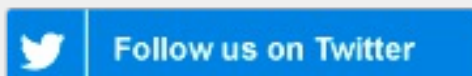
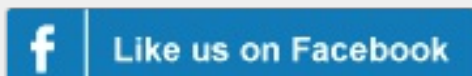




Inside this issue

- AZPPO Update
- Feature Vendor
- Article
- Conference
- Registration
- Legislative Update
- Upcoming Events
- Allied Directory



Hello AZPPO Members

We have several important events coming up very quickly.

First, don't miss our **1st Annual Day at the Capitol**. This is your opportunity to discuss important issues with your legislators. Click [here](#) for more information and a schedule. Register to attend [HERE](#).

Need **QUALITY** CEU's? You must attend our **2017 Great Western Conference**. Dini Miller and Paul Bello keynote our event with Sylvia Kenmiur of Target Specialty Products, Erin Monteaguado of Univar and Vince Craig of the AZ Office of Pest Management rounding out the list of top-notch speakers. We also have 40 vendors signed up for the Trade Show portion of the conference, so you will have an opportunity to learn about new products and services for your business!

STAY INVOLVED - THE INDUSTRY DEPENDS ON IT!

Baiting the 3 Lines of Defense

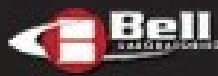
By Patrick Lynch, VP of Sales-West Bell Laboratories

Rats will travel 90 to 450 feet from their nesting area to their food source, and mice 10 to 30 feet. This means rodents can gain access to a building from any number of entrances. It also means there are

The Next **EVolution** of Bait Stations



ONE KEY, ENDLESS SOLUTIONS



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Madison, WI 53704 USA

many points to intercept rodents from entering a building in the first place. For successful rodent elimination, using a combination of baiting and trapping to secure the three lines of defense - the perimeter, exterior, and interior of a property, is a necessity.

As the first line of defense, place bait or traps along the perimeter of a property. BLOX bait can be used 100 feet from man-made structures when secured inside bait stations, and snap traps can be used along fence lines and perimeters further than 100 feet from buildings. Placing bait and traps in tamper-resistant bait stations ensures the elements and non-targets are kept out.

The second line of defense..... more [here](#).

ARIZONA
AZPPO
Pest Professional Organization

AZPPO Presents
The Great Western Conference
March 28-30, 2017
Register Today!

Registration is now open!

Don't miss the Great Western Conference

Mesa Convention Center
263 N Center St Mesa, AZ 85201 &
Phoenix Marriott Mesa
200 N Centennial Way Mesa, AZ 85201

Featuring a fantastic line up of speakers to include: Paul Bello, Dr. Dini Miller, Vince Craig, Sylvia Kenjuir, and Erin Monteaguado. **6 Hours CE's each day**

[Register Today](#)

Legislative News

Day 47 - We are just a few days away from our halfway point in Session. Legislative Session is supposed to last 100 days, adjourning right around the time we file our taxes. Rules do allow for extending the session if needed like we have done virtually every year in recent memory. Usually the session is extended past the 100 days since, more often than not, key decisions that may affect our state (i.e. the state budget) come late in the session.

The first bill of 2017 was signed into law this week. [HB2088 \(incorporation; urbanized areas\)](#) is aimed at resolving an ongoing battle in Pinal County over the right to incorporate urbanized areas, and is specifically aimed at allowing for the incorporation of San Tan Valley. The unincorporated area in Pinal County has grown to a population of more than 100,000 persons, dwarfing the neighboring town of Florence that has historically vetoed the incorporation. Current state law requires any community, that wishes to vote on incorporation, to receive permission from any city or town within six miles of the future city or town's boundaries. In the case of Florence/San Tan Valley, Florence has vetoed all past attempts by San Tan Valley to incorporate. HB2088 requires a county board of supervisors to proceed with the incorporation of an area if the area proposed for incorporation has a population of at least 15,000 persons, and is larger than the population of the city or town that opposes the proposed incorporation.

[HB2404 \(initiatives; circulators; signature collection; contests\)](#) passed the full House of Representatives this week on party lines. Perhaps one of the most controversial bills of the year, HB2404 creates new registration requirements for initiative petition signature gatherers and prohibits a person from paying or receiving money based upon the number of signatures collected. Many view the recent minimum wage initiative as the primary cause to the proposed bill.

AZPPO's proactive bill, [SB1121 \(certified qualified applicators; fingerprinting requirement\)](#), has been assigned to the House Land, Agriculture, and Rural Affairs Committee and is scheduled to be heard March 3rd. At this point I have not heard any concerns raised by the committee members. SB1121 will require fingerprint clearance cards for all qualified applicators.

To view the entire AZPPO Hot List of bills, click [here](#).

Visit our website to stay up to date on legislative issues. <http://azppo.org/Legislative-Issues>



ARIZONA



**Pest
Professional
Organization**

PLEASE JOIN

Arizona Pest Professional Organization

FOR THE

AZPPO Day at the Capitol

Join us for coffee, bagels and a conversation!

WHO'S INVITED:

All House and Senate members!

WHEN:

Thursday, March 16, 2017
8:00 - 10:00 a.m.

WHERE:

House Lawn

AZPPO's Mission

To serve as the voice for the Arizona pest control industry, protecting the livelihoods of pest management professionals while fostering education, promoting professionalism, raising ethical standards, enhancing environmental stewardship, improving public health and the quality of life.

[Register Today](#)

Upcoming Events

Click on an event below for more information

March 8

[AZPPO Board Meeting](#)

March 16

[Certification Training: CORE and I&I](#)

March 17

[Certification Training: WDO and T&O](#)

March 16

[AZPPO Day at the State Capitol](#)

March 28-30

[Great Western Conference](#)

May 26

[Bugs 'N Balls Golf Tournament](#)

[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 x3610
pbrunges@allrisks.com

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

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

Bayer Environmental Eric Paysen: 602-245-3659;
eric.paysen@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

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; erutin@imcraft.com

Fleetmatics David Stevens: 847-378-7393
david.stevens@fleetmatics.com

FMC Professional Solutions Alea Pedroza: 714-833-1911
alea.pedroza@fmc.com

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

HR Wise Greg O'Keefe: 480-636-2109 payroll@hrwisellc.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

Mahoney Group Joe Steiner: 480-214-
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Marathon Data Systems Danielle Panichi:
events@marathondata.com

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

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

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

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Nature-Cide Gregory Pettis: 818-885-9874 nish@pac-sh.com
Pestmaster Services Jeff Van Diepen: 775-858-7378
jlechler@pestmaster.com

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

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jlechler@pestmaster.com

PestRoutes Jared Green 435-817-1770 jared@pestroutes.com

PestWest Environmental Mike Goza: 480-747-
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Protect A Bed Gary Brooks: 847-998-
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Quality Equipment & Spray Andrew Greess: 602-371-
1993; andrew@qspray.com

Residex Ada Wilson: 480-322-2211 awilson@residex.com

Service Pro.net Randy Hames: 614-553-0227 randy@servsuite.net

Slingshot Chris Huntsman: 801-203-4643 chris@getslingshot.com

Syngenta Professional Nick Grisafe: 909-353-5907;
nick.grisafe@syngenta.com

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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 Panichi: 732-686-7846, events@workwave.com

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