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**President's Message**

Greetings to all operators. Hopefully everyone is having a fantastic spring and summer pest season.



To those that attended Bill Samples' fund raiser for State Senator, thank you for your participation and support. The fund raiser was a success and now we look forward to November.

A reminder to all, the APMA recertification school is September 21 and 22 at the North Little Rock Wyndham. For those that want to attend, make your plans now to register.

The next general meeting of the Arkansas Pest Management Association is July 16 at the Little Rock Hilton. We would be grateful if all members would make an effort to attend. If you know an operator that hasn't joined the association, please bring them to the July meeting. The association is here to work for you, come and see what we're up to.

Randy West  
2010 APMA President

**2010 APMA  
RE-CERTIFICATION SCHOOL  
(For Operators & Technicians)**

**SEPTEMBER 21-22, 2010  
(Tuesday & Wednesday)**

**WYNDHAM RIVERFRONT  
NORTH LITTLE ROCK, AR**



## 2010 Calendar of Events

- June 18** APMA Board Meeting, Little Rock  
Best Association Management Offices  
1500 Macon Dr., Ste. D-7  
Little Rock, AR
- July 16** APMA Quarterly General Membership Meeting  
Hilton Little Rock Metro Center,  
Little Rock Room
- July 22-24** Academy 2010, NPMA Annual Summer  
Conference, Omni Resort at Champions Gate,  
Orlando, Florida
- September  
21-22** APMA Recertification School,  
Wyndam Hotel, North Little Rock
- October 20-23** NPMA Pestworld, Hawaii  
www.pestworld.org
- December 17** APMA Board Meeting, Little Rock  
Best Association Management Offices  
1500 Macon Dr., Ste. D-7  
Little Rock, AR

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## 2010 Committees

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Dallas Hopper  
Shannon Hyde Prince

### Nominating Committee

Mike McCauley, Chair  
Pat Bennett  
John Force  
David Hopper

### Conference Committee

Shannon Hyde Prince, Chair  
Phil Bennett  
Dennis Dykes  
Bobbie Jo Hyde

### Scholarship Committee

David Hopper, Chair  
Phil Bennett  
Charles Hartsell  
Dallas Hopper

### Government Affairs

Mark Hopper, Chair  
Glen Adams  
Steve Adams  
Phil Bennett  
Charles Hartsell  
Jerry Hyde  
Waymon Long  
Bill Sample  
Randy West

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## APMA News

APMA News is published four times annually by the Arkansas Pest Management Association and Best Association Management (BAM).

**P.O. Box 26243**

**Little Rock, Arkansas 72221**

**(501) 224-4840 • FAX: (501) 224-0988**

**[www.arkansaspest.org](http://www.arkansaspest.org)**

**email: [apma@bestmanagement.net](mailto:apma@bestmanagement.net)**

## Advertising Rates

Ad space is available in the sizes listed below. A 15% discount is available for annual contracts. Please make checks payable to APMA and mail to the address listed above.

	BW	Color
Business card	\$50	\$75
1/4 page	\$85	\$130
1/3 page	\$120	\$180
1/2 page	\$162	\$243
Full page	\$240	\$360
Inside Front Cover	\$275	\$400

*For the printed version, color ads are available on the back, inside front cover, and inside back cover only. The entire publication will appear in color on the internet version. Please submit color ads as well as black and white if you wish your ad to appear in color on the internet version for no additional charge.*

## Material Specifications

Completed ads must be press ready, 300 dpi, 150 line screen, 100% actual size, and include all embedded images and fonts. Ads can be submitted electronically or on disk to Best Association Management, [apma@bestmanagement.net](mailto:apma@bestmanagement.net). Hard copy of the completed ad must be submitted with the advertising contract. If ad is sent electronically, please fax a copy of the ad with the order; if mailed, please include a copy of the ad with the order. Please include "APMA News Ad" in the subject line of your email.

If you do not have a completed ad, we will set your ad for you for \$25. Please submit your ad copy in one of the following formats: PDF, TIFF, EPS, JPG, along with any photos/logos to be included in the ad. You will receive a faxed or emailed ad proof to approve. Submitted photos will only be returned if a self-addressed, stamped envelope is sent.

## Ad Sizes:

business card	2" h X 3.5" w
1/4 pg	5" h X 3.75" w
1/3 pg horiz	3.25" h X 7.75" w
1/3 pg vert	10" h X 2.5" w
1/2 pg horiz	5" h X 7.75" w
1/2 pg vert	10" h X 3.75" w
Full pg	10" h X 7.75" w

# Message from the Executive Director

## APMA and NPMA Working Hand in Hand



From time to time I am asked why pest management companies need the dual membership with the Arkansas Pest Management Association (APMA) and the National Pest Management Association (NPMA). The answer is that they both have a different focus and purpose but work together. APMA has a statewide focus and the NPMA has a national focus. Working hand in hand, the two groups keep the industry strong by monitoring matters of interest to the industry and by offering continuing education. With the recent formation of the

APMA-PAC (Political Action Committee), our members will now have the opportunity to strengthen their voice in Arkansas. The PAC, if supported by members, will give the APMA the ability to be proactive politically on issues that affect the pest management industry. The industry is better served by taking a stance on issues and working with lawmakers to create good outcomes legislatively as opposed to waiting until adverse legislation has been proposed or voted into law. Membership in the PAC will allow the collection of dollars that can be used to support candidates and support or oppose issues and legislation.

Elected to serve as PAC officers are Mike McCauley, Charles Hartsell, Waymon Long, and Randy West. The PAC will oversee the distribution of funds as directed by the General Membership of the APMA. Information about the PAC will be available at the next APMA general meeting on July 16 in Little Rock. I would like to encourage all of you to attend and be involved. If you are aware of an industry issue in the State of Arkansas, please contact a PAC member. If you are aware of a federal issue, contact the National Pest Management Association. Working hand in hand, the APMA and NPMA will keep the industry strong.

Respectfully,  
Anne Fuller

## Legislative Day 2010

### Key Issues:

1. In less than a year, EPA's new political appointees have completely reshaped the Agency's pesticide policies.

**How will this affect my business?** New pesticide risk assessment criteria and procedures will surely lead to new label restrictions, and different enforcement priorities will almost certainly have significant ramifications for you.

2. The Employee Free Choice Act strips Americans of the right to a private ballot when deciding whether or not to join a union and replaces it with a system where your vote is not longer private.

**How will this affect my business?** Passage of the EFCA would give license to government officials to set policies in your workplace ranging from employee pay to employee leave and vacation time.

3. The School Environment Protection Act (H.R. 4159) imposes bureaucratic notification requirements upon school districts, arbitrarily limits the use of pesticides at schools that have already been expressly approved for use at schools, and creates uniform standards and criteria for integrated pest management in schools.

**How will this affect my business?** SEPA is one-size-fits-all legislation that will require PMPs in Alabama to manage pests in schools the same as PMPs in Alaska.

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4. Several members of Congress are actively pursuing far-reaching and unnecessary chemical security legislation.

**How will this affect my business?** Fumigators and chemical distributors need to be aware of this legislation because it will almost certainly impact their operations.

We are looking at an uphill battle in mitigating these threats to your business. It is incumbent upon you to educate your representatives about the value of pest management to the public health and safety.

Justin McCauley,  
APMA Vice-President 2010

# Arkansas Pest Management Association & National Pest Management Association Membership Application / Dues Renewal Form

To compute your joint membership dues, fill in lines A, B and C below:

Firm Name: \_\_\_\_\_

Member's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

License #: \_\_\_\_\_

Email: \_\_\_\_\_

Web address: \_\_\_\_\_

Newsletter delivery preference:  Mail  Email  Both

*\*Allied members are any person, firm or corporation not engaged in pest management service work, but which manufacturers or supplies products, equipment or other materials. Allied members do not have to pay national dues when paying Arkansas dues.*

**Mail completed form with your check to:**

APMA, P.O. Box 26243, Little Rock AR 72221

(Checks should be made payable to APMA.)

**Your membership to APMA**

includes invitations to attend General Membership meetings held quarterly; an Annual Fall Conference; annual or semi-annual Regional Training meetings; APMA State Legislative Day Luncheon, held biannually; and the Annual National Pest Management Association Conference.

**Your membership to APMA also**

includes membership with the National Pest Management Association with its many membership benefits. NPMA provides a toll-free Information Center Hotline; government affairs representative; discounted group insurance program; health insurance referral program; internet sales leads in your area; training resources at The Bugstore; the Who's Who in Professional Pest Management &

Buyer's Guide, alerts by e-mail; "E-lets" for timely industry information and news at your desktop; a members-only newsletter; a consumer newsletter produced on a seasonal basis for your customers; management assistance, gasoline discount programs with two national distributors – Exxon/Mobil and Texaco/Shell. The national association membership also allows you to get connected with NPMA International to help strengthen your business.

Becoming a member of APMA is easy! Just fill out the application above and mail it with your check to the address provided.

Take advantage of all the benefits of APMA and NPMA membership, including attendance at our next

quarterly membership meeting.

As a voice for you, APMA informs the public of your role as protectors of food, health, property and environment.

We provide networking and educational opportunities, including a college scholarship. We inform you of industry news and events. You are given access to resources to make your business more effective and efficient.

For more information contact our Executive Director; 501-224-4840, or e-mail: [anne@arkansaspest.org](mailto:anne@arkansaspest.org)

Also available to discuss the goals and services of the APMA are our elected board members (see listing in newsletter or on the web site).

**A. State Annual Dues**

1. Active member dues  
\$125.00 per year \$ \_\_\_\_\_

**OR**

2. Allied\* member dues  
\$125.00 per year \$ \_\_\_\_\_

**B. NPMA Annual Dues**

Choose one from box below  
and enter here \$ \_\_\_\_\_

Annual Sales Volume	Annual Dues
\$0 - \$200,000	\$110
\$200,001 - \$500,000	\$180
\$500,001 - 1,000,000	\$470
\$1,000,001 - 2,500,000	\$715
\$2,500,001 - 5,000,000	\$1,210
\$5,000,001 - 10,000,000	\$3,025
\$10,000,001 - 15,000,000	\$4,675
\$15,000,001 - 25,000,000	\$6,325
\$25,000,001 - 50,000,000	\$11,750
\$50,000,001 - 100,000,000	\$23,100
Over 100,000,000	\$35,000

**C. Total annual joint membership dues** \$ \_\_\_\_\_

# Lynn Hopper Memorial Scholarship Application

First Name \_\_\_\_\_ Middle \_\_\_\_\_ Last \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone(s) \_\_\_\_\_

Age \_\_\_\_\_ Year of Graduation \_\_\_\_\_ ACT Score \_\_\_\_\_

Parent/Guardian \_\_\_\_\_

Occupation of Father \_\_\_\_\_

Annual Income of Father \_\_\_\_\_

Occupation of Mother \_\_\_\_\_

Annual Income of Mother \_\_\_\_\_

How much financial assistance do you qualify for? \_\_\_\_\_

Explain any special reasons for financial need in your case (Attach to Application)

College \_\_\_\_\_ Intended Major \_\_\_\_\_

Does a family member work in the pest management industry? \_\_\_\_\_

If so, who is it and where do they work \_\_\_\_\_

- Please submit three letters of reference other than family members that have known you for 3 or more years. Letters should be submitted with application.
- Please submit an essay of applicant's future plans with degree. Please submit with application. Applicant will not be considered without essay.

## Eligibility/Criteria

1. Applicant must have a 2.5 GPA or GED equivalent.
2. Applicant must plan to carry a minimum of 12 hours each semester (of fall & spring semesters).
3. Applicant must be seeking a degree in School of Business with a minor in pest management.
4. Applicant must be a resident of the State of Arkansas and planning to work in the pest management industry in Arkansas for 2 years after completion of degree.
5. Applicants that are family members of a pest management firm that is a member in good standing of the APMA will be given first consideration.
6. Three letters of recommendation are required and must be from individuals who have known the applicant for 3 or more years. Letters should be submitted with application.
7. An essay of applicant's future plans should be submitted with application. Applicant will not be considered without essay completed and submitted with application.
8. Applicant must be willing to meet in Little Rock to be interviewed by selection committee if so asked.
9. Applicants that have been awarded this scholarship in the past are welcome to apply again.
10. The selection committee can make a decision based on applicants. There may be times when they have a candidate that may or may not meet all the criteria, then the committee reserves the right to make that adjustment for that year. It must be a unanimous decision.
11. Application deadline is February 1st of each year.

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PO Box 26243, Little Rock AR 72221**

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**APMA General Membership Meeting Minutes**  
Hilton Little Rock Metro Center, Little Rock, Arkansas  
April 16, 2010, 10:00 a.m

**Attending:** The meeting was called to order at 10:05 a.m. by President Randy West. There were approximately 20 members and guests in attendance.

**Minutes:** A motion was made and accepted to approve the minutes from the previous meeting.

**Financials:** A motion was made and accepted to approve the minutes from the previous meeting.

**Old Business**

**Schools & Recertification:** Shannon reported that the September School will be September 21-22 at the Wyndham. She is ½ done securing speakers. She asked that members contact vendors to have them consider being a sponsor.

**Action item:** Marilyn is to send a list of past Exhibitors, potential exhibitors and the sponsor signup sheet to all board members.

February Schools were discussed and the thought of how well the operators attended and if that would affect the September School.

**Action item:** Anne will get a report to Randy on the February Schools.

**Action item:** Marilyn will send a list of all operators that attended to Randy.

**PAC:** The PAC committee would like to do a staggered membership fee that way it gives people more options of getting involved. The scale they discussed was Bronze=\$75, Silver=\$200, and Gold=\$500. They will work on getting pledge cards together to send out to the membership that they can send back in with dues or any contribution.

**Action item:** Look into rules and regulations on PAC's to see if distributors, such as Univar, are able to give to the PAC.

**By-laws:** A motion was made and carried all that the bylaws be approved as they were presented in the newsletter to the general membership.

**Action item:** By-laws need to be updated on the website.

**New Business**

**Government Affairs:** The non-chemical meeting with the APB on March 19th went well. They listened to both sides and they are not going to allow any non-chemical treatment.

**National Updates:** Legislative Day for 2011 will be February 2 at the State Capitol.

Randy pointed out that the association will have information on benefits of joining National since it is a requirement to be a member of the APMA.

**Action Item:** We will include the address to National's website in upcoming newsletters.

Justin McCauley presented a report of key items that were brought up at Legislative Day in March. (See Legislative Update on page 4 of this newsletter).

**Scholarships:** David Hopper asked for one more scholarship to be awarded so that all three that have submitted an application will be able to receive it, as one is currently out. Currently the association awards 3 scholarships of \$500/semester. David asked that it be changed to four from now on.

A motion was made and carried all to approve funding four scholarships at \$500/semester each year.

Mike McCauley asked the group to consider moving \$10,000 from the Arvest Bank account into the scholarship fund.

A motion was made and carried to move \$10,000 from the Arvest Bank account into the scholarship fund.

Bill Sample's fundraiser helped to raise around \$4000. He may need extra help on election day. Phil Bennett has offered to help and will pass information on if he needs more help.

**Adjourned** – The meeting was adjourned at 10:55 A.M.

**Johnny Baker**

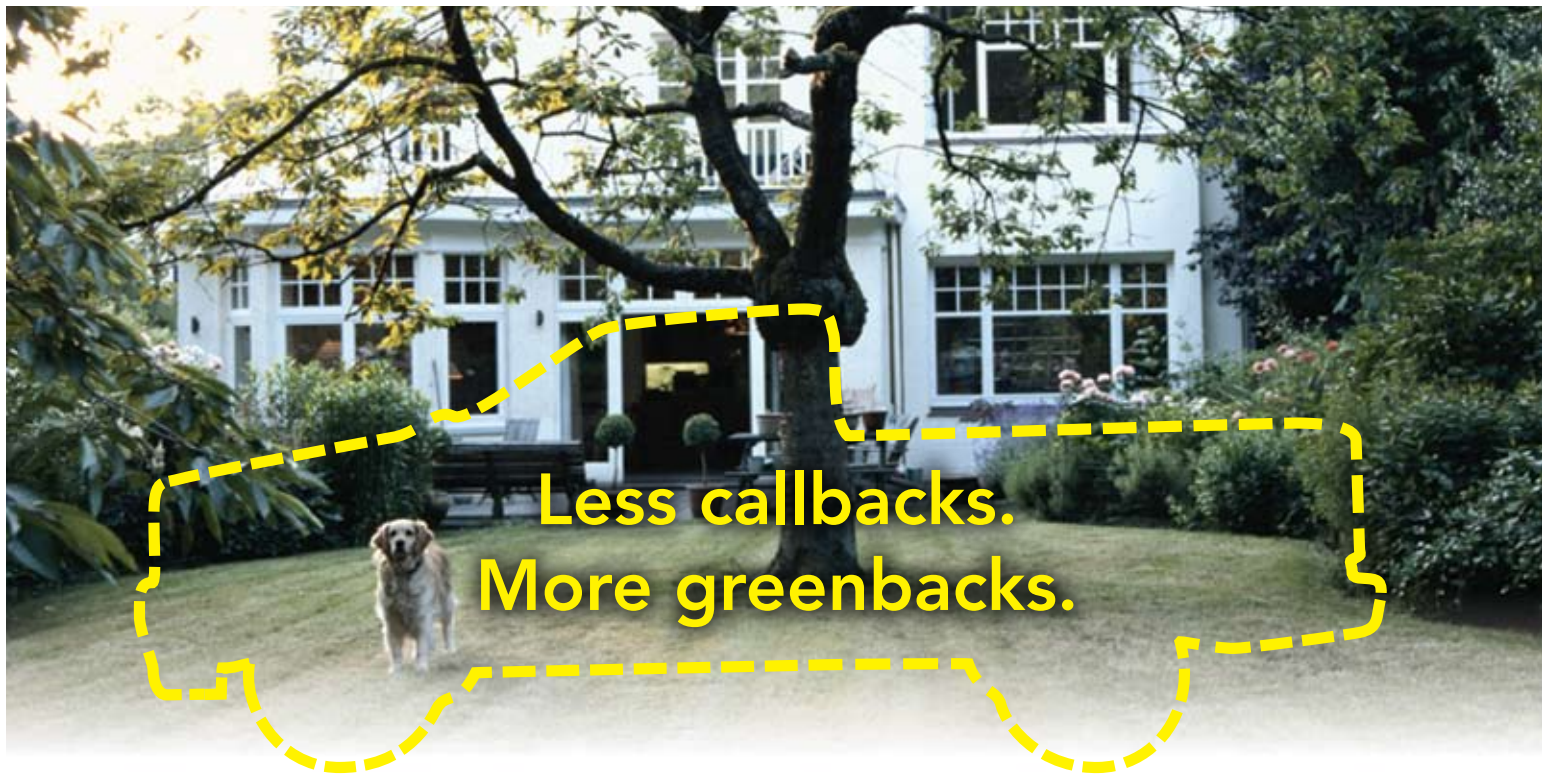


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## Attention APMA Members

General Membership ~ Quarterly Meeting  
**July 16, 2010**

Hilton Little Rock Metro Center, Hilton Room

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