



# Closer Look

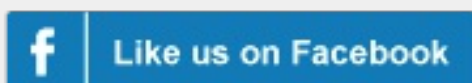
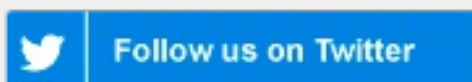
The Exclusive Online Newsletter for the Members of the Arizona Pest Professional Organization

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## Dear Pest Control Industry Members,

### ***Do you think \$2.1 million is a lot of money?***

That question was raised by our Legislative Committee at our annual Great Western Conference this week. More on that in a minute.

Did you know that AZPPO is on the front line when it comes to issues important to the entire industry and ultimately **YOUR LIVELIHOOD?**

- AzPPO Legislative Committee meets with Pest Management Division Staff on a regular basis.
- Division staff solicited support for additional inspectors, but AzPPO was able to negotiate increased staff focus on unlicensed activity before AzPPO could support additional staff (Inspectors)
- AzPPO Conducted Legislative Day February 15, 2018 on the Capitol Lawn to educate your legislators on neonics
- AzPPO Successfully shut down SB1373 (Prohibition; pesticides), which, if passed, would have made it unlawful for a person to sell or use the pesticides clothianidin, imidacloprid or thiamethoxam in Arizona.
- In Washington DC, Arizona was credited with leading the way on the fight against targeted pesticide bans

Now, about that \$2.1 Million...

In 2016, AzPPO Legislatively moved all division funds into a trust fund to protect your money. That trust fund currently has \$2.1 million in funds, which the governor wants to sweep for his education program. AzPPO learned of the pending sweep and took action. We retained legal council to research the legality of the sweep

and to explore our options. Our lobbyists have been working the halls and offices of your legislators to gain support for our position. So far, the funds have remained untouched, but the battle is not yet over, and we must remain vigilant.

***But we can't do it without the support of the entire industry - YOU.***

Your support through membership and fundraising activities is critical to our ability to defend the industry.

Our annual Golf Tournament is coming up May 18, 2018 at Kierland Golf Club. All monies raised go to support legislative activity throughout the year. Information and registration can be found [HERE](#).

If you are not a member, it is important you become one to help protect your industry!

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



Another Great Western Conference is one for the books! Thanks to Committee Chair Chris Gillies (r) and keynote speakers Dr. Mike Potter and Dr. Austin "Doc" Frishman for

contributing to a successful event! Look for a full report next month.



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 Chris Ronzio  
2:45 Break  
3:00 Topic Workshop Pete Schopen  
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](http://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

**April 11**

[AZPPO Board Meeting](#)

**April 19**

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

**April 20**

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

**May 17**

Second Tri-Annual Business Forum - location TBA

**May 18**

[More Info](#)

## Allied Member Directory

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

Welcome new Allies: Brandenburg, Coalmarch, Freshlime, Senestech, Verizon Connect

**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

**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, 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 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

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