The first half of this season is almost complete and brought several abnormal weather events, including record flooding that has impacted customers and many of our businesses.

The middle part of the year is also the time of the year that our businesses interact with customers and potential customers the most. This is the time when we can let our customers know how much we appreciate them by the attitude and quality of work we demonstrate as we service their pest management needs. Our attitude and our concern for quality service is the defining factor we should all strive to demonstrate as commercial pest management companies.

The customer is the most important ingredient in the recipe for successful business growth. There will always be issues, but good relationships and commitment to quality will overcome most of them. Quality makes a statement about our businesses, our values, and supports the integrity of the Arkansas Pest Management Association.

We should all make an extraordinary effort to put on a friendly face, treat our customers with the utmost respect, and genuinely work to help solve their problems.
Speakers Include:

John Murphy
Technical Support Manager with LiphaTech
Presentation: Rodents

Dini Miller
Urban Pest Management Professor at Virginia Tech
Presentation: Bed Bugs and Assessment-Based Pest Management Program for German Cockroaches

Phil Koehler
Endowed Professor, Urban Entomology at University of Florida,
Presentation: Termites

Dr. Kristen van den Meiracker, BCE & Dr. Janet Kintz-Early
Presentation: Small Flies and Construction and Conducive Conditions

Bring an item for the Lynn Hopper Scholarship Fundraising Auction then join us immediately after the last class for cocktails, appetizers, and FUNdraising!

All funds raised during the auction benefit our student scholarship fund, which currently includes 6 students at 5 different universities. A new scholarship is awarded yearly and is good for up to 4 years, to students with a family member in the pest control industry.

Andrew de la Chapelle
DIRECTOR OF BUSINESS DEVELOPMENT
ACHAPELLE@INSIGHTMOBILEDATA.COM
WWW.INSIGHTMOBILEDATA.COM     301-866-1990

INSIGHT Mobile Data is the leader in fleet safety, combining 24/7 vehicle monitoring and an innovative program to identify high-risk drivers and prevent “at-fault” collisions.
Your APMA at work:
Since late last year and through the first part of this year, your board of directors along with the government affairs committee has been working with the Arkansas State Plant Board to update language in the Circular 6 regulations that will benefit commercial operators within the state. These changes have been approved by the pest control committee and are set to go into effect soon.

Start making plans now for the upcoming September meeting where a line-up of presentations will be informative and help us improve our knowledge and abilities to provide top level service.

~ Dwight Reynolds, APMA President

“Education is what you get when you read the fine print. Experience is what you get when you don’t!”

AR State Plant Board Update

The EPA Core Test and the Agent Exam have been updated. Please make sure that your company’s employees have access to the updated study material found at the following link:


If you are testing your employees based off of the old study material or material that you have created for your agents to study, please cease immediately. The most up-to-date information about the pest control program can be found at the below link. The new exams are not any more difficult than the version it replaced and do not cover any material that is outside of what the previous version covered. If you have any questions or concerns you can contact Seth Dunlap by email at seth.dunlap@agriculture.arkansas.gov, or phone at 501-219-6320.

To find more information about the Commercial Pest Control Program click on the following link: https://www.agriculture.arkansas.gov/commercial-pest-control

Grow your business with Univar Solutions.

Pest management professionals rely on Univar Solutions’ expertise and advice for end-to-end support, sound advice, and access to comprehensive training. We are your one-stop resource offering the industry’s largest and most reliable selection of professional products.

Our strong focus on customer needs includes training and technology services like ProTraining and PestWeb to help you solve the challenges of today and anticipate what’s ahead. Our commitment is to bring value to every business that is ready to grow. Expect more from Univar Solutions.

Let’s get started at PestWeb.com
Oldham
Chemicals Company, Inc

Our Family Serving Yours

1-800-888-5502
www.OldhamEquip.com
Advertising Opportunities

APMA publishes a printed (and emailed) newsletter quarterly. This goes to all members of the APMA and is available on our website. The APMA also distributes e-news updates on each month we don’t do our main newsletter.

Advertising Rates

Printed Newsletter (4 issues)
A 15% discount is available for annual contracts for ads larger than 1/4 page.

<table>
<thead>
<tr>
<th>BW / Color</th>
<th>Business card (2”h X 3.5”w) $55 / $85</th>
<th>1/4 page (5”h X 4”w) $95 / $145</th>
<th>1/2 page (5”h X 8”w) $180 / $270</th>
<th>Full page (10.5”h X 8”w) $240 / $360</th>
<th>Inside Cover (10.5”h X 8”w) $275 / $400</th>
</tr>
</thead>
</table>

E-News (8 issues)

<table>
<thead>
<tr>
<th>Size</th>
<th>Rate per issue</th>
</tr>
</thead>
<tbody>
<tr>
<td>3” x 2.5”</td>
<td>$40</td>
</tr>
<tr>
<td>6” x 2.5”</td>
<td>$75</td>
</tr>
</tbody>
</table>

Please submit color ads as well as black and white if you wish your ad to appear in color on the emailed version and on the website for no additional charge.

Material Specifications

Submit ads electronically to Best Association Management, graphics@bestmanagement.net.

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.

If you do not have a completed ad, we will set your ad for you for $25.

P.O. Box 26243
Little Rock, Arkansas 72221
(501) 224-4840
www.arkansaspest.org
office@arkansaspest.org

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? Y/N
If so, who and where do they work __________________

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. 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.
12. Applicant must maintain a GPA of 2.5 for the year (cumulative of fall & spring semesters), and provide a transcript at the end of the year.

Mail completed form to:
Arkansas Pest Management Association
PO Box 26243
Little Rock, AR 72221
**2018-2019 Member Recognition**

APMA recognizes our 2018/2019 members for the dedication to the profession and the support of our association. We hope you continue for 2019/2020.

### Professional Members
- 1st Class Pest & Termite LLC
- 540 Pest Solutions
- A.P.C.S., Inc.
- Accurate
- Ace of Blades
- Acme Pest Management
- Action Pest Solutions
- Adams Pest Control of L.R., Inc
- Adams Pest Control of N.L.R., Inc.
- Advance Pest Control, Inc.
- Allstate Pest Solutions, Inc.
- American Termite & PC, Inc.
- Arkansas Extermination of Cabot LLC
- Austin & Son Termite & PC
- B.B. Sample Company Inc.
- Bob's Pest Services
- Bug Man Bob, LLC
- Bugmobile of Arkansas
- Central Arkansas Pest Services
- Central Termite & Pest Control
- Clark Exterminating Co., Inc.
- Clarksville Pest Control, Inc.
- Command Pest Control
- Complete Pest Control
- Cook's Pest Control
- Crossfield Termite & PC
- Curry's Termite & Pest Control Co.
- Curry’s Termite, Pest & Animal Control
- Debugged Pest Control Solutions, Inc.
- Delta Pest Control, Inc.
- Dickson Chemical Company, Inc.
- Eagle Pest Management
- Elite Exterminating, Inc.
- Emco Termite & P.C., Inc.
- Enviropest
- Evans Pest Control
- Five Star Pest Control Co., Inc.
- George Termite & PC - Dardanelle
- High Tech Pest Control Services
- Holt Exterminating
- Home Pest Control of AR, Inc.
- Hopper Environmental Services, Inc.
- Hopper Termite & Pest Management
- Hudson Pest Solutions
- Hunt Termite & Pest Control, LLC
- Hyde’s Termite & PC, Inc.
- John Force Pest Control
- Lawrence Termite & Pest Control
- Legacy Termite and Pest Control
- McCauley Services
- Merritt Pest Control
- Mid-State Termite & Pest Control
- Midwest Pest Control, Inc.
- Miller Pest Control Co., Inc.
- Mr. Bug Pest Control
- Musick Pest Control
- Natural State Pest Control
- New Wave Termite & Pest Control
- Northeast AR Termite & PC
- Northwest Pest Management
- Ouachita Termite & PC
- Ozark Exterminators, Inc.
- Pest Pro USA
- PestFree, Inc
- Plantation Pest Management, Inc.
- Presto-X Company
- Professional Pest Solutions
- Pro-Tech Pest Management, Inc.
- Ray Houser Termite & P.C.
- Rid-A-Pest
- Rushing Pest Control Service
- Serfco Termite & PC, Inc.
- Serfco Termite & PC, Inc.
- Southeast Pest Control, Inc.
- Steve’s Termite & P. C., Inc.
- Superior Lawn Service, Inc.
- Superior Termite & Pest Control
- T&O Termite and Pest, Inc.
- Target Termite Pest Control, Inc.
- Terminix International- N. Little Rock
- Terminix International-Benton
- Terminix International-Fayetteville
- Terminix International-Russellville
- Terminix, Inc.
- The Bug Man - Searcy
- The Bug Man, Inc.- Little Rock
- Tri-Hill Pest Control, Inc.
- Triple B Pest Solutions
- West Termite & Pest Mang.
- Whitlefield Pest Company
- Will-Kill Termite & Pest Control

### Allied Members
- AP&G Co.
- Baker Insurance Services
- BASF Pest Control Solutions
- Bayer Environmental Science
- BedBug Central
- Bell Laboratories, Inc.
- Briostack
- BWI Companies, Inc.
- Consolidated Insurance Consultants
- Control Solutions, Inc.
- Corteva Agriscience
- Diversified Sales and Mktg
- FMC Corp.
- Insight Mobile Data, Inc
- J.F. Oakes, LLC
- Liphatech
- MGK
- Oldham Chemical Corporate
- Paragon
- PelGar USA
- Santa Fe Dehumidifiers
- Syngenta Pest Management
- Target Specialty Products
- The Resource Shop
- Univar USA
- Winfield United
- Zoecon

Thank You!

Renew or download a printable form online at www.arkansaspest.org

Questions call 501-224-4840
As a member of the National Pest Management Association, you have access to a multitude of programs and benefits that will help you accomplish your business goals.

For a full list of services available, please visit www.npmapestworld.org or reach out to the NPMA team at 800-678-6722 or npma@pestworld.org.
Newly Introduced Legislation Addresses Lyme and Other Tick-Borne Diseases

U.S. Senators Susan Collins (R-ME) and Tina Smith (D-MN) introduced the Ticks: Identify, Control, and Knockout (TICK) Act. Senator Angus King (I-ME) is an original cosponsor.

WASHINGTON, D.C. — Over the past decade, cases of Lyme disease and other tick-borne diseases have risen exponentially, from approximately 30,000 in 2003 to an estimated 450,000 last year. In Maine, last year, there were approximately 1,400 new cases of Lyme disease, sharply increased from the 752 cases in 2010. Far too many Americans with Lyme disease experience a complex diagnostic odyssey that takes months or even years, while suffering severe and debilitating symptoms. In addition to the physical and emotional toll that Lyme disease takes, it is also expensive. Medical costs of Lyme disease are estimated at $1.3 billion per year. When accounting for indirect medical costs, including loss of work, the annual costs balloon to $75 billion per year.

In a bipartisan effort to improve research, prevention, diagnostics, and treatment for tick-borne diseases, U.S. Senators Susan Collins (R-ME) and Tina Smith (D-MN) today introduced the Ticks: Identify, Control, and Knockout (TICK) Act. Senator Angus King (I-ME) is an original cosponsor.

“To knock out Lyme and other tick-borne diseases, we need a unified approach with leadership at the federal level and resources at the local level,” said Senator Collins. “These diseases present grave risks to our public health and serious harm to our families and communities. The sooner we acknowledge these risks and coordinate our effort to overcome them, the better for all of us. The TICK Act does just that by applying a three-pronged public health approach to address Lyme and other vector-borne diseases, and I urge our colleagues to join us in supporting this important bill.”

“Minnesotans are eager to get outside after a long winter. Unfortunately, the number of Lyme disease cases in the state—and states across the country—is on the rise. Our bipartisan bill aims to reduce the number of cases by establishing an effort to target, prevent, and treat Lyme disease,” said Sen. Smith, a member of the Senate Health Committee. “We made sure to collaborate with universities and public health agencies, and our bipartisan bill is supported by a coalition of researchers, medical professionals, and government officials from across the country. We hope our colleagues join us so we can quickly take up and pass this bill.”

“Maine summers bring sunshine, hiking, and fresh blueberries—but unfortunately, they also bring ticks. As the weather warms up, our exposure to these parasites increases,” said Senator King. “This leaves us more vulnerable to the diseases they spread—especially Lyme disease, which has drastically climbed in recent years. We need a coordinated and aggressive response from all levels of government and the private sector to make a dent in the rapid rise of this disease. This legislation will keep Americans healthier, and that’s a cause worth working toward.”

Using a three-pronged approach, the TICK Act would:

1. Establish an Office of Oversight and Coordination for Vector-Borne Disease at the Department of Health and Human Services (HHS). The office would develop a national strategy to prevent and treat Lyme and other tick-borne diseases, expand research, and improve testing, treatment affordability, and public awareness. The Office would also coordinate with other federal departments to address these diseases, including the Departments of Defense, Agriculture, Interior, Homeland Security and the Environmental Protection Agency.

2. Reauthorize Regional Centers of Excellence in Vector-Borne Disease for five years at $10 million per year. Funding for these centers, which was allotted in 2017, expires in 2021. These Centers have led the scientific response against tick-borne diseases, which now make up 75 percent of vector-borne diseases in the U.S. There are five centers located at universities in New York, California, Florida, Texas, and Wisconsin.

3. Authorize CDC Grants at $20 million per year that would be awarded to State Health Departments to improve data collection and analysis, support early detection and diagnosis, improve treatment, and raise awareness. These awards would help states build a public health infrastructure for Lyme and other vector-borne diseases and amplify their initiatives through public-private partnerships.

In 2016, Congress took a critical step forward with the enactment of the 21st Century Cures Act, which created a federal
Tick-Borne Diseases Working Group. This Working Group released its first report in November 2018, which created several recommendations for next steps. With the findings of this report in mind, this legislation puts key recommendations into practice.

The TICK Act is supported by more than 25 organizations, including the Entomological Society of America, National Association of Vector-Borne Disease Control Officials, the National Association of County and City Health Officials, Midcoast Lyme Disease Support & Education Organization in Maine, the Northeast Regional Center for Excellence in Vector Borne Diseases, and the LivLyme Foundation.

**Ticks: Identify, Control, and Knockout (TICK) Act**

*Senator Susan Collins (R-ME), Senator Tina Smith (D-MN), and Senator Angus King (I-ME)*

Tick-borne diseases such as Lyme, once considered a local or regional problem, have become an alarming national threat. The number of Americans with tick-borne diseases has been rising at a staggering rate over the past fifteen years. In 2003, Lyme disease infected around 30,000 Americans. In 2018, there were an estimated 450,000 cases, an astonishing 1,400 percent increase.

*Reported cases of Lyme disease are on the rise across the nation. A coordinated National Strategy is needed now to end this growing crisis.*

**TICK Act Summary:**

- **Establishes an Office of Oversight and Coordination** at HHS to develop a National Strategy, expand research, improve testing and testing, and coordinate common efforts with DOD, USDA, EPA, and the Departments of Interior and Homeland Security
- **Reauthorizes Regional Centers of Excellence in Vector Borne Disease** at $10 million for each of FY2021 - FY2026. These Centers collaborate with academia and public health agencies for surveillance, prevention, outbreak response.
- **Authorizes CDC Grants** at $20 million for each of FY2021 - FY2026 to State health departments to build a public health infrastructure for Lyme and other tick and vector-borne diseases, and expand initiatives through public-private partnerships.

**Endorsements:** The TICK Act is supported by more than 25 organizations, including the Entomological Society of America, National Association of Vector-Borne Disease Control Officials, Midcoast Lyme Disease Support & Education Organization in Maine, the Northeast Regional Center for Excellence in Vector Borne Diseases, and the National Association of County and City Health Officials.
“Arrow perfectly matched the way I ran my company. Nader’s was family-run for 21 years, and I always believed in promoting a family culture in my business through our hiring, training and our relationships with customers and employees. I sold my company to Arrow in 2010, and they followed through 100% on everything promised.”

Randy Nader,
Business Development Manager
Former owner of Nader’s Pest Raiders
Powerful inside and out

Temprid FX offers unmatched strength with a new label that’s more flexible than ever.

With great power comes great flexibility. Temprid FX has the powerful, co-milled, dual-active combination formula you trust for rapid and long-lasting control of hard-to-kill pests. And now you can use it in more places. This strength and flexibility gives you the added confidence to take on the toughest jobs. That’s bound to make you a hero.

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.

Bayer Environmental Science, A Division of Bayer CropScience LP, 5080 CentreGreen Way, Suite 400, Cary, NC 27513. For additional information, call toll-free 1-800-331-2867. www.environmentalscience.bayer.us. Not all products are registered in all states. Bayer, the Bayer Cross and Temprid are registered trademarks of Bayer. ©2019 Bayer CropScience LP.
**DING DONG THE ITCH IS DEAD.**

CONTROL FLEAS CONFIDENTLY BY PREVENTING FUTURE POPULATIONS WITH THE IGR IN PRECOR® PRODUCTS.

### COMPARISON CHART

<table>
<thead>
<tr>
<th></th>
<th>(S)-METHOPRENE (PRECOR®)</th>
<th>PYRIPROXYFEN</th>
</tr>
</thead>
<tbody>
<tr>
<td>The original/first insect growth regulator (IGR)</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Heavier-than-air molecule penetrates deep into carpets and upholstery where flea larvae develop</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>IGR utilized in leading vet dispensed topically applied flea control treatments for dogs and cats</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Protects stored grain products from insect infestations</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Market leading government agency IGR for mosquito control larvicides*</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Prevents flea emergence for up to seven months</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Low odor and non-repellent</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

*Data on file.*

Go to ZOECON.com for the full story.