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 neonic
- 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!**

![Join Now](#)

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
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

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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</thead>
<tbody>
<tr>
<td>11:30</td>
<td>Registration</td>
</tr>
<tr>
<td>12:00</td>
<td>Lunch, Welcome, Invocation</td>
</tr>
<tr>
<td>1:00</td>
<td>Sponsors/Vendors Introduced</td>
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<tr>
<td>1:15</td>
<td>Keynote Speaker Chris Ronzio</td>
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<tr>
<td>2:45</td>
<td>Break</td>
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<tr>
<td>3:00</td>
<td>Topic Workshop Pete Schopen</td>
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<tr>
<td>4:00</td>
<td>Panel Discussion w/ Hors d'oeuvre/Bar</td>
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<tr>
<td>5:30</td>
<td>End</td>
</tr>
</tbody>
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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.

contributing to a successful event! Look for a full report next month.
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 and Ornamental & Turf

May 17
Second Tri-Annual Business Forum - location TBA

May 18
The following companies provide support to the industry and are members of AZPPO.

Welcome new Allieds: 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 LaFornara: 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

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