

President's Message

I hope this message finds everyone doing well. Thanksgiving is gone and Christmas has come a little early. I know everyone is glad the gas prices are falling. With companies laying off all over the US it seems like our industry is holding fast. Hopefully the housing market will continue to pick up and keep us going strong. I want to remind everyone of the new regulations going into effect January 5th concerning the waivers. You should have gotten a letter explaining the changes but if you didn't just contact the state plant board. We have our agents' training coming up in Feb. 09. We will be sending out notices of times and dates. I would also like to thank Don Alexander for all the help and guidance he has given us as our association director. There is not much else to report so I will close by thanking everyone for all the help this year and for letting me be your president. Phil Bennett will be taking over as president and I am sure he will do a great job for us. I hope everyone has a Merry Christmas and a Happy New Year.



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Minutes of the APMA Board of Directors Meeting
Nov. 6, 2008, 10:00 am
at the offices of
Adams Pest Control, Little Rock, AR

Present at the meeting were: Charles Hartsell, Beth Golden, Don Alexander, John Force, Steve Adams, David Hopper, Phil Bennett, Randy West, Jerry Redmond, Mark Hopper, Justin McCauley, Pat Bennett, Jerry Hyde, Shannan Prince, Bobbie Hyde and Wayman Long.

The meeting was called to order by Pres. Charles Hartsell.

The first order of business was a financial report by Exec. Dir. Alexander. He expressed a need to replace revenue lost when Terminix resigned from the Association. He stated that some of this would be accomplished by having the additional termite training in the Spring. Jerry Hyde inquired about the status of the Scholarship fund. Don reported that there was \$3636.00 in checking and just under \$30,000.00 in CD. Phil Bennett made a motion to accept the report, seconded by Justin McCauley. Motion passed.

Mark Hopper introduced Anne Fuller of Best Association Management. Mrs. Fuller presented a proposal by her company to provide administrative services for the Association, beginning Jan. 1, 2009, when Exec. Director Alexander's resignation becomes effective. The proposal includes all of the administrative duties provided by Don, as well as meeting coordination and publishing the quarterly newsletter for a monthly fee of \$2200.00 plus a one-time start-up cost of \$1500.00.

The Board discussed the proposal after Mrs. Fuller left. Justin McCauley moved that the Board accept the proposal, John Force seconded. There was no discussion. The motion passed unanimously.

The next item of discussion was the regional schools to be held the 3rd week of February. Each school will be held on the same day of the week as last year. (Monday- Northeast, Tuesday-Central, Wednesday-Northwest, Thursday- travel day, Friday- Southwest/Southeast)

The BASF termite training this spring will be held twice, once in Little Rock and another in Northwest Arkansas. Dr. Bob Davis with BASF and Dr. John Hopkins of the U of A Ext Service will be the instructors. The schools will be limited, as last year, to the first 30 registrants, with a limit of 2 per company.

The board voted unanimously to have the September school at the Wyndham Hotel in North Little Rock again this year.

Under new business, Phil Bennett said that he had been contacted by Evan Brown of the Arkansas Energy Association. Mr. Brown wants to meet with the Association about insulation under concrete slabs. This was referred to the Governmental Affairs Committee.

Mark Hopper asked that the Association order and pay for a copy of Harvey Goldglantz's new book, "Marketing Matters" for each APMA Winter conference attendee (approximately 10 @ \$25 each) The book would be used as the basis for discussion during the conference to be held February 7-12 on the Carnival cruise ship, Fantasy. Motion made by Randy West, seconded by Phil Bennett. Motion approved.

A motion was made by Phil Bennett to have today's meeting serve in place of the scheduled December 12 meeting. Motion seconded by Justin McCauley. Motion passed.

Regarding legislative activity during 2009, Don recommends that we proceed with scheduling the "County Caucus" as a legislative event for our Association. Discussion was made about working with Terminix on legislation regarding our bond and insurance.

There was a motion to adjourn by Justin McCauley, seconded by Phil Bennett. Meeting was adjourned.

Respectfully submitted this 8th day of December by,

Mark Hopper, Sec/Treas.

APMA DIRECTORY

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Allied Member, Tommy Reeves
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Administrative Staff & Board consists of: Executive Director, Secretary/Treasurer and a 10 member board. Officers include: President and Vice President. Their work is directed by the Board which meets quarterly at the Victory Building, Room 445, 1401 W. Capitol Ave., Little Rock, AR. Members are always welcome at board meetings. We retain legal counsel and elect an Arkansas State Plant Board Representative bi-annually.

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Message from your Plant Board Representative – Jerry Hyde

Effective 1/5/09, there will be a change in how the waiver can be used. A waiver cannot be issued without receiving an approval from the State Plant Board. There will be a \$50 fee charged for each new waiver request. Failure to pay a waiver fee could prevent a company from being able to issue any more waivers. If you are not sure how the new waiver process works, I suggest you contact Scott Bray at the State Plant Board for clarification.

The State Plant Board has asked our association to sponsor a bill requiring all pest control operators to maintain a \$100,000 bond and a \$500,000 damage repair insurance policy. The association would like input from the general membership at our meeting on 1/16/09, concerning this important issue. Please plan on attending the meeting and bring a fellow operator.

I hope to see all of you there,

Jerry Hyde

National Pest Management & APMA Membership Application

Join online on our website (go to the “Join APMA” page at www.arkansaspest.org to submit information – then mail your check) or fill out the form below and mail it to: APMA, 3103 Northfield Dr., Bryant, AR 72022, with your check made payable to APMA.

Firm Name: _____

Member’s Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

License #: _____

Email: _____

Web address: _____

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

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	\$100
\$200,001 - \$500,000	\$165
\$500,001 - 1,000,000	\$425
\$1,000,001 - 2,500,000	\$650
\$2,500,001 - 5,000,000	\$1,100
\$5,000,001 - 10,000,000	\$2,750
\$10,000,001 - 15,000,000	\$4250
\$15,000,001 - 25,000,000	\$5750
\$25,000,001 - 50,000,000	\$10,500
Over \$50,000,001	\$21,000

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-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, or submit it online (www.arkansaspest.org). (You will still need to mail your check!) 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; 501-847-9651, or e-mail; donwalexander@sbcglobal.net. Also available to discuss the goals and services of the APMA are our elected board members (see page 6)

NOTICE: The Board of Directors has recommended approval of the amended bylaws concerning active membership. Article II, Section 1 is hereby amended to the following:

ACTIVE MEMBERSHIP

- A. Any "Pest Management Firm" in Arkansas that is in agreement with the purposes of the Association shall be eligible for Active Membership in the Association. The term "Pest Management Firm" shall mean an individual, partnership, unincorporated association, corporation, limited liability company or any other form of business enterprise actively engaged, for hire to the public at large, in the performance of pest management services or termite treatment services as a separate entity from other Pest Management Firms.
- B. Any Pest Management Firm which is wholly owned by a group of franchised owners all who utilize identical names, advertising or marketing programs, or any Pest Management Firm that is centrally owned but maintains multiple offices or work locations throughout the State shall be considered one firm but with multiple voting representatives as described herein.
- C. Any Pest Management Firm that falls within the description contained in Sections A & B above shall, upon payment of dues for each licensed operator employed therein, shall be entitled to a total of up to five (5) votes per firm. Each licensed operator with a vote, as previously provided for, must be present at any state or regional meeting to cast a vote on any.

This will be voted on by the general membership on the January 16, 2009 meeting in Little Rock.

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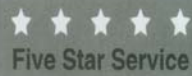
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