



Closer Look

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

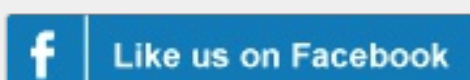
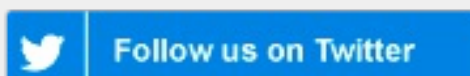
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WELCOME NEW

JOINT MEMBERS:

- Accurate Pest Control
- Atomic Pest Control
- AZ Organic Pest & Termite
- Bernard's Pest
- Cimex Control Pest Management
- Termio



Dear Pest Control Industry Members,

We are quickly winding down our fiscal/membership year and are looking to 2018-2019. Elections are just around the corner - if you are interested in serving on our board please contact us at azppo@azcapitolconsulting.com. We have a great bunch of people who are dedicated to making the industry the best it can be, but would also love to see some new faces!

Watch your email inbox for renewal notices in mid-May. Dues are based on the number of licensed associates you have in your company. When you receive your notice, please review to make sure you renew at the correct dues level.

As we've reported before, we have been watching closely what the Governor/Legislature plan to do with the budget. With the walk-out and march by teachers this week, progress at the legislature has slowed to a crawl until an agreement is reached on teacher pay and the budget. For now, we watch and wait.

As for the Trust Fund, we heard from a ranking member of the legislature this week that the Fund is still safe which is very positive news given all of the noise surrounding the Capitol right now. While we remain optimistic that the Trust Fund is safe, we really can't say for certain where the Governor/legislature will ultimately land after the dust settles with the protests.

DON'T MISS:

- *May 17 2nd Tri-Annual Business Forum (Free preview for AZPPO Members)*
- *May 18th Bugs N Balls Golf Tournament benefiting the Industry Defense Fund*

More info below.

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



The Arizona Pest Professional Organization Proudly Presents
2nd Tri-Annual Business Forum



Helping PCO's Become Better Business Owners
"SWOTT Analysis"

May 17, 2018 11:30 - 5:30 pm

Orange Tree Golf Resort 10601 N 56th St Scottsdale AZ 85254

Featuring Chris Ronzio of Trainual and Pete Schopen, Schopen Pest Solutions

**SPECIAL FORUM FOR OWNERSHIP AND MANAGEMENT
FREE PREVIEW TO AZPPO MEMBERS**

We are excited about this new 2018 meeting format! Hurry - we only have 100 seats available so SIGN UP TODAY!

AGENDA

- 11:30 Registration
- 12:00 Lunch, Welcome, Invocation
- 1:00 Sponsors/Vendors Introduced
- 1:15 Keynote Speaker Pete Schopen
- 2:45 Break
- 3:00 Topic Workshop Chris Ronzio
- 4:00 Panel Discussion w/Hors d'oeuvre /Bar
- 5:30 End

TAKEAWAYS

Assistance in identifying weaknesses strengths, opportunities, threats and trends. Including thumb drive containing:

- Speaker Handouts
- SWOTT Analysis

Plus gifts and chances to win some great prizes!

This is the second of 3 forums that will take place in 2018. January 30th focused on Strategic Planning, May 17th topic is SWOTT Analysis, and October 30th will be a Year End Evaluation. As your Association, we want to bring you valuable benefits designed to help you grow both in business and personally. **DON'T MISS THIS ONE!** As part of our community outreach, we are collecting cases of water to provide to shelters. Please plan to bring some when you attend. For more information see the following pages or visit our website azppo.org.



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

May 9

[AZPPO Board Meeting](#)

May 17

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

May 18

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

May 17

[Second Tri-Annual Business Forum - Orange Tree Golf Resort](#)

May 18

[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

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

Bell Laboratories, Inc. Nick Branca: nbranca@belllabs.com

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

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

Brandenburg Walter Mendieta: 314-810-2150; waltermendieta@bonena.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

Coalmarch Maria Mayorga: 919-647-4152; mmayorga@coalmarch.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

Freshlime Jay Bean: 801-653-5600; jbean@freshlime.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,
krivera@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 Laforanara: 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

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2540; joe.malinowski@senestech.com

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Target Specialty Products Kurt Smith: 480-517-0755;
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specialty.com

Termatrac Rick Wakenigg: 404-210-5633;
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The Mahoney Group Joe Steiner: 480-214-2746;
jsteiner@mahoneygroup.com

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

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

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



**Come
GROW with Us!**




Call Kevin Burns today for your confidential conversation.
800.281.8978

CONTACT US


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