Ensure proper ventilation in basements, attics and crawl spaces.
- **Work with a professional:** Schedule a pest inspection with a qualified pest control professional who can identify vulnerabilities and implement a customized prevention plan for your home.

"The most effective pest management strategy is a proactive one," added Dr. Fredericks. "Don't wait until you see pests to take action. A professional inspection can identify problem areas before they become full-blown infestations, protecting your family's health and your property investment."

For more information and to find a trusted pest control professional near you, visit www.pestworld.org.

Reprinted from pestworld.org, February 23, 2026

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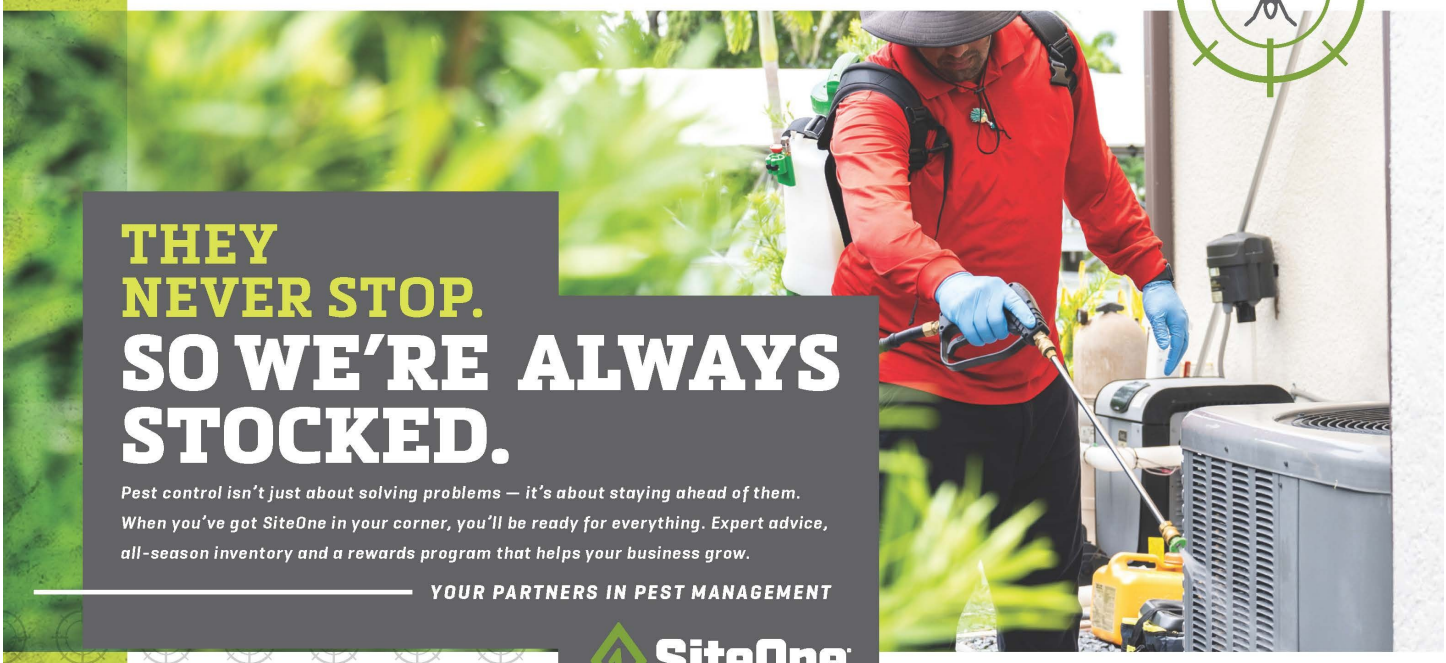

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7 Ways Pests are Reducing Your Home Value

By Bob Vila, Home Improvement Expert

If you're like so many other property owners, you put a great deal of time and energy, money and thought into your single biggest investment, your home. Better than anyone else, you know that there's more to do before your home reaches its full potential, yet slowly but surely, one weekend at a time—with no small amount of sweat and perhaps a little blood, but hopefully no tears—you are closing in on achieving your vision. Here's the catch: Limited resources aren't the only impediment to your progress. More than you may realize, pests are capable of undermining the quality and longevity of the home improvements you've labored to make. After all, pests aren't merely a nuisance; many are destructive, sometimes devastatingly so. Want to protect your sweat equity and the integrity of your home, now and into the future? Keep reading to learn about several ways in which your home could be vulnerable to insects and rodents—and what you can do to stop these threats in their tracks.

1. ON DECK

Building a deck has remained a popular project for generations of do-it-yourselfers who appreciate not only the near-term lifestyle benefits of a deck, but also its long-term effects on home resale value. But remember: However satisfying it may be to drive in that last nail, the final day of construction marks the first day in the life—and ongoing maintenance—of your deck. Always keep in mind that your deck is an attractive target for pests, especially wood-boring and wood-destroying insects like carpenter bees and termites. To ensure that your deck can stand up to the threat, be sure to build only with lumber pretreated to deter pests. Also, as time passes, remember to refinish the deck periodically so as not to leave raw wood exposed.

2 DOWN THE CHIMNEY

The warmth of flickering flames on a blustery night—that cozy image is enough to make wood stoves and fireplaces highly sought-after features among home buyers and perennially popular with remodelers. Installation requirements vary widely, depending on your home's construction, your design goals, and functional needs. No matter your approach, however, you'll probably need to install a stovepipe or flue—an exit for the smoke. The trick is to make sure this exit doesn't become an entrance for pests. Fortunately, keeping out these little intruders is as simple as installing a chimney cap. Once in place, a chimney cap keeps the exhaust passage clear, allowing the dangerous by-products of combustion to escape outdoors without letting anything else in.

3. IN THE WIRES

While it's best to leave the trickiest (and most dangerous) electrical work to the pros, there are plenty of simple projects and repairs that handy homeowners can tackle safely. When you do it yourself, however, you don't benefit from the hard-won expertise and canny eye of a professional. As electricians are no doubt aware, rodents pose a risk that extends well beyond the pantry shelves. In fact, according to some estimates, four-legged vermin may be responsible for up to 25 percent of house fires officially labeled as being of unknown origin. To allay concerns, work with a pest expert to identify and seal any cracks or gaps that may be granting rodent trespassers open access to your home.

4. AROUND THE FOUNDATION

The basics of basement finishing—framing out walls, putting up drywall, laying down floors—all tend to be DIY-friendly. But this is a project with a long to-do list. Even if you hire a contractor to tackle the tasks beyond your skill set, it's a safe bet that, like Rome, your basement won't be built in a day. Don't let pests spoil the product of your weeks, or even months, of labor! As a safeguard measure, whether on your own or in concert with a pest professional, take care to inspect the exterior foundation walls. If you find any gaps, act swiftly to patch them up or seal them closed. Only then can you consider your basement safe from termites and other wood-destroying insects.

5. OVER THE BRIDGE

Replacing a roof isn't a job for the faint of heart—or the recklessly brave. After all, there are serious risks associated with working so high off the ground, risks that motivate many homeowners to hire out the job. Others know the dangers but, confident in their skills, take on the task anyway. Either way, whether a DIY or professional job, a new roof should last for decades—if, that is, destructive pests don't cut its life short. Remember this: Any branches in close proximity to the roof can act as a bridge for pests like termites and carpenter ants. If you expect a long-lasting, problem-free roof over the long haul, it's essential to trim back any overgrown trees.

6. THROUGH THE VENT

Major appliances typically come with a major price tag, but so long as the product warranty doesn't prohibit it, you can save a pretty penny by installing an appliance yourself. You should proceed carefully when installing any type of appliance, but be especially meticulous when putting in a clothes dryer. Here's why: A dryer sends exhaust through a duct that terminates in an exterior vent. Unless you take preventive steps, insects and rodents can exploit this vent as an entry point. Ensure that the vent includes a damper, a component that opens to make way for exiting air, then closes to discourage pests. Provide an added measure of security by caulking around the vent or positioning steel wool where the vent cover meets the siding material.

7. INSIDE THE GUTTER

When it finally came time to replace or repair your old gutters, you dutifully hauled out the extension ladder and got right to work. Good job! But if you haven't gone near your gutters since then, you may have unwittingly provided a perfect harborage for pests of all stripes. After all, unless regularly cleared of leaves and debris, gutters inevitably clog. From there, it's only a matter of time before storm water pools and stagnates, becoming a beacon and a breeding ground for mosquitoes and other insects, some of which can do real harm to your home. As much as you may dread the chore, it's crucial to keep your gutters clean. Otherwise, you're tempting fate.

Bob Vila is the home improvement expert widely known as host of TV's This Old House, Bob Vila's Home Again, and Bob Vila. Today, Bob continues his mission to help people upgrade their homes and improve their lives with advice online at BobVila.com.

Reprinted from pestworld.org

ALL ABOUT KISSING BUGS AND CHAGAS DISEASE

Dr. Jim Fredericks, Chief Entomologist and Vice President, Technical and Regulatory Affairs
National Pest Management Association



Kissing bug. With such an innocuous name, it may seem as if this bug should be the official mascot of Valentine's Day. However, the insect - named for its habit of biting humans on and around the lips - is a pest and is in no way a symbol of Cupid's holiday. They are typically found in the southern United States, Mexico, Central America, and South America.

Kissing bugs are capable of carrying a parasite that causes Chagas disease, an illness that has afflicted millions of people in South America. The disease is one the Centers for Disease Control and Prevention (CDC) has identified for "public health action." While cases have been extremely rare in the United States, a recent study published in the CDC's Emerging Infectious Diseases journal found that nearly 40 percent of kissing bugs collected in California and Arizona had recently fed on human blood. Researchers said the findings were unexpected because the 11 species of kissing bugs found in the United States were not known to feed on people.

Characteristics of Kissing Bugs
Kissing bugs, (*Triatoma spp.*) are true bugs in the family Reduviidae, are approximately 25mm/1 inch long. While there are a variety of species, they are all generally brown or black with a red, yellow, or brown mark on their abdomen. They are related to the South American barbeiro, or conenose. These bugs feed on blood at night, generally from small mammals and birds but as noted above, sometimes humans as well. The nymphs require a blood meal to support their growth and maturation. It is worth noting, kissing bugs are not associated with bed bugs, a pest more prominent of late for feeding on human hosts.

Threats Posed by Kissing Bugs
The insect's feces can contain the protozoa *Trypanosoma cruzi* which causes Chagas disease. Contact with infected feces, through an open wound, or through the eyes or mouth, can result in disease transmission. For most people who are bitten by a kissing bug, the contact is not a memorable one. In fact, most people who are bitten do not recall the bite and even fewer show any type of reaction. Some, with particular skin sensitivities or allergic reactions to the bug's saliva, will exhibit signs of itching, site swelling, etc.

Symptoms of Chagas Disease
Symptoms of Chagas disease include fever, fatigue, body aches, headache, a rash where the parasite entered the body and swelling around the eyelids. With treatment by a medical professional these symptoms usually fade, but cardiac issues, intestinal problems, and other more serious complications can sometimes develop.

How to Prevent Contact With Kissing Bugs
The primary recommendation for preventing kissing bugs is exclusion – that is, remove entry points from your home:

- Seal cracks and holes, both indoors and out.
- Replace weather-stripping and repair loose mortar around the basement and windows.
- Ensure there is no gap underneath your door; if you can see light from the exterior under a door, insects can fit through the opening into your home.
- In addition, outdoors remove nesting areas and food sources for nuisance wildlife that could serve as hosts for kissing bugs. Debris piles should be regularly removed from your yard. Firewood should be stored at least 20 feet from your house.

There are many closely related bugs that look similar to kissing bugs. If you are concerned that you may have kissing bugs in or around your home, contact a trained and licensed pest professional who can inspect, and if necessary, treat the problem. According to the CDC, the likelihood of contracting Chagas disease in the United States is low, even if bitten by an infected bug. However, if you fear that you may have been bitten by a kissing bug and are concerned about disease exposure, consult a medical professional.

Reprinted from pestworld.org

Want to Get Involved?

The Missouri Pest Management Association is seeking dedicated leaders to serve as Regional Vice Presidents for Region IV and Region V.

REGION IV: Counties of Barry, Barton, Bates, Cedar, Christian, Dade, Dallas, Douglas, Greene, Hickory, Jasper, Laclede, Lawrence, McDonald, Newton, Ozark, Polk, St. Clair, Stone, Taney, Vernon, Webster and Wright.
REGION V: Counties of Butler, Bollinger, Carter, Cape Girardeau, Crawford, Dent, Dunklin, Howell, Iron, Madison, Mississippi, New Madrid, Oregon, Pemiscot, Perry, Reynolds, Ripley, St. Francois, Ste. Genevieve, Scott, Shannon, Stoddard, Texas, and Washington.

KEY RESPONSIBILITIES

- Attend all Board of Directors meetings, contribute to governance and strategy.
- Organize regional meetings when convenient and appropriate for local engagement, development, and MPMA growth.
- Inform regional members of all MPMA activities, announcements, and decisions.
- Report regularly to the Board concerning regional activities, feedback, and issues/ opportunities.

QUALIFICATIONS AND REQUIREMENTS

- Primary business must be within their respective region (Region IV or Region V).
- Must commit to advancing Missouri pest management industry goals and standards.

TERMS OF OFFICE

Regional Vice Presidents shall be elected for a fixed term of two (2) years.



Spring Into Action Against Pests with Teamwork!

Ahh…It's that time of year again, Spring!! When we start to shake off the cold and see glimpses of warmer days ahead. This also means pests will emerge from their winter hideaways to start their new season.

A successful pest management program is a partnership between Pest Control Operators (PCOs) and their customers. By employing an Integrated Pest Management (IPM) approach and working as a team, PCOs can efficiently resolve or prevent pest issues, creating a win-win situation: satisfied customers and reduced service expenses for the PCO.

A key part of this partnership is providing recommendations to correct conducive conditions—specifically, those related to **physical/mechanical issues, cultural practices, and sanitation**. To increase customer acceptance of recommendations, they must understand the "why" for correcting conducive conditions. This "why" should focus on the benefits for the customer, such as faster pest elimination or reducing potential costs from product damage or lost sales for commercial clients. By addressing these factors, we can help customers reduce pest attractions to their homes and businesses.

Let's take a look at some common examples of conducive conditions to look for while servicing customers' homes and businesses.

RESIDENTIAL

- **Leftover fall leaf litter:** Provides cover and harborage for rodents and moisture-attracted pests.
- **Firewood against the home:** Attracts termites, beetles, spiders, and ants.
- **Groundcover vegetation and vines on the home:** Offer coverage for rodents and pathways for ants to enter the structure.
- **Overgrown grass:** Allows hidden harborage or travel paths for rodents and ticks.
- **Thick mulch (3+ inches):** A concern for termites and other moisture-thriving pests, potentially compromising liquid barriers by giving termites a potential "bridge". Thin to 1" for the first 12" against home.
- **Wood to ground contact:** Susceptible to termite attack by absorbing ground moisture, even treated wood over time.
- **Trees and shrubs touching the building:** Provide a pathway for pests like ants to enter.
- **Clogged gutters:** Creates standing water for mosquitoes and other waterborne pests, or debris harborage.
- **Standing water:** Attracts mosquitoes and other pests; remove or treat.
- **Debris or construction material gathering:** Offers hiding spots for rodents, spiders, and wasps

COMMERCIAL

- **Trash and debris build-up:** Attracts pests seeking harborage, nesting materials, or food (e.g., spillage around dumpsters, construction debris, grease pits)
- **Pallets sitting for periods of time on the exterior:** Can harbor rodents and wasps.
- **Standing water:** Attracts pests and creates breeding sites for waterborne pests like mosquitoes. Commercial accounts may have more standing water areas.
- **Interior standing water:** From leaks or clogged drains, attracts pests and creates breeding sites.
- **Overgrown vegetation:** Provides harborage or pathways into the structure.
- **Used rags and aprons:** Leaving these outside at restaurants may attract pests
- **Gaps in walls, doors, windows, or pipes:** Potential pest entry points.

Teamwork is essential for a successful pest management program. Following their recommendations, PCOs should communicate their service steps to demonstrate this partnership.

BITHOR

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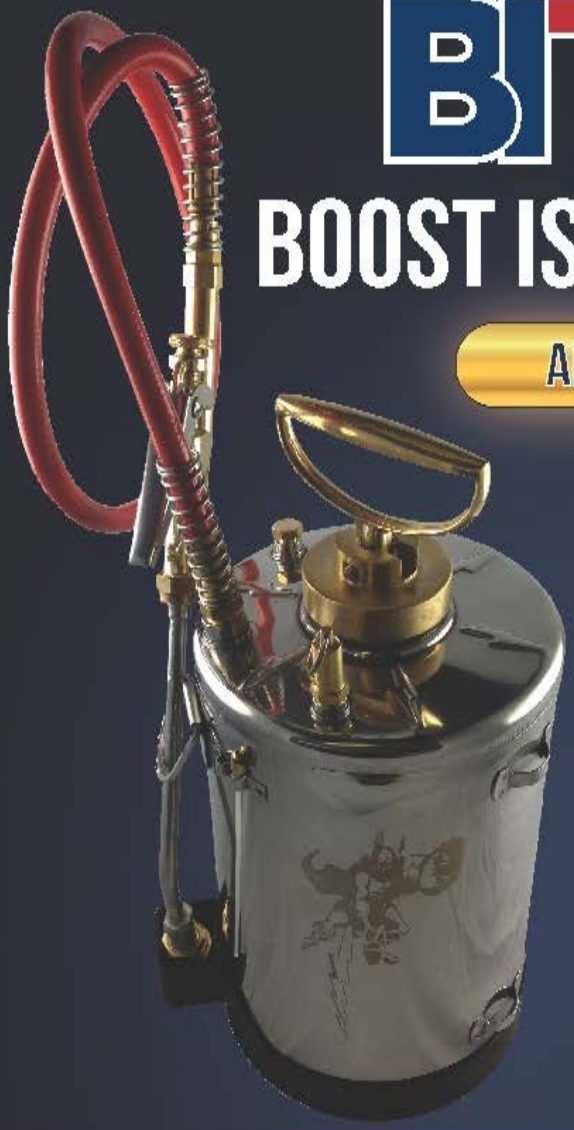
APRIL 1 - AUGUST 31



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Imidacloprid + Bifenthrin

- Dual-active formulation
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- Low-odor, high performance
- Labeled for 100+ pests

FREE ACCUTHOR SPRAYER

With purchase of five BITHOR cases during promotion*
(8" wand)

2026 Bithor SC Case Purchase Rewards*



2 CASES | 3 CASES | 5 CASES | 6 CASES



7 CASES | 8 CASES | 12 CASES | 78 CASES

*Offers valid April 1 – August 31, 2026. Quantities limited. While supplies last.

888-398-3772 ENSYSTEX® ensystex.com

NEW PEST ALERT!

Dr. Emily Althoff, Assistant Extension Professor, Urban Entomology
University of Missouri & Lincoln University

The Asian Needle Ant (*Brachyponera chinensis*) was identified from the Springfield-Branson Airport last fall. The identification is the first record of the Asian Needle Ant in Missouri.

We are not certain of the pathway from which it arrived. However, the ant was originally introduced in Georgia, North Carolina, and Virginia in 1932. It began rapidly expanding in range in the 2000s and has now been identified in 17 states. The insect is difficult to detect due to its inconspicuous appearance and lack of above-ground mound buildings.

The ant can be identified by the following features:

- Workers are wingless and less than 4-5 mm in length
- Head, thorax and abdomen: black in color
- Mandibles and legs are brown, orange-brown

Additionally, the ants cannot walk up smooth surfaces or vegetation well. While the ants are non-aggressive, the Asian Needle Ant poses human health risks as it packs a painful sting, which has a potential for severe allergic response.

These ants regularly inhabit logs, nest underneath stones and leaf litter, and infest mulch beds. They also inhabit agricultural and urban ecosystems such as sidewalks and landscape materials. Thus, it is important to consider their presence when working in such areas.

The largest challenge in managing this pest is that the Asian Needle Ant does not utilize strong trailing behaviors. This results in bait uptake and recruitment being delayed. Research is ongoing to determine best management practices for this species.

Should you encounter the ants in the field, please email Dr. Emily Althoff at emilyalthoff@missouri.edu.



Photo of Asian Needle Ant stinger taken by Dr. Emily Althoff

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"	❒ $203.00	❒ $750.00
1/2 Page *(horizontal)*	7.5" X 4.85"	❒ $131.00	❒ $500.00
1/4 Page	3.6" X 4.85"	❒ $69.00	❒ $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

Technical Assistance

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

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

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

2026-2027 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
☐ A	$0 – 99,999	$95
☐ B	$100,000 – 399,999	$158
☐ C	$400,000 – 499,999	$194
☐ D	$500,000 – 999,999	$221
☐ E	$1M – 2.49M	$252
☐ F	$2.5M – 4.9M	$315
☐ G	$5M – 8.9M	$536
☐ H	Over $9M	$578

ALLIED MEMBERS,
Affiliated & Limited
❑ $150

TABLE B: NPMA DUES

DUES CLASS	ANNUAL SALES VOLUME	NPMA DUES	DUES CLASS	ANNUAL SALES VOLUME	NPMA DUES
☐ A	$0 – 499,999	$205	☐ N	$4.5M – 4.9M	$2,279
☐ B	$500,000 – 599,999	$415	☐ O	$5M – 5.9M	$2,483
☐ C	$600,000 – 699,999	$499	☐ P	$6M – 6.9M	$2,898
☐ D	$700,000 – 799,999	$583	☐ Q	$7M – 7.9M	$3,308
☐ E	$800,000 – 899,999	$662	☐ R	$8M – 8.9M	$3,722
☐ F	$900,000 – 999,999	$746	☐ S	$9M – 9.9M	$4,137
☐ G	$1M – 1.49M	$830	☐ T	$10M – 10.9M	$4,552
☐ H	$1.5M – 1.9M	$1,034	☐ U	$11M – 11.9M	$4,961
☐ I	$2M – 2.49M	$1,244	☐ V	$12M – 12.9M	$5,376
☐ J	$2.5M – 2.9M	$1,454	☐ W	$13M – 13.9M	$5,791
☐ K	$3M – 3.49M	$1,654	☐ X	$14M – 14.9M	$6,206
☐ L	$3.5M – 3.9M	$1,864	☐ Y	$15M – 19.9M	$6,615
☐ M	$4M – 4.49M	$2,069			

ANNUAL REVENUE FOR ALL U.S.
Over $20M - Contact npma@pestworld.org & missouripest@gmail.com.

MEMBERSHIP CATEGORIES

❑ **ACTVE 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 wet 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

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