

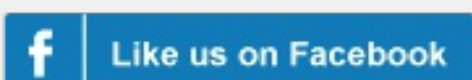


# Closer Look

The Exclusive Online Newsletter for the Members of the Arizona Pest Professional Organization

## Inside this issue

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## Dear Pest Control Industry Members,

***There are only a few days left to take advantage of early bird rates for our annual Great Western Conference. Here you will receive QUALITY education from nationally renowned speakers!***

We offer 6 CEU's per day, March 28-29th. We also have over 40 vendors attending the trade show who can offer great products and services for your business. Don't miss out!

**[REGISTER HERE TODAY!](#)**

We recently held our Legislative Day at the Capitol on February 15th. Frank Wong from Bayer made a great presentation on the importance of neonics to our industry. The potential ban of neonics continues to be a hot topic. We encourage you to stay engaged with your legislators on this issue. Click [HERE](#) for a list of talking points.

Of great concern is the planned **budget sweep** of the Pest Management Fund the amount of \$2.1M. Our lobbyist and members of the legislative committee have scheduled meetings with various committee heads and the governor's office to discuss. We will post updates to the [Legislative Issues](#) page on our website.

These are the kind of things we are here for, and your membership supports. If you are not a member, it is important you become one to help protect our industry!

**Please remember, the success of our industry depends on your participation. Please stay engaged!**

## Through AZPPO You Have Access to the NPMA Health Insurance Exchange and Mentor Match Programs

Your AZPPO membership gives you access to the **NPMA Health Insurance Exchange** focused on providing small and mid-sized employers with benefit options previously only made to larger employers, the NPMA Insurance Exchange offers cost effective benefit solutions that make sense in today's unpredictable marketplace.

The benefits include a Self-Funded Medical Plan, Health Reimbursement Arrangement, Consumer Directed Spending Account, Voluntary Insurance Products (VIP) through Transamerica Life Insurance Company, Accident Advance, Cancer Select® Plus, TransDI® Plus (short-term disability), Hospital Select® II and Trans Select 20 Term Life Insurance.

The cost to participate in the exchange is \$6.00 per person/per month with an additional \$5.50 per person/per month for HRA participants. FSA is an additional \$4.00 per person/per month fee.

### **Additional Information:**

<https://npmapestworld.org/member-center/npma-health-insurance-exchange/>

Also through AZPPO membership you have access to the **NPMA Mentor Match** program that reflects their commitment to you and your professional development. This unique online networking and career development tool helps you find, connect and share experiences with others. Your mentor or mentee can be in the same city or on the other side of the world!

### **Additional Information:**

<https://npmapestworld.org/member-center/mentoring-program/>

Kind Regards!! David Marshall  
Arizona Termite & Pest Squad, LLC  
NPMA Executive Leadership Program

### **Testimonials:**

*"I've been using the Mentor Match Program since I was selected to the National Pest Management Association Executive Leadership Program 2017. It has given me invaluable opportunities to connect with other PCO's across North America that are like me and larger, enabling me to resolve issues. My business has grown 4% over the year resulting in running my company 100% more efficient. I recommend that all PMP's and PCO's take advantage of the NPMA*

*Mentor Match Program."*

Billy Olesen, A.C.E. Operations Manager

Chuck Sullivan Exterminators

Seattle, WA

*"We just switched over to the NPMA Health Exchange Insurance Program. January 1st 2018 and are saving roughly 40% on individual coverage. The plans are pretty good in coverage compared to the previous provider. I would contact JerriLynn@dkyoung.com for rates and plans. She was amazing to work with. Tell her Bruce Carter with Carter Services referred her!"*

Bruce Carter

Carter Services

National Pest Management Association, Past President



AZPPO Presents

**The Great Western Conference**

**March 27-29, 2018**







# Presents The 6th Annual AZPPO Bugs N' Balls Golf Tournament

**Friday May 18, 2018**

**Kierland Golf Club in Phoenix**

★ **Best Ball Tournament**

★ **7:30 am Shotgun Start**

★ **Raffles & Prizes**

Hole In One  
Sponsored by

Proceeds to support the  
Industry Defense Fund

## Upcoming Events

Click on an event below for more information

**March 14**

[AZPPO Board Meeting](#)

**March 15**

[Certification Training: CORE and Industrial & Institutional](#)

**March 16**

[Certification Training: Wood Destroying Organisms and Ornamental & Turf](#)

**March 27-29**

[Great Western Conference & Trade Show](#)

**May 17**

Second Tri-Annual Business Forum

**May 18**

[Bugs N Balls Golf Tournament for Industry Defense](#)

[More Info](#)

## Allied Member Directory

The following companies provide support to the industry and are members of AZPPO.

**Affordable GPS Tracking** Victor Krstec: 623-328-8906  
victor@agps1.com

**All Risks** Pam Brunges: 800-366-5810 x 3610  
pbrunges@allrisks.com

**Allergy Technologies** Patty Maslowski: 215-654-0880;  
service@allergytechnologies.com

**Amvac** Dean May: 214-789-8839; deanm@amvac-chemical.com

**AP&G** Scott Baldwin 480-760-5874; sbaldwin@catchmasterpro.com

**Arizona Spray Equipment** Samuel Andrus: 623-847-  
5604; critter@azspray

**B&G Equipment Company** John Cotton: 714-319-  
4422; jcotton@bgeuip.com

**Banker Insulation** Scott Petre: 602-273-  
1261; spetre@bankerinsulation.com

**BASF Pest Control Solutions** Matthew Spears: 919-724-9346;  
matthew.spears@basf.com

**Bayer Environmental** Josh Shoemaker: 602-820-  
5684; josh.shoemaker@bayer.com

**Bell Laboratories, Inc.** Patrick Lynch: plynch@belllabs.com

**Bird-B-Gone** Mike Dougherty: 949-472-3116 mike@birdbgone.com

**Bird Barrier** Michael Gallion: 310-344-  
5222 michael.gallion@birdbarrier.com

**Brandt** Mohamed Rachadi: 678-644-5327; mohamed.rachadi@brandt.co

**BrioStack Software** Derrick Walker: 801-616-6182; dwalker@shortstack.me

**Business Broker T.J. Hammer** T.J. Hammer: 480-540-5005; Tjhammers@aol.com

**Central Life Sciences** Blaine Oakeson: 801-731-8210; boakeson@central.com

**Chemtech Supply, Inc.** Jack McClure: 480-833-7578; jack@chemtechsupply.com

**Control Solutions Inc** Rob Ives: 713-203-4058; rives@controlsolutionsinc.com

**Diversified Sales & Marketing** Larry Hiner: 918-695-6742; lhiner@divsales.com

**Dow AgroSciences** Les Johnson: 480-759-9120; lljohnson2@dow.com

**Enterprise Fleet Management** Desiree Slade: 623-670-1438; desiree.j.slade@efleets.com

**FMC Professional Solutions** Alea Pedroza: 714-833-191; alea.pedroza@fmc.com

**Gervase Law Firm, PLLC** Lisa Gervase: 480-515-4801; lgervase@gervaselaw.com

**Image Craft:** Jean Mertz: 602-305-4814; erutin@imcraft.com

**J.T. Eaton Co., Inc.** James Rodriguez: 800-321-3421; james@jteaton.com

**Kness** Jeff Caudill: 641-932-2456 ext. 215; jeff@kness.com

**LiphaTech** Joshua Joyce: 714-262-0355; joycej@liphatech.com

**Mass Mutual** Kristin Rivera: 480-401-3081, kriviera@financialguide.com

**Mattress Safe** Tiffany Epps: 770-205-5335 X211, tiffany@mattresssafe.com

**Metro Institute** Michael Means: 602-452-2901; mike@metroinstitute.com

**MGK Matt Kenney:** 559.232.8696; matt.kenney@mgk.com

**Michael S. Herrmann Insurance Agency, Inc.** Mike Herrmann: 480-731-6600; mike@mikeherrmann.net

**Mobile Training Solutions** Linda Harrington: 520-419-9575; linda@mobiletrainingsolutions.net

**Modern Methods** Art Guzman: 702-577-6382; guzzer60@gmail.com

**Nisus** Scott LaFave: 714-270-0335; scottl@nisuscorp.com

**Paid In Full, Inc** Joe Laforvara: 623-580-7207; joe@wecollectit.com

**PestWest Environmental** Mike Goza: 480-747-2688; mike.goza@pestwest.com

**Podium** Tremain Peterson: 801-376-0677; kaylie@podium.com

**Protect A Bed** Gary Brooks: 847-998-6901; gary.brooks@protecabed.com

**Syngenta Professional** John Chaney: 719-252-4091; john.chaney@syngenta.com

**Target Specialty Products** Kurt Smith: 480-517-0755; kurt.smith@target-specialty.com Salena Rafferty: salena.rafferty@target-specialty.com, Ruth Leo: ruth.leo@target-specialty.com

**Termatrac** Rick Wakenigg: 404-210-5633; rwakenigg@termatrac.com

**The Mahoney Group** Joe Steiner: 480-214-2746; jsteiner@mahoneygroup.com

**Turf & Pest Supply** David Crandell: 602-369-6137; dave@turfandpest.com

**Univar USA Inc.** Ed Conboy: 520-747-8717; Ed.Conboy@univarusa.com Christy Davie: 480-894-5323; christy.davie@univarusa.com Jackie Bell: 602-233-2440 jackie.bell@univarusa.com

**Weisburger Insurance Brokerage** Gary Shapiro: 800-431-2794;  
info@weisburger.com


**Work Wave** Danielle Yannetta: 732-686-7846, events@workwave.com

### CONTACT US

[azppo@azcapitolconsulting.com](mailto:azppo@azcapitolconsulting.com) | 602-712-1121 #4

AzPPO PO Box 13116, Phoenix, AZ 85002 |

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