

The Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION



FROM THE PRESIDENT

Fellow PCO's

Summer is here! Hope your businesses are doing well.

Please pay close attention to the changes sent to us by the Missouri Department of Agriculture. Our deadline to comment to the changes is July 22nd, which is also the same day for public hearings, at 10:00 am, in Jefferson City.

I hope you received an email that outlined how to review the changes and proposed changes. If you have not received this email or if you are aware of non-members that need this information, please reach out. It is so important to all pest control operators.

Each of us should be familiar with these changes so please make it a point to review them. We are doing so and have been keeping our membership aware of how we anticipated training changes. I also know that we have a top-notch education committee that will adjust along with you. Hopefully you have had a chance to come to one of our recertifications and learn from some of the best in the business.

Please join us at the next recertification, Friday, August 23rd, in Jefferson City. This will provide the training to renew your license and will be good for the next 3 years. Our vendors also join us at our recertifications and would love to share information and products available in our industry at this time.

As you will see in the changes, starting January 1st, 2025, retraining will be in each category you hold. As training develops, and it will, by getting retraining this year, you will be able to digest the changes before your next required retraining, even if you are not due to do so this year.

There is also a new license, Noncertified RUP Applicator. The proposed rules for this and the process for obtaining this license is reviewable also.

Remember, these changes and rules will only increase the professionalism in our businesses.

I hope each of your businesses are productive. Remember to encourage those who may not be members, to check out what our associations, both National and Missouri, and what they provide in education and legal representation that effect our livelihood.

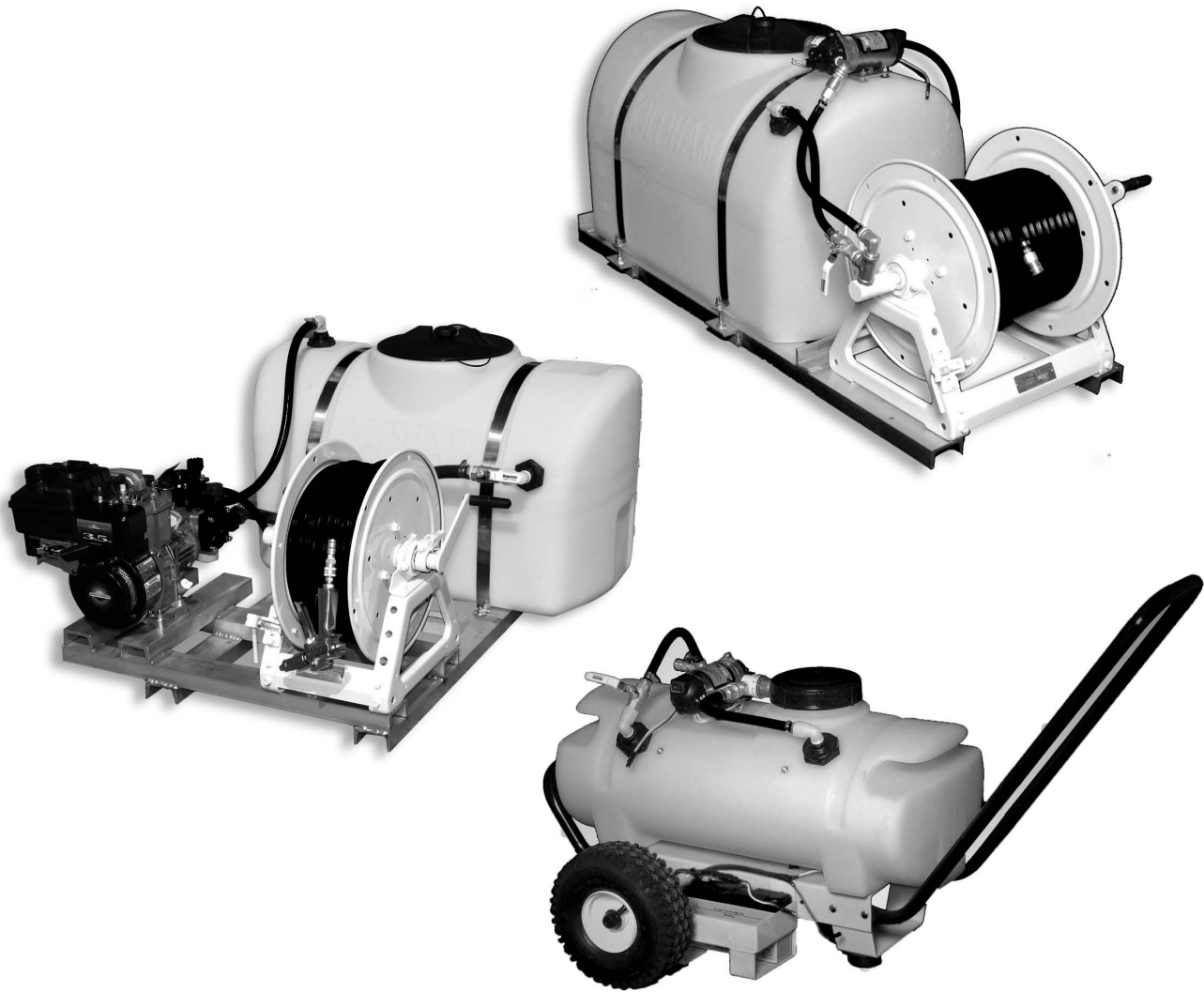
Blessings!

Steve

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

Oldham

chemicals company, inc



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

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

MISSOURI PEST MANAGEMENT ASSOCIATION
BOARD OF DIRECTORS

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MISSOURI HOUSING INDUSTRY ALLIANCE -
Steve Arenz

NOMINATING - MPMA Executive Committee (Officers)

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

Mark Your
CALENDAR

August 22, 2024

**Board Meeting,
Golf & Bocce Tournament
PAC Fundraisers**

MPMA Office
Oak Hills Golf Course/Prison Brews
Jefferson City, MO

August 23, 2024

August Recertification

Courtyard by Marriott
Jefferson City, MO

October 11, 2024

Board Meeting

MPMA Office (zoom)
Jefferson City, MO

October 22-25, 2024

PestWorld 2024

Gaylord Rockies Resort &
Convention Center
Denver, CO

December 4-6, 2024

**Annual Conference
& Exposition**

Stoney Creek Hotel
Independence, MO

Legislative Update

Senator Mike Bernskoetter (MPMA Past President)



This past session the Missouri General Assembly worked hard on passing several major pieces of legislation. These include SB 727, a major education bill that will see additional funding of nearly half a billion dollars to public education once it is fully implemented. This legislation also provided for increasing the minimum state teacher salary to \$40,000 per year. This is especially important for the rural and out-state areas of Missouri where we have seen teacher salaries lag for years.

This legislation also increases the amount of funding available for Educational Saving Accounts, which can be used by parents to help cover the costs of private education for their children. This bill was several years in the making and will have a positive impact on the education of our children for years to come.

We also passed SB 754, a major public safety and judicial bill that is full of different changes and fixes. This legislation came about from direct work with our local law enforcement agencies and prosecutors' offices. The bill changes the age juveniles can be certified as adults for certain felony charges from 12 to 14 years of age. In a piece that I directly worked on, the legislation also makes changes to statute to state if you are a juvenile, and guilty of 2nd degree murder, where you knowingly end the life of someone

else, you are not eligible for parole once you have served 15 years of your prison term. People that have committed such a heinous crime should not be on our streets.

This bill also outlawed celebratory gunfire that has led to the death of innocent bystanders from recklessly discharging a firearm within city limits. It is known as Blair's Law and named after a little girl in Kansas City who lost her life in a situation of recklessly discharging a firearm while celebrating a holiday.

Finally, we were able to pass HB 2111 which expands the powers of the state auditor. This legislation will allow the State Auditor to have more ability to root out waste, fraud and abuse across our government. I am glad we are doing more to allow our Auditor to protect taxpayer dollars at a time when there is so little accountability on what money the federal government is spending.

We were able to accomplish all of this without raising taxes or spending beyond our means in the state budget. Something that I am very proud of. At a time of economic uncertainty, I do not want us to be raising taxes or going into deficit spending.

Senator Mike Bernskoetter
6th Senatorial District
Capitol Building, Room 416
Jefferson City, MO 65101
573-751-2076

Harry's Consulting & Pest Supplies LLC

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

*Harry Connoyer, Owner
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SYNGENTA PROFESSIONAL SOLUTIONS ANNOUNCES TWO NEW ACTIVE INGREDIENTS: PLINAZOLIN® TECHNOLOGY AND TYMIRIUM® TECHNOLOGY

Upon registration, PLINAZOLIN technology will provide a new insecticide active ingredient and mode of action, and TYMIRIUM technology will provide a new active ingredient for nematode and disease protection

Syngenta announced today two new active ingredients (AIs) pending registration with the Environmental Protection Agency (EPA) for use in its Professional Solutions markets: *Isocycloseram*, a broad-spectrum insecticide AI, which will be marketed as PLINAZOLIN® technology, and *cyclobutrifluram*, a nematicide and fungicide AI to be marketed as TYMIRIUM® technology.

“Syngenta is proud to maintain its commitment to research and innovation, which lead to solutions that meet the evolving needs of our customers in the turf, ornamentals and professional pest management industries,” said Scott Reasons, head of Syngenta Professional Solutions in the Americas. “These novel active ingredients complement our current portfolio by increasing the level of control, broadening the pest control spectrum and helping to mitigate resistance.”

PLINAZOLIN technology will control insects by contact and ingestion to quickly stop feeding. As the first mode of action for these professional markets in IRAC Group 30, PLINAZOLIN technology will also be a crucial resistance management tool.

Upon registration from the EPA, PLINAZOLIN technology will be launched in the following Professional Solutions markets under these specific brand names:

- **Turf:** Atexzo® insecticide for control of annual bluegrass weevils, mole crickets, bermudagrass mites, billbugs, caterpillars and European crane flies
- **Ornamentals:** Vykenda® insecticide for control of thrips, mites, leafminers, flea beetles and more
- **Professional Pest Management:** Vanecto® cockroach gel bait for control of all major cockroach species including German and American cockroaches

TYMIRIUM technology will be launched in the turf and ornamental markets as Trefinti® nematicide/fungicide. For turf, TYMIRIUM technology will offer control of sting, lance, root-knot and *Anguina* nematodes, while also effectively combating spring

dead spot and other soil-borne turf diseases. In ornamental production, it will also offer control of *Fusarium spp.* and powdery mildew. Unlike previous molecules in its category, TYMIRIUM technology is designed to selectively target damaging nematodes, while preserving the beneficial species crucial for soil health and biodiversity.

“Delivering chemistry at this level, with two new AIs including one with an all-new mode of action, is a significant achievement,” explained Mark Coffelt, Ph.D., head of technical services for Syngenta Professional Solutions in the United States. “Syngenta is proud of our decades-long investment in research and development to deliver these cutting-edge technologies to our customers, and we’re excited to see the impact they will have.”

PelGar
International

**Make RodentStop
your New Year's
resolution!**

It's hard to give up old habits,
but put away the wire wool
and pick up a tube of
RodentStop exclusion
compound ...it could
change your life!

watch the video:
www.pelgar.co.uk/usa/product/rodent-stop/

Tel: (610) 849 1723

MISSOURI PEST MANAGEMENT ASSOCIATION

Annual **Recertification** with

Golf Tournament & Bocce Fundraiser

August 22-23, 2024

COURTYARD BY MARRIOTT

610 BOLIVAR STREET

JEFFERSON CITY, MO

Thursday, August 22, 2024

- 9:30 am** **Board of Directors Meeting**
MPMA Office
- 11:00 am** **PAC Fund-Raiser Golf Tournament**
Oak Hills Golf Course (shot gun start)
- 6:00 pm** **Bocce Tournament**
Prison Brews Restaurant (2-person teams)

Friday, August 23, 2024

- 7:30 am Registration
- 8:00 - 9:00 am** **RODENTS** by Annie Carney, Bell Laboratories
- 9:00 - 10:00 am** **FLIES** by Rusty Binkley, Rockwell Labs
- 10:00 am Break
- 10:15 - 11:15 am** **MOSQUITOS** by Jacob Clabaugh, Envu
- 11:15 - 12:15 pm** **TERMITE BAITING and BIOLOGY** by Travis Chambers, BASF
- 12:15 - 1:00 pm Lunch (provided)
- 1:00 - 2:00 pm** **ANTS** by Evan Hutchcraft, Neogen Corporation
- 2:00 - 3:00 pm** **ROACHES** by Jamel Sandidge, Nisus
- 3:00 - 4:00 pm** **SAFETY AND LABELS** by Harry Connoyer, Harry's Consulting
- 4:00 - 4:30 pm** **Missouri Department of Agriculture**
(Sources of Groundwater Contamination handouts will be distributed.)
Emily Grover, Certification Coordinator & Kory Hubbard,
Pesticide Program Manager, Missouri Dept. of Agriculture

MISSOURI PEST MANAGEMENT ASSOCIATION

Annual Recertification with Golf Tournament & Bocce Fundraiser

The Missouri Pest Management Association offers recertification training several times throughout the year to provide our members with the tools they need to conduct their business. www.mopma.org

Recertification Credits

- ⇒ **KANSAS Department of Agriculture** - APPROVED for 1 CEU for Subcategory 7A - Wood-Destroying Pest Control, 3 CEUs for Subcategory 7D - Health-Related Pest Control, 5 CEUs for Subcategory 7E - Structural Pest Control, and 3 CEUs for Category 8 - Public Health Pest Control.
- ⇒ **MISSOURI Department of Agriculture** - APPROVED for recertification.
- ⇒ **ILLINOIS Department of Public Health** - APPROVED for 7 CEUs.
- ⇒ **ARKANSAS Department of Agriculture** - APPROVED for recertification.

Hotel Information

Courtyard by Marriott, 610 Bolivar Street, Jefferson City, Missouri 65101

The Courtyard by Marriott has a block of rooms reserved at a special rate of \$121.00 for King or Queen/Queen occupancy. Call 573-761-1400 for reservations and ask for the Missouri Pest Management group rate (Group Code: PES). The deadline for the group rate reservation is July 29, 2024.

Golf Tournament

Oak Hills Golf Course, 932 Ellis Blvd, Jefferson City, Missouri 65101

The PAC Fundraiser Golf Tournament is planned for August 22, 2024, at Oak Hills Golf Course with a shotgun start at 11:00 am.

Bocce Tournament

Prison Brews Restaurant, 305 Ash Street, Jefferson City, Missouri 65101

The Bocce Tournament is planned for August 22, 2024, at Prison Brews Restaurant. The Bocce Tournament will begin at 6:00 pm.

REGISTRATION

Name _____

Firm _____

Address _____

City, State Zip _____

Phone _____

Email _____

PAYMENT OPTIONS

(Payment must accompany registration form.)

Check Enclosed Invoice Me MC/V/Disc/AmX

Card # _____

Exp. Date _____ CVV Code _____

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

All refunds are subject for a \$25 processing fee.

No refunds will be given after 8-10-2024.

FEES

<input type="checkbox"/> \$100	Member Fees (includes materials, breaks, lunch)
<input type="checkbox"/> \$175	Non Member Fees (includes materials, breaks, lunch)
<input type="checkbox"/> \$70	Golf Tournament (per person)
<input type="checkbox"/> \$20	Bocce Tournament (per person)
Add 10% if registering after August 10, 2024.	
\$ _____	Total Amount Enclosed

iQ Products

Trapping rodents takes time and skill. Pest control technicians hunt for rodent signs at their accounts then use those clues to strategically place traps and bait stations.

However, rodents' favorite places can be hard to reach or potentially dangerous, like false attics, crawl spaces, or underneath machinery. The worst part is, servicing traps in those spaces can be a fruitless effort. A technician may climb a ladder to check a trap, only to find it's still set. This wastes their time and puts them at risk of falling.

iQ products solve these problems by empowering technicians with Bell Sensing Technologies. Each iQ device contains an integrated Bluetooth sensor that tracks rodent activity. Once a technician arrives to their account, they can simply check their smart phone to see if rodents have visited any traps or bait stations. This will save technicians from bending over and checking empty traps, giving them extra time to perform inspection and exclusion.

The data iQ products gather also can be used to improve rodent control plans. Bell Sensing Technologies' automatic reports show how many rodents visit bait stations and when, and what areas see the most activity. The reports clearly lay out these trends, giving technicians the information they need to stay ahead of infestations. The data can also be shared with customers, allowing them to see how rodent control is protecting their home or business.

Bell Sensing Technologies powers five different iQ devices, so technicians have options for their service. The Express iQ accommodates both traps and bait, while the 24/7 iQ is a sleek, multi-catch trap for tracking mouse activity. If a bait station isn't needed, the T-Rex iQ snap trap will let technicians know exactly when a rodent triggered it.

Whether it's at a home or business, iQ products can help technicians deliver efficient and quality service.

To learn more about how iQ products can improve your service, visit Bellsensing.com or contact your Bell Laboratories representative.

Missouri Department of Agriculture PESTICIDE RULES

As of Monday, June 17, 2024, the pesticide rules have been posted for comment. The comment period will end Monday, July 22, 2024.

The link will soon be posted to the Missouri Department of Agriculture - Statute & Rule Change Information Page: <https://agriculture.mo.gov/plants/pesticides/rule-changes.php>

Until then, you will be able to read and comment on rules on the Missouri Department of Agriculture - Proposed Rules Page: <https://agriculture.mo.gov/proposed-rules/>

If you have any questions, you can contact the MDA, Plant Industries Division - Pesticide Bureau, at 573-522-1637.



JOINT CONFERENCE & EXPOSITION

Hosted by

MISSOURI PEST MANAGEMENT ASSOCIATION *and*
KANSAS PEST CONTROL ASSOCIATION

DECEMBER 4-6, 2024

Stoney Creek Hotel
18011 Bass Pro Drive
Independence, MO 64055

SESSION TOPICS

ACE TRAINING

Artificial Intelligence (AI), Internet of Things (IoT), and Innovation in Pest Management

Legal Issues in the Pest Control Industry

NPMA Membership Update

PANEL DISCUSSION: Updates and Rules

FlyQ - Insect Light Trap Selection, Placement, and Innovation

Rodent Guest Management 3.0

Safety and Labels

Other session topics will include ants, mosquitos, cockroaches, termites, bees, carpenter ants, WDI and more!

Insurance Advice From a Pest Control Professional: Understanding Pollution and Pollution in Transit Coverage in Your Pest Control Insurance Policies

Jerry Lesh, Millennium Brokers Insurance Group

As a pest control company owner, your primary focus is safeguarding properties from unwanted pests. However, in the process of providing this essential service, you or your staff might inadvertently expose your business to potential pollution-related risks. It's crucial to understand whether your current insurance policies cover pollution and pollution in transit. This article will guide you through the essentials of these coverages and the steps you need to take to ensure comprehensive protection.

Why Pollution Coverage Is Essential

Pollution coverage is critical for pest control companies due to the nature of the chemicals and substances used in pest management. Even with the utmost care, accidents can happen. Spills, leaks, auto accidents, or improper handling of pesticides can lead to environmental contamination, property damage, and health hazards.

Without adequate pollution coverage, your business could face substantial financial losses from cleanup costs, legal fees, and potential fines. Moreover, pollution incidents can harm your company's reputation, affecting client trust and future business prospects.

Understanding Pollution Coverage

Pollution Coverage Typically Includes:

1. **Third-Party Claims:** Covers legal liabilities if your pest control activities cause environmental damage to third parties.
2. **Cleanup Costs:** Provides for the costs associated with cleaning up pollution or contamination incidents.
3. **Business Interruption:** Covers losses incurred due to business interruptions caused by pollution incidents.
4. **Legal Defense:** Assists with legal defense costs in case of pollution-related lawsuits.

Pollution in Transit Coverage

Pollution in transit coverage is specifically designed to protect against pollution incidents that occur during the transportation of hazardous materials. For pest control companies, this could involve the movement of pesticides and other chemicals between your storage facilities, job sites, or disposal sites.

Coverage Typically Includes:

- **Accidental Spills:** Protection against accidental spills that can occur while transporting both tank mixed products as well as concentrates.
- **Loading and Unloading Incidents:** Coverage for pollution events during the loading or unloading of materials.
- **Emergency Response Costs:** Covers the costs associated with immediate response and containment of spills.

Checking Your Current Policies

To determine if your current insurance policies include pollution and pollution in transit coverage, follow these steps:

1. **Review Your Policy Documents:** Start by thoroughly reviewing your existing policy documents. Look for specific references to pollution coverage, including any exclusions or limitations.
2. **Contact an Insurance Professional:** Speak with an insurance professional who understands the Pest Control Industry to review your current policy and clarify any ambiguities in your policy. Ask specific questions about pollution and pollution in transit coverages.
3. **Assess Coverage Limits:** Ensure that the coverage limits are adequate for the potential risks associated with your business. Insufficient coverage limits can leave you vulnerable to significant financial liabilities.
4. **Evaluate Exclusions:** Be aware of any exclusions in your policies. Some policies may exclude certain types of pollution incidents or limit coverage to specific scenarios or locations.
5. **Consider Additional Coverage:** If your current policies do not provide adequate coverage, consider adding pollution liability insurance or an environmental impairment liability policy to your portfolio.

Benefits of Comprehensive Pollution Coverage

1. **Financial Protection:** Protects your business from the high costs associated with pollution incidents, including cleanup, legal fees, and compensation claims.
2. **Compliance with Regulations:** Helps ensure compliance with environmental regulations, potentially avoiding fines and legal action.

(Continued on page 11)

Insurance Advice From a Pest Control Professional: Understanding Pollution and Pollution in Transit Coverage in Your Pest Control Insurance Policies

Jerry Lesh, Millennium Brokers Insurance Group

3. **Enhanced Reputation:** Demonstrates your commitment to responsible pest control practices, which can enhance your company's reputation and attract environmentally conscious clients.
4. **Peace of Mind:** Provides peace of mind knowing that your business is protected against unforeseen pollution risks.

While pollution and pollution in transit should be integral parts of any Pest Control operator insurance program, they are just the beginning of why you would want an Insurance Professional working with you who understands our industry and has multiple carrier options that have specific programs for pest management professionals.

Conclusion

As a pest control company owner, it's essential to understand the scope of your insurance coverage

regarding pollution and pollution in transit. By ensuring that these coverages are included in your current policies, you can protect your business from potential financial losses and enhance your reputation as a responsible service provider. Take the time to review your policies, consult with your insurance provider, and consider additional coverage if necessary. With the right protection in place, you can focus on what you do best—providing safe and effective pest control services.

Keywords: Pollution coverage, pollution in transit, pest control insurance, pollution liability, pest control business, insurance policies, environmental protection, business protection, chemical spills, pest management insurance.

Jerry Lesh
Millennium Brokers Insurance Group
C-13101

UNIVERSITY OF MISSOURI EXTENSION NEWS: Welcome Our New Urban Entomologist, Emily Althoff



It is with great excitement that the University of Missouri Extension announces the hiring of a State Specialist in Urban Entomology. Emily Althoff begins this much needed position in August 2024 at our campus in Columbia. Her motivation and energy to enhance the urban entomology industry and field of science in Missouri captured the hearts of the hiring panel and audience at the MU interviews this year.

Emily is finishing her PhD in entomology at the University of Minnesota-Twin Cities. She earned her Master's of Plant, Insect, and Microbial Sciences from the University of Missouri in 2020 and hold Bachelors of Arts and Sciences in both Anthropology and Integrative Biology. Emily looks forward to using her diverse background of research, teaching, and education to serve the state of Missouri.

We hope to follow up with more background, contact information, and welcome after her arrival on campus.

ZOËCON PROFESSIONAL PRODUCT INTRODUCES FORMITROL™ ANT BAIT GEL DUAL ACTION SOLUTION SUPPORTS COMPREHENSIVE ANT CONTROL

Zoëcon Professional Products, a pioneer in pest control innovation, proudly presents Formitrol™ Ant Bait Gel, a game-changing solution designed for the immediate knockdown and long-term control of a diverse range of nuisance ants. All ants belong to a single family, Formicidae – that's why we chose the name Formitrol™ for this versatile ant control solution.

This innovative combination gel bait features a dual-action formula, combining the adulticide dinotefuran and our pioneering insect growth regulator (IGR)(S)-Methoprene to break the ant life cycle, ensuring both quick results and sustained control of the colony. The attractive bait palatability of Formitrol™ Ant Bait Gel attracts a broad range of ants.

Formitrol™ Ant Bait Gel consists of a syringe style format for easy and precise applications for areas with both known and suspected nuisance ant activity. The Formitrol™ label features one of the industry's most extensive lists of nuisance ant species with over 20+ listed. Formitrol™ also controls odorous house ants,

Argentine ants, little black ants, pavement ants, ghost ants, and more.

Tony Schultz, senior director of the Zoëcon Professional Products division of Central Life Sciences, expressed excitement about the potential impact of the product. "Formitrol™ Ant Bait Gel represents a significant leap forward for our product portfolio and presents our customers with an even greater variety of solutions. Its dual-action formula and extensive ant species coverage make it an indispensable tool for both immediate and long-term pest management."

Formitrol™ Ant Bait Gel is labeled for both indoor and outdoor use. For unmatched rotational control of numerous ant species, pair with Antack™ Liquid bait, which features both contact and ingestion toxicity.

For more information about Formitrol™ Ant Bait Gel and the comprehensive lineup of Zoëcon pest control products, please visit www.zoecon.com.



3 brand new rodent-lovin' flavors



Norway Rat



Above photo courtesy of Jeffrey McGovern, The Resource Shop

Roof Rat



Mouse



www.jfoakes.com / 800-844-9296

Sign up for our emails, offering free samples & full product information: specialoffers@jfoakes.com

Contact us for your free sample

INTRODUCING TRELONA® & ADVANCE® TERMITE SOLUTIONS WITH RFID LOCATION DETECTION

In 2024, RFID technology will be available on BASF termite baiting solutions to enable location detection during inspections. For more information on availability, please speak to your distribution representative.

1. **Trelona ATBS** Annual Bait Stations 59014568
2. **Advance** Termite Bait Stations 45091682
3. **Advance** Station Replacement Caps 45091679

**Please note that material codes are not changing.*

Key Takeaways:

- Starting January 2024, PMPs can place an order with RFID Inc, a third-party partner, for the StationSeeker™ scanner that enables quick and easy detection of BASF bait stations with RFID tags.
- No more lost bait stations! The StationSeeker enables quick detection of RFID tags to help locate **Trelona® ATBS** annual bait stations and

Advance® termite bait stations during inspections.

- The easy-to-use tool saves valuable technician time on site and reduces the need to install replacement stations for any deemed lost by the PMP.
- That Station Seeker reassures homeowners that all stations around their home are inspected and their properties are protected.



LOSE THE LIQUIDS | DITCH THE TRENCHES | ELIMINATE COLONIES

THE STANDALONE SOLUTION



Boost profits, optimize efficiencies and eliminate colonies — all with one simple product. The Sentricon® system is THE Standalone Solution for both active infestations and preventative situations.

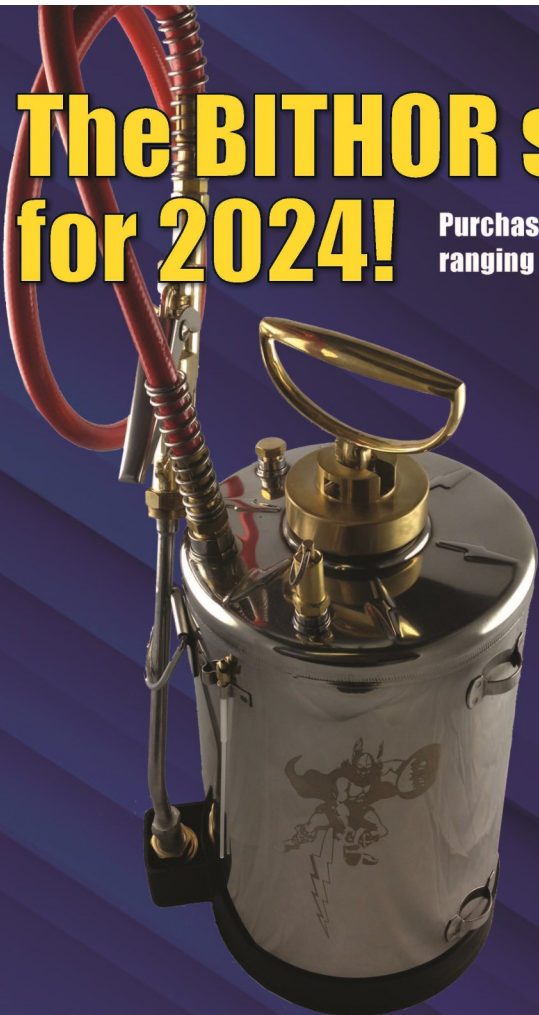
Sentricon in-ground and above-ground stations eliminate termite colonies and your need for other treatment options. Backed by 70+ scientific studies and 25+ years of proven performance, the Sentricon system is guaranteed termite protection that homeowners trust.

Sentricon is all you need. For proven protection, colony elimination and bottom-line growth, visit Sentricon.com.



The BITHOR special is back for 2024!

Purchase BITHOR **April 1 - August 31, 2024** to earn rewards ranging from flashlights to high-performance spray rigs!



ACCUTHOR Compressed Air Sprayer





- Pressure relief valve: no chemical spraying across top of tank!
- 4-way crack and crevice tip with holster on tank
- Stainless steel tank with no side seam
- Stainless steel pump barrel
- Stainless steel wand extension
- O-ring piston for smoother action and reduced friction
- Neoprene strainer with greater surface area (more durable and easier to clean)
- Sprayer includes complete soft parts repair kit

BITHOR SC Imidacloprid + Bifenthrin

The combination of Imidacloprid and Bifenthrin provides a one two punch to take out pyrethroid resistant insects like mosquitoes, bed bugs, flies, and cockroaches. In fact, BITHOR controls over 100 different pests!

Free with purchase of five BITHOR cases during promotion

Case purchases required

 2 cs Micro Torch	 2 cs Sparrowhawk UV Fly Light	 3 cs Accuthor Gel Gun	 3 cs Kite UV Fly Light	 3 cs Compact Torch
 4 cs Dual II Powerlight	 5 cs Falcon UV Fly Light	 5 cs Osprey LED UV Fly Light	 5 cs Peregrine UV Fly Light	 76 qt cs 24 gal cs 50 Gal. Accuthor XL

Steve Goscinsky
203-482-0778
sgoscinsky@ensystem.com

ensystem.com
888-398-3772

Lyme Disease FAQ: Health Info on Ticks and Lyme Disease

What is Lyme disease?

Lyme disease is a multisystem inflammatory disease that affects the skin in its early, localized stage, and then may spread to the joints, nervous system and, to a lesser extent, other organ systems in its later, disseminated stages.

In the United States, there are only two tick species that are known to transmit Lyme disease - deer (or black-legged) ticks (*Ixodes scapularis*) in the East and upper Midwest and the related western black-legged ticks (*Ixodes Pacificus*). As these two species are specific to only certain parts of the country, it's not surprising that the hyperendemic areas (areas with a high tick infection rate) of Lyme disease are principally the Northeast, followed by the upper Midwest.

Because ticks are more active during the warmer months, as are people, doctors typically see the highest number of Lyme disease cases during June, July and August.

What are the symptoms and diagnosis of Lyme disease?

Most commonly, the first sign of Lyme disease is an expanding rash with central clearing known as Erythema migrans. This "bull's-eye" rash is the typical rash of Lyme infection, and occurs in about 70 percent to 90 percent of cases. It starts as a small red spot that expands over a period of days or weeks, with central clearing giving it a bull's-eye appearance.

Other classic Lyme disease signs and symptoms include joint pain, chills, fever and fatigue. As the infection spreads through the body, involving the neurological system, increasing fatigue, headache, neck stiffness, tingling or numbness in the extremities or temporary paralysis of facial muscles can occur. More subtle changes such as memory loss, difficulty with concentration, and a change in mood or sleeping habits have also been associated with Lyme disease. After several weeks of being infected with Lyme disease, approximately 60 percent of those people not treated with antibiotics develop recurrent attacks of painful and swollen joints. Fewer than one out of ten Lyme disease patients develop heart problems, which may present as an arrhythmia, or irregular heart beat or block.

Lyme disease diagnosis is made on a combination of suspicious signs and symptoms, followed by laboratory confirmatory testing.

How is Lyme disease treated?

If diagnosed and treated early with antibiotics, Lyme disease is almost always readily cured. Treatment begun after the first three weeks will also likely provide a cure, but the cure rate decreases the longer treatment is delayed. Your health care provider will determine the best course of action for confirming the diagnosis of Lyme disease and for administering the appropriate treatment regimen for the infection.

What should I do if I find a tick on my body?

First, remove the tick. Use fine-tipped tweezers to grasp the tick as close to the skin's surface as possible. Pull upward with steady, even pressure. Don't twist or jerk the tick as this can cause the mouth-parts to break off and remain in the skin. Avoid squashing the tick because spreading tick blood in the bite wound might increase the risk of infection. Once the tick is removed, clean the area with soap and water and perhaps an antiseptic. If you develop a rash, headaches, pains or fever, call your doctor right away.

How can I prevent Lyme disease?

Obviously, the best way to avoid Lyme disease is to not pick up the infected ticks in the first place. When you are outdoors, wear clothes that do not expose skin, and that can act as a barrier to the ticks. Flip-flops, sandals, shorts and a T-shirt are not recommended when planning a hike to areas that are likely to have ticks. Instead, wear boots, and long socks, and remember to tuck your pants into your socks went hiking. The best chemical protection against ticks consists of permethrin-treated clothing and gear, combined with DEET applied to exposed skin.

Keep in mind that most ticks need to feed for 24-48 hours before they can successfully transmit infections. So, it is very important that after hikes you do a full body check (including in the hair) to look for ticks. If ticks are removed promptly, before they become engorged with blood, infection is unlikely.

If you have additional questions about Lyme disease or suspect you may have contracted Lyme disease, we recommend you talk with your physician immediately.

Reprinted from pestworld.org

Moth Flies: Easy to Control - Until They're Not!

Jeffrey Tucker, BCE
Entomology Associates, Inc.

Moth flies are one of the most common small flies encountered in buildings by pest management technicians (PMPs). They are members of the order Diptera (true flies), belong to the family Psychodidae, and are frequently referred to as psychodid. Found throughout the U.S. and most parts of the world, these small, fuzzy-looking flies are also known as drain flies or filter flies.

always true. Some structure infesting moth fly larvae and pupae can live freely in foul water similar to mosquito larvae and pupae .

Moth flies are weak fliers and in most indoor situations can be seen resting on walls, ceiling tiles, and other surfaces close to the larval sites. The flies are most active during the evening hours and will usually fly only when disturbed.

Moth fly adult – Photo by Jeff Tucker



Adult moth flies' range in color from yellow to brown to gray to black. The most common indoor species are light to dark gray and frequently have areas of their wings and body with black, white or yellow markings.

Typically, the wings and body of moth flies are covered in long, dense hair which give them a fuzzy, moth-like appearance. Adults hold their wings roof like over the body. They are not folded over the abdomen as seen in other small flies (such as phorid flies (Phoridae) or small fruit flies (Drosophilidae)).

Inspection

Moth flies are pests of the penetralia (the innermost parts or recesses of a building) which can make locating their sources extraordinarily difficult. In most residential and commercial structures such as restaurants, hospitals and food plants, moth flies are often associated with drains and sewers. Their presence indoors generally indicates poor drain maintenance or leaking/broken sewer lines. Other than being a nuisance and indicators of neglected drains and sewer systems, drain flies are fairly innocuous. However, when adult drain flies are found in sensitive environments such as operating rooms and food or pharmaceutical production areas, there is zero tolerance for their presence. Like many insects if numbers are large enough, they may induce allergic responses in humans that include asthma and/or rhinitis. Outdoors, moth fly breeding sites can include tree holes, filter beds of sewage treatment plants and under plastic liners in flower beds used to retard weed growth.



Moth fly life cycle – Jimenez-Guri, et al, 2014
PLOS ONE

Female moth flies lay their eggs in a gelatinous film or biolayer typically found in portions of drains or sewer lines above water-filled traps. They also can develop under slabs in pools of foul water resulting

from broken/leaking sewer lines. The eggs hatch within 48 hours and larvae typically develop over the next 8-24 days. The pupal stage lasts from 1-2 days. Under ideal conditions the life cycle requires from 7-28 days with the adults surviving for about 2 weeks after emerging from the pupa. It is often stated that moth fly larvae develop in the slime layers above the water line in various plumbing traps, but this is not

Indoors, the control of moth flies requires locating the gelatinous biofilm covered surfaces or foul water that attract egg laying females. For most types of buildings, these will be either floor, sink or tub drains. However, moth flies are frequently found breeding in locations

Typical moth fly infested floor drain – Photo by Jeff Tucker



where access is limited. Examples include void spaces under floors, ceiling voids, wall voids, unused toilets and in condensate pans and drain lines associated with HVAC systems, refrigeration and sterilization units. The use of thermal imaging units has proven useful in locating plumbing leaks in walls

(Continued on page 17)

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associated with hand/scrub sinks adjacent to operating rooms in hospitals .

Control

The first step in resolving a moth fly infestation is locating the larval development sites. This is not always easy; in fact, it can be one of the most difficult tasks in structural pest control. Some cases have taken years to resolve due to issues with access to ceilings and walls in hospital surgical suites and other sensitive environments. In many cases it is not uncommon to discover leaking plumbing embedded in the structure as the source.

The primary method of control is the cleaning of drains and other larval breeding sites and fixing plumbing leaks. Unfortunately, dumping hot water and detergents or bleach down drains will generally not remove the gelatinous biolayers that serve as egg laying sites – and this approach is not recommended. Mechanical cleaning/scrubbing of the drain is the best approach. Modern drain cleaners, such as Bio 5 Drain Cleaner from BASF, which are based on bacterial cultures, have proven very effective in maintaining

drains free of moth fly production and odors. In situations where adult drain flies require control, they can easily be knocked down with nonresidual contact materials such as PT® 565 Plus XLO Pressurized Contact Insecticide or PT P.I.® Pressurized Contact Insecticide. In all cases, when using insecticidal products read and follow all label directions.

Although adult moth flies are weak fliers, they are attracted to insect light traps. Most of the commercial insect light trap units will be effective in removing adult drain flies and serve a dual role as an effective monitoring device for appraisal of drain fly control programs and as a monitor for other flying insects. But remember, when the adult stage of the fly is the only target, only the symptom is removed not the source.

Jeffrey Tucker, BCE
Entomology Associates, Inc.
(On Behalf of BASF Professional & Specialty Solutions)

Jeff can be reached at jtucker@entoassoc.com
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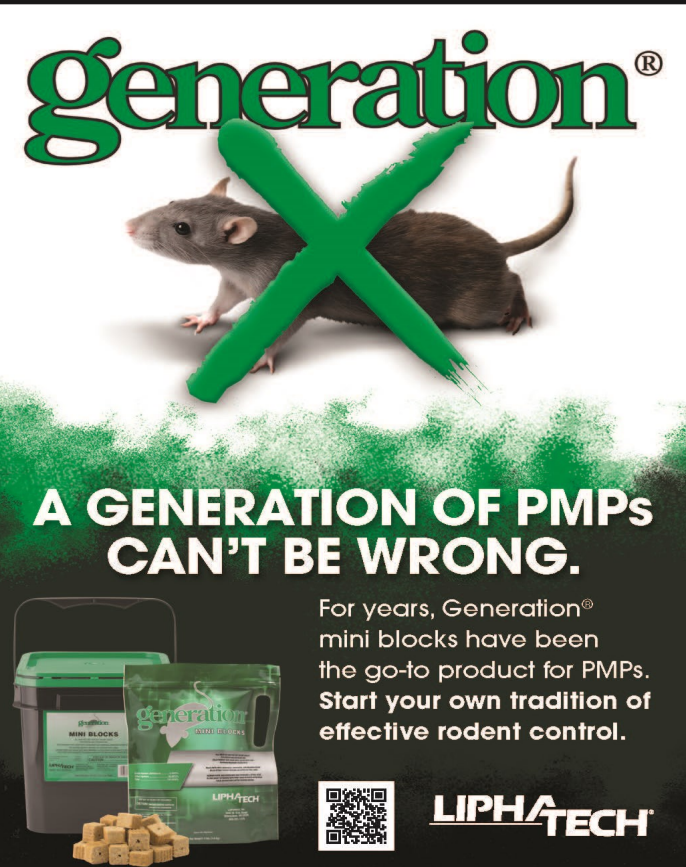


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Hall of Fame Nominations

CRITERIA

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



**** Deadline for Submissions is November 1st ****

Recipient will be recognized at annual meeting with plaque, and names will appear on the website and Facebook on a virtual plaque for year-round viewing.

Nomination Form

Name _____

Industry Contribution(s) _____

Awards and Recognitions _____

Recommended by _____

MPMA Current Member: Yes No



Company Spotlight

Let us **SPOTLIGHT YOUR COMPANY** in the next issue of *The Advocate*, the official newsletter of the Missouri Pest Management Association.

Answer the questions below and send them to MPMA. Your story will be featured in the subsequent issue of the newsletter, which is printed quarterly and distributed to the membership by email.

- ◆ When, how, and why did you get into the pest control business?
- ◆ Is your family involved in the business?
- ◆ What types of services does your firm provide?
- ◆ What do you like best about the pest control industry?
- ◆ What do you like least about the pest control industry?
- ◆ What is the biggest change in the pest control industry since you've been in business?
- ◆ Who do you admire in the pest control industry and why?
- ◆ Why did you join the National and Missouri Pest Management Associations?
- ◆ Have you been involved in WCA, NPMA, or any other civic or industry related organizations?
- ◆ Everyone enjoys fun facts and funny stories, include the best of them!
- ◆ Any other insight or comments, we would love to read all about it!

Your company spotlight can be emailed to missouripest@gmail.com or mailed to the MPMA office.

AWARD CATEGORIES

Do you know someone in the Pest Management Industry who has worked hard for the industry? Maybe they have done something beyond the call of duty, something to help not only the Pest Management Industry, but their fellow man. Think about it and help us recognize that individual for their contributions to our industry. Complete the nomination form on the next page and include a short letter stating why you feel your nominee should receive an award. Keep the award criteria in mind when making your nominations. All award nominations must be received no later than November 1st. The awards are then presented to the nominee during the Joint Annual Conference which is held in December each year.

- ⇒ **Dr. Wilbur Enns Man/Woman of the Year** is given to a person who has been outstanding in their contribution of time, talent, and innovation causing a positive result in the betterment of the Association and its' membership.
- ⇒ **John Veatch Award** may be awarded to anyone who has made an outstanding contribution to the Pest Management Industry. The recipient does not have to be a member of the Association.
- ⇒ **Special Award** is an open category and any criteria of interest to the Association will be considered. (Past awards include the Legislator of the Year and the Presidential Service Award).
- ⇒ **Hall of Fame Award** is presented to someone based on their service to the industry, their contributions to the industry both past and present, and they have to come highly recommended by pest management professions.

Email missouripest@gmail.com for award nomination form. All award nominations must be received no later than November 1st.

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The Advocate

A PUBLICATION OF THE MISSOURI PEST MANAGEMENT ASSOCIATION

ADVERTISING DATES AND RATES

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

CONTRACT TERMS

Ads must be in full color camera ready high resolution 300+ dpi jpeg. All ads must be paid in full in advance of placement with check or credit card. Send all applicable insertion orders and/or a copy along with a copy of this ad sheet prior to the deadline date. No ads will be inserted that are received after deadline date. If using multiple ads please indicate which ad is to appear in which issue. MPMA emails the newsletter to all current members with email addresses and mails the remaining newsletters by USPS to members without an email address. Newsletters are posted to our website at www.mopma.org.

DEADLINE & SPECS

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

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

OUR MISSION

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

OUR MEMBERS

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

OUR MAGAZINE

The Advocate is the official publication of MPMA and is sent out quarterly, free of charge, to current members and prospective members with emails. It is also available online at www.mopma.org.

MPMA The Advocate

NEWSLETTER ADVERTISING CONTACT & PAYMENT INFORMATION

Company Name _____

Company Contact _____

Address _____

City/State/Zip _____

Phone _____ Fax _____ Email _____

Ad Agency Name/Contact _____

Address _____

City/State/Zip _____

Phone _____ Fax _____ Email _____

TOTAL AMOUNT \$ _____ Check Enclosed Credit Card (MCN/Disc/AmX)

Card Number _____ CVV Code _____

Exp. Date _____ Name on Card/Signature _____

Send completed contract and payment to MPMA, 722 E. Capitol Ave., Jefferson City, MO 65101.
Fax: 573.635.7823 ~ Phone: 573.761.5771 ~ Email: staff@mopma.org

MISSOURI MEMBERSHIP *provides* NATIONAL BENEFITS

NPMA works every day to elevate the pest management profession. They do this in many ways:

- Offering world-class education and certification programs designed to create a well-trained workforce
- Developing best practices and offering timely, informative technical resources
- Providing a unified voice for the pest management industry to promote a positive regulatory and legislative climate
- Connecting members to unparalleled networking opportunities
- Promoting a positive public image and building awareness of the pest management industry

NATIONAL BENEFITS

Available to you when you renew your membership:

Money Saving Programs

- Employee Hiring and Development Tracking
- Credit Card Processing Discounts
- Payment Processing Discounts
- Human Resources Consulting Service
- Background Screening Services
- Fleet Management Discounts
- Discounted Fleet Graphics
- Prescription Discount Card
- Virtual Physician Network
- Discounted Small Package Shipping
- Insurance Solutions
- Collections Services
- National Fit Testing Service

Business Growth Opportunities

- Workforce Development
- Find-a-Pro Locator
- Pest Gazette

Tools and Resources

- Bugstore
- Business Operations
- Government Affairs
- Marketing
- Pest Pictures
- Download the NPMA Logo
- my.NPMAPestWorld.org
- Download the NPMA mobile app
- Small Business Toolbox

Professional Development

- ACE Certification
- Career Connection
- Mentor Match
- Executive Leadership Program
- NPMA on Demand
- Online Learning Center
- Testing and Certification
- my.NPMAPestWorld.org

Technical Assistance

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

MISSOURI BENEFITS

Available to you when you renew your membership:

- Professionally run office with 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

2024-2025 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 _____ Fax _____ Email _____

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

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

ALLIED MEMBERS,
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 \$150

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 wet 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.



A Publication of the
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Mark Your Calendar!

MISSOURI PEST MANAGEMENT ASSOCIATION

August Recertification

August 23, 2024

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