



2009 OFFICERS, DIRECTORS & MANAGEMENT

President, Phil Bennett
The Bug Man, (501)315-3117
philb@bugmanarkansas.com

Vice President, Randy West
West Termite & Pest
(479)927-3005
rpwest1032@aol.com

Secretary/Treasurer, Mark Hopper
Hopper Environmental Services
(870)425-4122
mark@hopperenvironmentalservices.com

Past President, Charles Hartsell
Hartsell Pest Control
(870) 862-1133
charleshartsell@sbcglobal.net

Executive Director, Anne Fuller
(501)224-4840 Fax: (501)224-0988
apma@bestmanagement.net

Lobbyist, Bob Balhorn
(501)823-0597
bob.balhorn@att.net

State Plant Board Representative, Jerry Hyde,
Hyde's Termite & Pest Control
(870) 236-2382,
hydes_pc@grnco.net

Northwest - Region I
Dallas Hopper
Hopper Environmental Services
(479) 790-0180
dallas@hopperenvironmentalservices.com

Northeast - Region II
Bobbie Jo Hyde
Hyde's Termite & Pest Control
(870) 236-2382, shannan@grnco.net

Central - Region III
Glynn Adams
Adams Pest Control
(501) 455-1065, sadams0725@aol.com

Southwest - Region IV
Pat Bennett
B&L Exterminating Co.
(870) 777-9380, shotsie71801@yahoo.com

Southeast - Region V
John Force, John Force Pest Control
(870) 533-2886, prosweep2@sbcglobal.net

At Large, Justin McCauley
The Bug Man, (501) 315-3117
jmccauley@bugmanarkansas.com

At Large, Shannon Hyde-Prince
Hyde's Termite & Pest Control
(870) 886-7040, hydes_spc@grnco.net

At Large, Steve Adams
Adams Pest Control
(501) 455-1065, sadams0725@aol.com

At Large, Waymon Long
Eagle Pest Management
(870) 307-0582, wlong1@sbcglobal.net

Allied Member Representative, Beth Golden,
Univar
(901) 371-8250
beth.golden@univarusa.com



President's Message

I would like to take this time to thank all of those people who have helped me throughout this last year. The committee chairs did a fantastic job making sure we met all of the required deadlines.



Many thanks to them and all who served on the committees. Without everyone helping the association, we would not have the success that we currently have. I would like to thank the staff of Best Association Management, as well. Bringing them on board was a learning experience. Our relationship for the future looks good.

The one important issue that remains on the table at this time is the changes to Circular 61 concerning mold and "mold investigators". This law goes into effect January 1st, 2010 and there are a lot of unanswered questions as to who is responsible for what at this time. The APMA board approached the Plant Board in the public hearing on December 16, 2009, that APMA would like to see them take the mold and fungi requirements off the pest control operator. The plant board said that they would meet with us about this issue and open it up for discussion. This issue is going to take the entire membership of APMA to get this changed so please be on the lookout for us to contact each of you when needed.

Sincerely,
Phillip Bennett
2009 APMA President

2010 Calendar of Events

Regional Training

- February 15** Northeast (Region II), Holiday Inn, Jonesboro
February 16 Little Rock (Region III),
 Hilton Little Rock Metro Center, Ballroom
February 17 Northwest (Region I)
February 19 Southeast & Southwest (Regions IV & V)

Termite Training

- March 9** Northeast (Region II)
March 10 Northwest (Region I)
 U of A, Pauline Whitaker Animal Science Center
 1335 W. Knapp St., Fayetteville, AR 72701
March 11 Central (Region III)
 University of AR Cooperative Extension Service HQ
 2301 S. University Ave, Little Rock, AR 72203

*** IMPORTANT:** Your board is currently working to get approval for licensed operators to receive credits at the regional training classes. Check the APMA web site for updates!

-
- January 15** APMA Quarterly General Membership Meeting
 Hilton Little Rock Metro Center, Little Rock Room
February 3-4 NPMA Southern Conference, Memphis
February 28 -
March 2 NPMA Legislative Days, Washington DC
March 19 APMA Board Meeting, Little Rock
April 16 APMA Quarterly General Membership Meeting
 Hilton Little Rock Metro Center, Hilton Room
June 18 APMA Board Meeting, Little Rock
July 16 APMA Quarterly General Membership Meeting
 Hilton Little Rock Metro Center, Little Rock Room
September 21-22 APMA Recertification School,
 North Little Rock
October 20-23 NPMA Pestworld, Hawaii
December 17 APMA Board Meeting, Little Rock

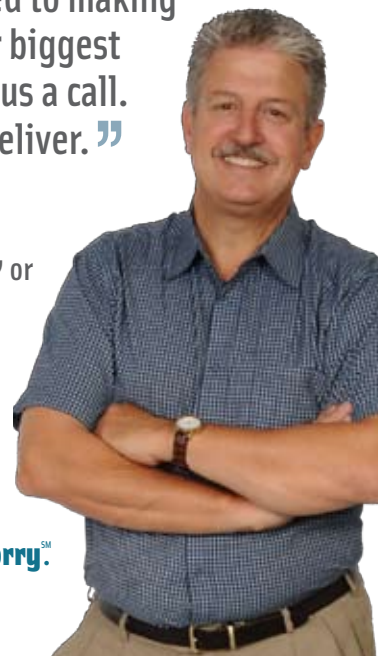
Message from the Executive Director

Dear APMA Members,

A quick note to say how much my staff and I have enjoyed getting to know APMA members this year and to serving your industry. Best Association Management was hired in January of 2009 to assume the duties of Don Alexander who resigned his post as Executive Director in late 2008. We spent a great deal of our first year learning how you all do things and getting to know leadership, members and vendors. We specialize in non-profit trade and professional association management. The APMA has access to all of the professional services we offer (<http://www.bestmanagement.net/services.html>) and contracts for the portion of staff support they need. This is a very efficient way for your association to have access to top level staff support without a huge payroll. I



“We’re dedicated to making your success our biggest priority, so give us a call. We’re ready to deliver.”



Call 1-800-888-4897 or
 log onto
www.PestWeb.com
 today to see how
 Univar can help your
 business –

Succeed Without Worry.™

John Bolanos, Vice President, Univar USA PP&S

Partnership.

Delivered by the people of



• **Univar Pro Centers** •
 Memphis, TN • Tulsa, OK

©2009 Univar USA Inc. All rights reserved. The Univar name, hexagon, MasterLine and PestWeb are registered trademarks of Univar USA Inc. All images, marks and names of Univar customers are used with permission of the owner.

look forward to 2010 and continuing to improve the services we provide to APMA.

This next year the APMA has some important issues legislatively that may require grassroots member support. Your involvement will be important. Being a member of a trade or professional association means that you have an interest in the overall welfare of your industry as well as the welfare of your business. I want to challenge all APMA members to be more than just a dues paying members this coming year and get involved.

Happy Holidays,
 Anne Fuller
 Executive Director, APMA

2009 Committees

Budget/Finance

Mark Hopper, Chair
Pat Bennett
Taz Tyrone

Nominating Committee

Mike McCauley, Chair
David Hopper
John Force
Randy West

Conference Committee

Shannon Hyde Prince, Chair
Christian Wilcox
Beth Golden

Scholarship Committee

David Hopper, Chair
Charles Hartsell
Dallas Hopper
Phil Bennett

Government Affairs

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

Membership/Marketing

Justin McCauley, Chair
Bobbie Hyde
Tim Adams
Dallas Hopper

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

email: apma@bestmanagement.net
(Advertising rates and specs available on website)

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.

Mail completed form to: **Arkansas Pest Management Association**
PO BOX 26243, Little Rock AR 72221

**Ramsey
Chemical &
Equipment**

RANDY W. AKEL
MANAGER

Phone: (501) 835-3479

Fax: (501) 835-5724

Toll Free: 800-521-1649

Mobile: (501) 920-4065

100 East Lee

Sherwood, AR 72120

Email: rakel@veatechchemical.com

Johnny Baker



Baker Insurance Services

Box 1046, Columbus, MS 39703

Toll-Free 877-328-4911

PH 662-327-8812 FAX 662-327-8824

HOME 662-327-9690

email: johnny@bakerins.net

www.bakerins.net

Specializing in Termite and Pest Control Insurance

Oldham

Chemicals Company, Inc

Our Family
Serving
Yours



1-800-888-5502

www.OldhamEquip.com

APMA Position Statement Non-Chemical Treatment for Termites

The following is a position statement adopted by the membership concerning non-chemical treatment for termites.

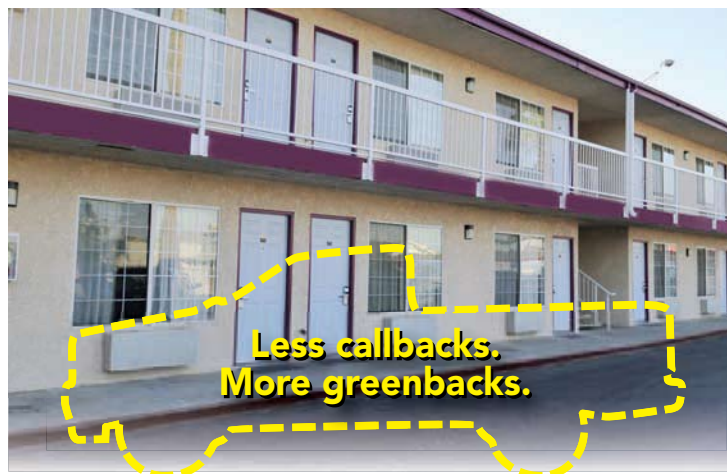
The Arkansas Pest Management Association (APMA) opposes non-chemical treatment contracts for termites other than the waiver program that is currently available to consumers through the Arkansas State Plant Board. Consumers who are interested in a non-chemical or “green” program for their homes may be eligible under the existing Plant Board waiver regulations for the program. Consumers must meet important criteria to insure that their property is a good candidate for such a program and that their property can be protected. These waivers are also limited to 10% of current contracts for each operator. Demand for “Green” options, according to the “Survey On Usage of Waiver Form” conducted by the Arkansas State Plant Board is less than 1% so the current waiver is adequate.

Termite damage can be both visible and hidden and can cost the consumer thousands of dollars to repair when termite contracts and treatment programs lapse. We believe it is in the best interest of the consumer to maintain current laws and requirements for termite prevention. We believe chemical termite control will always provide the best protections for the consumer. The optimal time to protect a structure against termite infestation and damage is during construction with a preventive chemical treatment with subsequent yearly inspections.

The APMA believes that, if allowed, the wide spread use of a “non-chemical contract” would cause the following problems for consumer:

- Higher incidents of termite damage after several years in homes with non-chemical or “green contracts.” The frequency and cost of termite damage repair will rise. Remediation issues will increase.
- There will be a reduced level of protection to the consumer. Historically, when chemical treatments lapse, infestations appear.
- Loss of protection against current non-visible termite infestation. Inspections cannot guarantee the property does not have an infestation.
- The initial cost of the contract may be less, but the annual renewal costs will likely be higher, resulting in greater costs over the life of the contract.
- Higher renewal rates, leading to more cancellations, will result in fewer homes being protected and larger damage repair bills for the consumer.
- Insurance rates will rise and insurance companies will be reluctant to re-insure companies with multiple claims.
- Requiring pest control operators to meet stricter contract requirements before issuing non-chemical treatment contracts will suppress competition and allow only companies with deeper pockets to provide these types of contracts.

The APMA is dedicated to the protection of the consumer and work to promote “Best Practices” in the Pest Control Industry in Arkansas. The APMA recently supported a bond increase requirement for pest control operators to better protect the consumer. The APMA strongly opposes unlimited non-chemical treatment contracts. Chemical control programs are proven and offer the best protection for the consumer. Limited use of non-chemical “green” contracts are currently available to consumers who meet the important criteria for the program.



Bed bug prevention and profitability with Gentrol® IGR.

Gentrol®, an Insect Growth Regulator (IGR) with (S)-Hydroprene features:

- **odorless, non-repellent application** — excellent for sensitive accounts.
- **long-term control** — break the endless clean-out/reinfestation cycle.
- **spot, crack and crevice treatment** — reach bed bugs the others miss.
- **two formulations** — concentrate and aerosol to prevent immature bed bugs from becoming reproducing adults.

Gentrol® keeps green in your wallet by reducing retreats and reinfestations.

Green is in our nature.

Zoëcon® was the first to manufacture and produce IGRs ((S)-Hydroprene and (S)-Methoprene). High efficacy and low environmental impact make Zoëcon® IGRs a consistent favorite.

Learn more about Gentrol®. Call 1.800.248.7763 or visit zoecon.com.



There. Even when you're not. **ZOËCON**
Professional Products

Gentrol, Zoëcon and the Zoëcon logo are registered trademarks of Wellmark International. ©2009 Wellmark International. Always read and follow label directions.

Arkansas Pest Management Association - General Membership Meeting Minutes

September 16, 2009, 4:30 PM

Wyndham Riverfront Hilton, Little Rock, AR

Call to Order: The meeting was called to order by President Phil Bennett who thanked members for attending.

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

Financials: A motion was made to approve the financials.

Old Business

Fall Conference - Shannon Hyde Prince reported that the conference was going smoothly with 20 exhibitors in attendance and over 100 in attendance.

Legislative Issues – A brief report was made concerning the mold issue with more information to follow to the membership.

Mark Hopper presented a position statement adopted by the APMA Board of Directors for Non-Chemical Treatment for Termites

New Business

Phil Bennett presented the following slate of Officers and Directors for 2010:

President – Randy West

Vice President – Justin McCauley

Secretary – Shannon Hyde-Prince

Past President – Phil Bennett

At Large Board Members – Charles Hartsell, Tim Adams, Waymon Long, Steve Adams.

Regional Directors – (1) Dallas Hopper, (2) Bobby Joe Hyde, (3) Glenn Adams, (4) Stan Lawrence, (5) John Force

Allied Representative - Dennis Dykes, Estes

A motion was made and carried all to accept the slate as presented.

There being no further business, the meeting was adjourned.



Why Consider a Merger with Arrow?

Sure, mergers & acquisitions should benefit an owner selling his company, but what about the employees, and the customers? Arrow believes it's important in a merger to take care of owners, employees and customers.

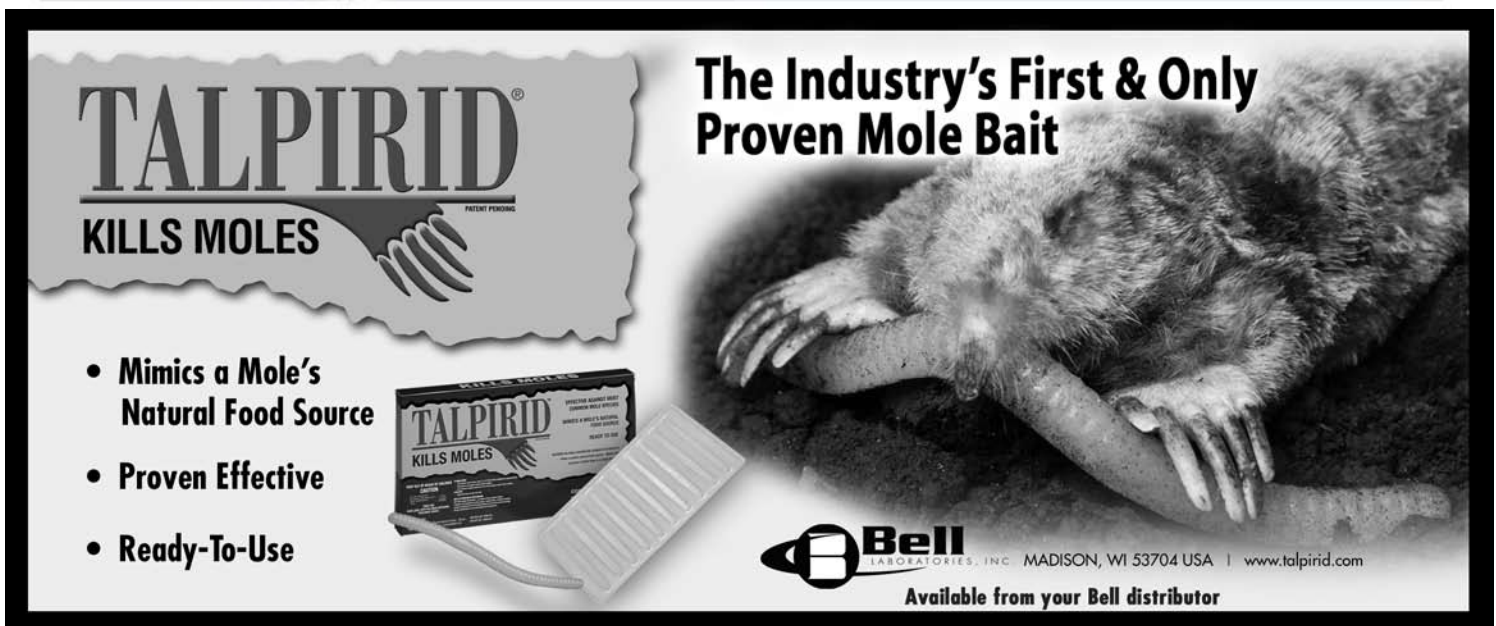
Just ask Greg Sweat. "I was concerned when Arrow merged with York Pest Control in 1996, but Arrow assured us that York employees were very important to the success of the merger.

"I started as a pest control technician. Today, I'm Assistant VP of Operations in Atlanta. I would say to anyone that Arrow is a great company to work for. It's a large company, but it still feels like a family."

Call Kevin Burns, CDO, 800.281.8978
today kburns@arrowexterminators.com





arrowexterminators.com




TALPIRID®

KILLS MOLES

- Mimics a Mole's Natural Food Source
- Proven Effective
- Ready-To-Use



The Industry's First & Only Proven Mole Bait



Bell LABORATORIES, INC. MADISON, WI 53704 USA | www.talpirid.com

Available from your Bell distributor

Arkansas Pest Management Association & National Pest Management Association Membership Application

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

Fill out the form below and mail it with your check to:
APMA, PO BOX 26243, Little Rock AR 72221
(Checks should be made payable to APMA.)

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

Firm Name: _____

Member's Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

License #: _____

Email: _____

Web address: _____

C. Total annual joint membership dues \$ _____

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-Alerts™ 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: apma@bestmanagement.net

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).



ARKANSAS
Pest Management
ASSOCIATION

PO BOX 26243, Little Rock, AR 72221

Attention APMA Members

General Membership Quarterly Meeting

January 15, 2010 - 10:00 a.m.

Hilton Little Rock Metro Center
Little Rock Room

February Regional Training

- February 15** Northeast (Region II), Holiday Inn, Jonesboro
February 16 Little Rock (Region III),
Hilton Little Rock Metro Center, Ballroom
February 17 Northwest (Region I)
February 19 Southeast & Southwest (Regions IV & V)

(For a complete listing of the 2010 Calendar of
Events, see page 2 inside.)

VICTORY OVER PESTS AND TERMITES



thor™

Buy manufacturer direct and save today.

1-866-FOR-THOR

www.for-thor.com

Call **Connie Arcemont** at **866-863-7144**
or **Dennis Neal** at **866-863-7153**
for **Additional Information**

MAXXTHOR™

bifenthrin (repellent)

PROTHOR™

imidacloprid (non-repellent)

BORACHOR™

D.O.T (Borate)

ISOPTHOR™

diflubenzuron (termite bait)

ABACHOR™

abamectin (ant & cockroach bait)

™ENSYSTEX, INC.