Hello,

Welcome to the summer addition of the MPMA Advocate. It's been a pretty good year so far. The termite season in Southwest Missouri was average but still allowed for revenue increases. The ants and general pests on the other hand have been incredible for us. I hope that you have experienced the same and are halfway thru a successful year.

By this time you should have received your mailing for annual dues to the MPMA. If you haven’t, all the information that you need will be in this publication. Your dues help the association provide the training meetings and recertification events that are coming up in August at the Double Tree hotel in Jefferson City. Remember to schedule an extra day on Thursday and join us for a day of golf and fellowship. Thursday night its Bocce ball at Prison Brews. I hope to see you there.

I think that it’s important for you to get to know the board members of the MPMA. These men and women donate their valuable time to help us stay informed of the challenges and changes of our industry. This quarter I would like you to meet Mr. Ron Lang. Ron serves as our Regional Vice President for region II.

He also is the chair for our Awards and Nominating committee. Ron is a 20 year veteran of the Pest Management Industry. To get to know Ron a little better check out their website for Havener’s Termite and Insect control. www.Havenerstermite.com

In closing I want to thank each and every member for your continued support as we face an ever changing environment in the Pest Management Industry.

See you in August!

Randy

Randy Coleman, ACE
MPMA President
Alert One Pest Control Inc.
www.Alertonepestcontrol.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
The ADVOCATE

CALENDAR
OF EVENTS

August 16, 2018
Board Meeting and PAC Fundraisers
MPMA Office

August 17, 2018
August Recertification
Double Tree Hotel
Jefferson City, MO

October 23-26, 2018
PestWorld 2018
Wald Disney World Swan &
Dolphin Resort
Orlando, FL

November 27-28, 2018
Global Bed Bug Summit
Sheraton Denver Downtown Hotel
Denver, CO

December 3-5, 2018
Joint Annual Conference
Missouri Pest Management Association and
Kansas Pest Control Association
Stoney Creek Hotel &
Conference Center
Independence, MO

INSIDE THIS ISSUE

FARM BILL PASSES HOUSE AG COMMITTEE

CHOOSE YOUR WORDS CAREFULLY

AUGUST RECERTIFICATION INFORMATION

DO YOUR OFFER IRRESISTIBLE

HOW TO REQUEST TESTIMONIALS FROM YOUR CUSTOMERS

ANNUAL CONFERENCE & EXPOSITION INFORMATION
**2018 Farm Bill Passes House Ag Committee**

On Wednesday April 18th, the House Agriculture Committee passed the Agriculture and Nutrition Act, H.R. 2 (the “Farm Bill”) out of committee. The Farm Bill passed on a straight partisan line vote, with the Republicans in the majority and the ability to pass the Farm Bill without bipartisan support. NPMA attended the mark-up in which the majority of the debate and disagreement continued to focus on nutrition funding levels and worker requirements for the supplemental nutrition assistance Program (SNAP), aka food stamps.

As the committee reviewed and debated the entire Farm Bill, when the Horticulture title IV (which includes our pesticide issues) was brought up, no debate or discussion was had and no objections or further clarification was needed. This is a positive development, considering we expected there to be some disagreement over some of the provisions contained in this title involving pesticide regulatory reform.

BUT......we need your help in this process! Last week NPMA members sent nearly 500 messages in one week, but now we need to do it again and send this action alert onto others. We've begun to see the first efforts by Beyond Pesticides to mobilize their constituents in opposition of our language. So please click here to send a positive message to your elected official, urging their support for the Farm Bill, and how not passing the farm bill will harm your ability to provide pest management services jeopardizing the public health of constituents in their districts.

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**Zoecon Professional Products Launches Botanical Essentria Wasp or Hornet Spray**

The Zoëcon Professional Products division of Central Life Sciences announces the addition of Essentria® Wasp & Hornet Spray to its lineup of green pest control formulations. The new aerosol features botanically based active ingredients, designed to be used indoors and outdoors to control wasps, hornets, yellow jackets and spiders.

“Essentria Wasp & Hornet Spray is the newest addition to the Essentria family of natural products,” said Tony Schultz, Business Manager for Zoëcon Professional Products. “Featuring essential oil active ingredients, the comprehensive Essentria line includes a variety of formulations to ensure maximum flexibility for pest control professionals.”

Essentria® Wasp & Hornet spray features peppermint oil and sodium lauryl sulfate, providing immediate knockdown of target insects through foaming action when applied directly to nests. Spraying up to 20 feet, Essentria® Wasp & Hornet Spray is ideal for hard-to-treat areas such as eaves and attics. Available in a 16-oz. aerosol can, the indoor/outdoor formulation is water-based.

To learn more about Essentria® Wasp & Hornet Spray and the comprehensive Essentria® lineup of botanically based pest control solutions from Zoëcon Professional Products, visit Zoecon.com.
Zenproxx® X tend Aerosol is the most recent premium performer from Zoécon. By combining five active ingredients including insecticides, an insect growth regulator, and a synergist, Zenproxx® X tend Aerosol quickly kills and controls more than 25 labeled adult insects. Its flexible delivery options – a crack-and-crevice actuator, indoor/outdoor approvals and System III® compatibility – provide pest management professionals with a powerful all-in-one solution to extend the reach of insect control protocols.

Contact your local sales representative Jake Clabaugh at 816-469-9682 or visit ZoeconFieldGuide.com to learn more.

Zenproxx and Zoecon with design are registered trademarks of Wellmark International. System III is a registered trademark of BASF Corporation. Central Life Sciences with design is a registered trademark of Central Gardens & Pet Company. ©2018 Wellmark International.

THE AEROSOL
THAT EXTENDS
YOUR REACH.
Active Ingredients That Do More.
BASF Launches Pest Perks Program to Reward Pest Management Professionals for Your-Long Purchases Across Entire BASF Pest Portfolio

Pest management professionals (PMPs) will now be able to receive rewards for purchasing solutions from the entire BASF pest portfolio through the company’s Pest Perks program.

The Pest Perks program provides cash savings on purchases, throughout the year, of general pest and termite solutions, including leading Termidor® termiticide/insecticide. Unlike other loyalty programs, there is no forced qualification period. PMPs have all year to achieve maximum savings by reaching the highest rebate level with qualifying purchases.

"Pest Perks works on PMPs' purchasing schedule, so they can buy when it's right for them," said Scott Cole, Marketing Manager, BASF Professional & Specialty Solutions. "We are combining the largest and most innovative pest control portfolio with a program that truly rewards customers, providing them with the best savings and solutions for various pest."

Customers qualify by purchasing a total of $3,000 on two or more of BASFs newest pest innovations, including Trelona® ATBS Annual Bait Stations, Fendona™ CS Insecticide, Selontra® Rodent Bait and Alpine® Cockroach Gel Bait Rotations 1&2, and by reaching one of five rebate levels with appropriate additional purchases. Once qualified, the rebate level applies to all BASF pest control purchases made throughout the year, including all discounted Termidor termiticide/insecticide products. The program runs now through December 31, 2018, and PMPs that qualify are automatically enrolled.

BASF Launches Selontra Rodent Bait That Provides Fast Colony Kill in as Few as Seven Days

BASF, the world’s leading manufacturer of Pest Management Solutions, has introduced Selontra® rodent bait, an innovative soft bait formulation that offers pest management professionals and poultry and livestock growers fast, efficient and effective rodent control.

"BASF has spent the last five years researching, developing and field testing this product," says Jason Meyers, Technical Service Representative in Professional and Specialty Solutions for BASF. "We collaborated with customers to give them the solution they seek."

Selontra rodent bait’s patented formulation uses the active ingredient cholecalciferol. The rodent bait demonstrates proven palatability and is readily consumed by rats and mice in U.S. field trials, even when other food sources are available. No resistance to cholecalciferol has been found in rats or mice, and the development of resistance is considered highly unlikely because of its mode of action.

In addition, field studies have shown that this new formulation delivers fast colony kill, using less bait than traditional rodenticides, and is also effective at killing anticoagulant-resistant rodents. Selontra rodent bait achieved complete control of infestations in as few as seven days. It also provides a shorter baiting program that requires less labor and materials to kill rodent populations. Further, Selontra rodent bait is especially durable in the environment, remaining stable and intact in extreme temperatures ranging from 0 to 177 degrees Fahrenheit.

"Selontra rodent bait gives pest control and farm operators a fast, efficient and effective baiting system that helps them to take on the toughest infestations," Meyers said.
The ADVOCATE

Choose Your Words Carefully

Uncle John can never remember without looking it up that Washington, D.C., is the capital, and the building where Congress meets is the Capitol. Here are some more word pairs that drive him crazy.

Flaunt ... or ... Flout?
- To flaunt something is to display it ostentatiously. When people flaunt their wealth, they are showing off to impress others or make them envious.
- To flout something, such as a rule or a law, means to openly disregard it, often in a mocking or contemptuous fashion.

Prescribe ... or ... Proscribe?
- Prescribe means to authorize or establish something as a rule or a guide, such as when a doctor prescribes medication to a patient.
- Proscribe means to forbid, denounce, or condemn. Example: Smoking is proscribed in most government buildings; if you want to smoke, you have to step outside.

Enormity ... or ... Enormousness?
- Enormity refers to the large scale of something evil or morally wrong, such as the enormity of a murderer’s crimes.
- If you’re describing the giant size of something in a context where no negative moral judgment is implied, believe it or not, the correct word to use is enormousness (or, if that sounds too weird, immensity). Though it’s common for people to use the word enormity in a neutral context—"the enormity of the task at hand," for example—purists consider this usage to be incorrect.

Compliment ... or ... Complement?
- Compliment means to express praise or admiration.
- Complement means to add to something in a way that improves it, such as when an attractive scarf or necktie complements an outfit.

Auger ... or ... Augur?
- An auger is a tool similar to a drill that is used to bore holes in wood, ice, dirt, or some other substance.
- Augurs were ancient Roman priests who studied natural phenomena (especially the flight of birds) for signs indicating whether the gods approved or disapproved of human activities. If such signs did not augur well for an upcoming battle, election, or some other planned action, it could be delayed or canceled until the gods were in a better mood.

Ensure ... or ... Insure?
- Ensure and insure are largely interchangeable. Both mean "to make certain that something will happen." Putting on a coat can both ensure and insure that you will be warm when you go outside.
- The words are not interchangeable where insurance policies are concerned: people can buy insurance, but they can’t buy ensurance.

Precipitate ... or ... Precipitous
- Precipitate can mean to cause something to happen suddenly or prematurely—the spilled drink precipitated a barroom brawl. It can also refer to rain.
- Precipitous, on the other hand, means steep. Example: In 2008 there was a precipitous drop in U.S. home sales.

Discreet ... or ... Discrete
- When someone is discreet, they are being cautious and showing good judgment.
- When something is discrete, it is separate and distinct from other things. The individual pieces of a jigsaw puzzle, for example, are discrete objects that are placed together to complete the puzzle.

Adverse ... or ... Averse
- Adverse means "harmful, unfavorable, or inhibiting success," and is applied to situations or conditions. Prolonged drought, for example, has an adverse effect on crop yields.
- Averse means "opposing or having a strong dislike," and usually describes someone’s attitude. A person’s shyness makes them averse to reading their own writing aloud. (Note: Because the Latin origin of averse means "turn from," purists prefer "averse from," but "averse to" is more commonly used.)

Council ... or ... Counsel
- A council is a group of people who serve as administrators or advisors.
- To counsel someone means to give them advice or to recommend a course of action. In the legal profession, attorneys on opposing sides of a court case are called counsels for the prosecution and for the defense. The advice given can also be referred to as counsel.

Reprinted from Uncle John’s Factastic Bathroom Reader
Missouri Pest Management Association

Annual Recertification & Golf Tournament Fundraiser
August 16-17, 2018 ~ DoubleTree Hotel ~ Jefferson City, MO

Thursday, August 16
10:00 am  Board of Directors Meeting  MPMA Office
12:00 Noon  PAC Fund-Raiser Golf Tournament  Railwood Golf Club (shot gun start)
6:00 pm  Bocce Tournament (2-person teams), Prison Brews

Friday, August 17
7:30 am  Registration
8:00 - 9:00 am  Rodents by Kyle Youngstrom, Bell Laboratories
9:00 - 10:00 am  Termite Baiting and Biology by Neil McNeill, Dow Agro Sciences
10:00 am  Break
10:15 - 11:15 am  Bed Bugs Biology and Control by Travis Chambers, BASF
11:15 - 12:15 pm  Ants by Nate Peterson, Bayer
12:30 pm  Lunch
1:15 - 2:45 pm  Spiders by Nate Peterson, Bayer
2:45 - 3:45 pm  Mosquitos by Jake Clabaugh, Zoecon
3:45 - 4:45 pm  Safety and Labels, Pesticide Waste Disposal, Container Cleaning and Disposal and Spill Reporting by Harry Connoyer, Harry’s Consulting and Pest Supplies
4:45-5:15 pm  Missouri Department of Agriculture by Dan Judy and Mark Nachreiner, Missouri Department of Agriculture
(Sources of Groundwater Contamination handouts will be distributed.)
Missouri Pest Management Association

Annual Recertification & Golf Tournament Fundraiser
August 16-17, 2018 ~ DoubleTree Hotel ~ Jefferson City, MO

Recertification Credits
⇒ Kansas Department of Agriculture approved for: PENDING
⇒ Missouri Department of Agriculture approved for: Certified applicators and pesticide technicians licensed in category 7A-General Structural Pest Control and category 7b-Termite/WDO Pest Control.
⇒ Illinois Department of Public Health approved for: 6 hours of recertification credit under the provisions of the Structural Pest Control Act and Code. “Missouri Department of Agriculture” topic is not approved for Illinois technicians.
⇒ Arkansas State Plant Board approved for: all structural categories.

Hotel Information
DoubleTree Hotel, 422 Monroe Street, Jefferson City, Missouri 65101, has a block of rooms reserved at a special rate of $104.00 for single or double occupancy until July 18, 2018. Call 573-632-4142 for reservations and ask for the MO Pest Management negotiated rate plan or go to http://group.doubletree.com/MissouriPestControlAssociation

Golf Tournament
The PAC fundraiser golf tournament is planned for August 16 at the Railwood Golf Club, 12925 County Road 4037, Holts Summit, Missouri 65043. It will be a shotgun start at 12:00 noon.

Bocce Tournament
The Bocce tournament is planned for August 16 at Prison Brews, 305 Ash Street, Jefferson City, Missouri 65101. It is $20 for a team of two participants.

PAYMENT OPTIONS
Payment must accompany registration form

☐ Check Enclosed   ☐ Invoice Me
☐ MasterCard/Visa/Discover/American Express

Card # ____________________________
Exp. Date _________________________

Detach and mail payment to:
MPMA, 722 E. Capitol Avenue, Jefferson City, MO 65101
573-761-5771 ~ Fax: 573-635-7823
Email: missouripest@gmail.com

<table>
<thead>
<tr>
<th>FEES</th>
<th>Amount</th>
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<tbody>
<tr>
<td>$100</td>
<td>Member Fees (includes materials, breaks and lunch)</td>
</tr>
<tr>
<td>$175</td>
<td>Non Member Fees (includes materials, breaks and lunch)</td>
</tr>
<tr>
<td>$65</td>
<td>Golf Tournament</td>
</tr>
<tr>
<td>$20 per team</td>
<td>Bocce Tournament Teammate ________________</td>
</tr>
</tbody>
</table>

Add 10% if registering after August 10, 2018.

$ ________________ Total Amount Enclosed
Do Your Employees Lie to You?

PAT VANHOOSER

Let’s face it – some people are just liars. It starts when they are about 3 years old and they never grow out of it. The saying, “if his lips are moving you know he’s lying” got started somewhere! I know plenty of owners who are liars, too. Remember, leadership comes from the top down. But today we are talking about people who work for us. When you catch them in a lie, what do you do? That depends.

The first thing to consider is - are you the type of boss who will accept the truth? One time we had an employee back over a bird bath. That told me he wasn’t looking in the direction he was going. Instead of a bird bath, it could have been a child. That’s pretty serious. Since we covered this kind of thing on a regular basis in our company safety meetings I was not happy. But we also covered the necessity of being honest, no matter what the consequences. It will always be worse if I find out later that you lied. Our solution was to have another company meeting that went over the importance of looking where you’re going and having everyone who drives a company vehicle demonstrate they could actually look behind them when backing up. Then they all signed the sheet that said they understood this is a company policy and it was added to the employee manual.

You do this for two reasons: if one person made that mistake others could, too. And you have proof you addressed and retrained on the problem so that if it happens again you are somewhat covered when someone tries to sue you for negligence.

As someone who has been on the employee side, I understand the temptation to lie about mistakes. We all make them, including me! I knew the guy who ran over the bird bath would rather the entire incident just blow over and it would have been easy to lie and say he wasn’t responsible for the accident. He could have said he had no idea how that happened – it was fine when he left. However, our culture was one that a mistake would be retrained, but a lie would get you fired.

I have seen managers and owners berate employees when they have made an error in judgement. They make the associate feel like an idiot and embarrass them in front of their coworkers. If your shop runs like this I guarantee your employees are lying to you. And one day that is going to cost you BIG.

If employees don't trust you enough to tell you the truth you have some serious problems in your organization. In order for them to do this you have to be fair, compassionate and keep your temper in check. Good people make mistakes and that’s just part of owning a business.

If, however, they are compulsive liars no matter what you do...they can't stay. You can’t run a business if you don’t trust the people who represent you.
Top ten benefits of membership.

- Health Insurance Exchange program
- Online Education at the NPMA Resource Center
- Complimentary Human Resource Consulting
- Employee Recruitment Tools
- Discounted Trucks Through Nissan
- Free Royalty-Free Professional Pictures
- Background Screening
- Collections Services
- NPMA Community Web Site
- National Consumer Exposure to Help Grow Your Business

DON’T FORGET TO UPDATE YOUR MEMBER PROFILE!

You can:
- Identify the topics that are important to you so that we can send you information you want to hear about
- Update your service area zip codes for Find-a-Pro
- Add or remove employees from your company roster
- Download your membership certificate

Questions on any of these programs? Email npma@pestworld.org for information or visit the online member center at npmapestworld.org.
Mitch Clevenger presented the award to Dub Hayes.
The answer to improving response from your direct mail may be improving your offer. What is the best offer you can afford to make? Think of your customers and what it is that they value.

Here are some ideas:
1. A discount for new customers.
2. A free add-on service.
3. A free seminar.
4. A free report.
5. A tour of your facility.
6. A free networking event.
7. A coupon for a free pizza for new clients.
8. A free premium (like a Mag light or some other advertising specialty of some value to the recipient).
10. Discount on new service programs.

June Van Klaveren, owner of Compelling Communications, helps her clients attract and keep customers. To contact her, call 636-394-4148 or email june@compelcom.com.
How to Request Testimonials From your customers
June Van Klaveren

One of the most effective marketing tools comes in the form of just words! Customer testimonials provide third party, credible endorsements of your product or service and are generally believable.

Sometimes, however, we don’t really know how to go about getting testimonials? Here are some ideas.

1) When your customers indicate verbally that your work is excellent and that they are pleased, ask if they will put those thoughts in writing. OR
2) Ask if you can use the verbal comments as testimonials to your good work. Then write their comments and have the customer review it for accuracy.
3) If it’s a business customer, ask for a letter on the company’s letterhead.

Once you have the testimonials, use them:
1) on your website
2) in your direct mailings
3) in your newsletter
4) in your ads
5) in any other printed or online materials.
6) Collect testimonials on the customer's letterhead in a notebook that you can use when making sales presentations.
**JOINT ANNUAL CONFERENCE & EXPOSITION**

Missouri Pest Management Association &
Kansas Pest Control Association

Stoney Creek Hotel & Conference Center
Independence, MO
December 3-5, 2018

**Monday, December 3, 2018**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>8:30 am</td>
<td>ACE Training Registration</td>
</tr>
<tr>
<td>9:00 am</td>
<td>ACE TRAINING Instructors: Jeffery Preece, BCE</td>
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<tr>
<td>12:00 noon</td>
<td>Lunch</td>
</tr>
<tr>
<td>1:00 pm</td>
<td>ACE Testing</td>
</tr>
<tr>
<td>5:30 pm</td>
<td>MPMA Board Meeting</td>
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<tr>
<td>6:30 pm</td>
<td>Exhibitor Set-up</td>
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**Tuesday, December 4, 2018**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 am</td>
<td>Registration, Continental Breakfast and Exhibitor Hall Opens</td>
</tr>
<tr>
<td>8:00 - 9:00 am</td>
<td>RODENTS by Kyle Youngstrom, Bell Laboratories</td>
</tr>
<tr>
<td>9:00 - 10:00 am</td>
<td>MOSQUITOS AND TICKS by Dr. Nicky Gallagher</td>
</tr>
<tr>
<td>10:00 - 11:00 am</td>
<td>ROACHES by Dini Miller, PhD, Virginia Tech, College of Agriculture and Life Sciences</td>
</tr>
<tr>
<td>11:00 - 12:00 noon</td>
<td>BED BUGS by Dini Miller, PhD, Virginia Tech, College of Agriculture and Life Sciences</td>
</tr>
<tr>
<td>12:00 noon</td>
<td>Luncheon with Exhibitors</td>
</tr>
<tr>
<td>1:00 - 2:00 pm</td>
<td>SAFETY AND LABELS, PESTICIDE WASTE DISPOSAL, CONTAINER CLEANING AND DISPOSAL AND SPILL REPORTING by Harry Connoyer, Harry’s Consulting &amp; Pest Supplies</td>
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**MISSOURI Breakout Sessions**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>2:30 pm</td>
<td>CARPENTER ANTS by Dr. Nicky Gallagher</td>
</tr>
<tr>
<td>3:30 pm</td>
<td>TERMITES by Neil McNeill, Dow Agro Sciences</td>
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<tr>
<td>4:30 pm</td>
<td>Missouri Core Hour</td>
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<tr>
<td>5:30 pm</td>
<td>Cocktail Reception with Exhibitors</td>
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**KANSAS Breakout Sessions**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>2:30 pm</td>
<td>ANT CONTROL by Dr. Michael Bentley, NPMA</td>
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<tr>
<td>3:30 pm</td>
<td>RODENT INSPECTION &amp; CONTROL TECHNIQUES by Howard Franklin, Liphatech</td>
</tr>
<tr>
<td>4:30 pm</td>
<td>Kansas Core Hour</td>
</tr>
</tbody>
</table>
Wednesday, December 5, 2018

7:00 am  Registration and Continental Breakfast
8:00 - 9:00 am  WOOD DESTROYING INSECT INSPECTIONS by Jeffrey Tucker, BASF
9:00 - 10:00 am  WOOD INFESTING BEETLES by Jeffrey Tucker, BASF
10:00 - 10:30 am  Break
10:30 - 11:30 am  LABELS AND THE LAW by Howard Franklin, Liphatech
11:30 - 12:30 am  TERMITE BAITING by Jeffrey Tucker, BASF
12:30 – 1:00 pm  Luncheon with Exhibitors
1:00 - 2:00 am  TERMITE BIOLOGY AND CONTROL by Jeffrey Tucker, BASF
2:00 - 3:00 pm  WDO CONTROL & TREATMENT by Brittany Campbell, NPMA
3:00 - 4:00 pm  CARPENTER ANTS by Brittany Campbell, NPMA
4:00 - 5:00 pm  Kansas Core Hour
5:00 pm  Adjourn

Hotel Information

The Stoney Creek Hotel and Conference Center is the location for the MPMA/KPCA Annual Conference and Exposition. The Stoney Creek Hotel is located at 18011 Bass Pro Drive, Independence, MO 64055. A special hotel rate of $109.00 single or double occupancy will be available to those participating in the Annual Conference. Deadline for hotel reservations is November 16, 2018. For reservations call 800-659-2220.
Stays where others can’t.

Lasts where others won’t.

Get unstoppable staying power for tough conditions.

Suspend Polyzone is formulated to stay where it’s applied for up to 90 days—even in tough, wet conditions. And now with its new, expanded label that includes food-handling locations, it keeps working in more places than ever before.

food-handling areas // barrier treatments // mosquito control

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# 2018-2019 Board of Directors

## President
Randy Coleman, ACE  
Alert One Pest Control, Inc.  
PO Box 3131  
Joplin, MO 64803  
417-624-5144 ~ Fax: 417-624-2779  
flavipes80@hotmail.com

## President Elect
Gary Schuessler  
Advanced Pest Control Systems, Inc.  
821 Progress  
Cape Girardeau, MO 63701  
573-334-4215 ~ Fax: 573-339-1651  
gary@advpest.com

## Secretary/Treasurer
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Arenz Pest Management Solutions  
PO Box 1062  
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636-797-2880 ~ Fax: 636-797-2969  
arenzs@sbcglobal.net

## Immediate Past President
Mitch Clevenger, ACE  
Bugs Fear Us Pest Management  
PO Box 162  
Columbia, MO 65205  
573-489-6785  
mitchclevenger@gmail.com

## Region I VP
Janet Preece (term expires 2018)  
Zip Zap Termite & Pest Control  
PO Box 46936  
Gladstone, MO 64188  
816-452-5960 ~ Fax: 816-452-1053  
jeffpreece@zipzappestcontrol.com

## Region II VP
Ron Lang (term expires 2018)  
Havener’s Termite and Insect Control, Inc.  
819 W. Jackson  
Owensville, MO 65066  
573-437-2031 ~ Fax: 573-437-4117  
htermite@fidnet.com

## Region III VP
Mitch Kluwe (term expires 2018)  
SEMO Termite and Pest Control, Inc.  
PO Box 67  
New Melle, MO 63365  
636-398-5776 ~ Fax: 636-828-4898  
semopest@gmail.com

## Region IV VP
Brad Dutoit, BCE (term expires 2018)  
Jones Pest Control, Inc.  
1333 S. Appomattox Avenue  
Republic, MO 65738  
417-732-1007 ~ Fax: 417-732-1007  
jonespest@sbcglobal.net

## Region V VP
Elizabeth Knote (term expires 2018)  
Cape Kil Pest Control Company  
33 N. Frederick Street  
Cape Girardeau, MO 63701  
573-334-3002  
eknote@yahoo.com

## Committees & Chairpersons

### Education and Training
Larry Hodson, John Myers, Janet Preece

### Government Affairs
Elizabeth Knote

### Political Action (PAC)
Gary Schuessler

### Awards and Nominating
Ron Lang

### Membership/Public Relations
Regional VPs

### Missouri Housing Industry Alliance
Steve Arenz

### Newsletter/Website
Brian Pickens

### Hall of Fame Committee
Jeremiah Ryden, Mitch Kluwe, Brad Dutiot, Darryl Franke

## Allied Representative
Brittany Hopper (term expires 2018)  
Univar USA  
12111 Bridgeton Square Drive  
Bridgeton, MO 63044  
314-705-6749 ~ Fax: 314-770-1760  
Brittany.hopper@univarusa.com

## Directors at Large

### Region I
Larry Hodson, Jr. (term expires 2019)  
Big River Pest Management  
220 W. 72nd Street  
Kansas City, MO 64114  
816-523-0777  
lhodson@bigriverpestcontrol.com

### Region II
John Myers, ACE (term expires 2019)  
Gunter Pest Management  
1920 Orchard Avenue  
Hannibal, MO 63401  
573-221-1400 ~ Fax: 573-248-1132  
JMyers@gunterpest.com

### Region III
Brian Pickens (term expires 2019)  
Expert Pest Solutions  
6001 N. 9th Avenue  
Ozark, MO 65721  
417-413-4776  
brian@expertpests.com

## Executive Director
Sandra Boeckman  
722 E. Capitol Avenue  
Jefferson City, MO 65101  
573-761-5771 ~ Fax: 573-635-7823  
missouripest@gmail.com  
www.mopma.org
2018-19 MEMBERSHIP RENEWAL/APPLICATION

Dues run July 1 through June 30. Please complete the information listed below, verify information with your signature and mail in the corresponding dues amount. Make check payable to MPMA and mail to: 722 E. Capitol Avenue, Jefferson City, MO 65101. If you have questions, call 573-761-5771.

Company Name: __________________________________________________________________________________
Company Representative: ___________________________________________________________________________
Address: _________________________________________________________________________________________
City/State/Zip: ____________________________________________________________________________________
Phone: _______________________ Fax: _______________________ Email: __________________________________

<table>
<thead>
<tr>
<th>For Companies with Annual Sales Volume of…</th>
<th>Annual MPMA/NPMA Dues are…</th>
</tr>
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<tbody>
<tr>
<td>$0 - $100,000</td>
<td>$205.50</td>
</tr>
<tr>
<td>$100,001 - $200,000</td>
<td>$265.50</td>
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<tr>
<td>$200,001 - $500,000</td>
<td>$375.00</td>
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<tr>
<td>$500,001 - $1,000,000</td>
<td>$703.50</td>
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<tr>
<td>$1,000,001 - $2,500,000</td>
<td>$990.75</td>
</tr>
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(Membership dues increase effective July 1, 2018)

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

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

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

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

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