

# PCO

January 2012 [www.flpma.org](http://www.flpma.org)

EARLY  
LEGISLATIVE  
VICTORIES  
FOR  
FPMA!

SEE  
PAGE 4

# GET INVOLVED! GET INFORMED!

FLORIDA PEST CONTROL CARE



Rosen Plaza Hotel • January 23-27, 2012 • Orlando, Florida  
PRODUCED BY THE FLORIDA PEST MANAGEMENT ASSOCIATION

UNIVAR PRESENTS  
PP&S

Florida Pest Management Association  
**2012 LEGISLATIVE TOUR**  
February 20th & 21st  
Tallahassee, Florida



# WITH FPMA IN 2012



www.flpma.org

“Serving The Pest Control  
Industry For Over 60 Years”

## JANUARY 2012

Official publication of the  
Florida Pest Management Association, Inc.  
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PCO provides articles of interest to FPMA  
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Articles by individual authors do not  
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process of FPMA with regard to advice or  
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### LETTERS TO THE EDITOR

Write up to 200 words on any issue affecting your  
business. Sound off! We want to hear from you!



Official Publishing Partner of FPMA

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# new members



## IMPORTANT FPMA DATES

### *Florida Pest & Lawn Care Expo*

January 23-27, 2012  
Rosen Plaza Hotel  
Orlando, FL

### *2012 Legislative Tour*

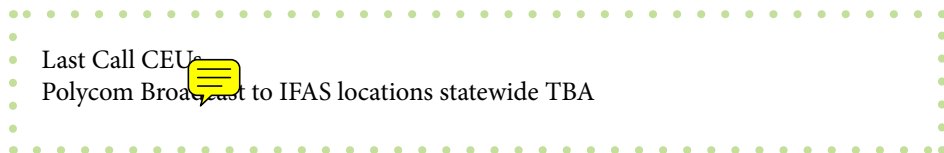
February 20-21, 2012  
Hotel Duval  
Tallahassee, FL

### *2012 Summer Conference*

June 18-22, 2012  
Hyatt Coconut Point  
Bonita Springs, FL

### *Bilingual Business/CEU Conference*

September 20, 2012  
IFAS REC  
Davie, FL



Last Call CEU  
Polycom Broadcast to IFAS locations statewide TBA



# FPMA LEGISLATIVE VICTORY IN THE SENATE AG COMMITTEE

The Senate Agriculture Committee passed SB 604 by a vote of 6-0 in last week's hearing. The bill, sponsored by Senator Charlie Dean, provides an exemption from local fertilizer ordinances for professionals holding BMP and Limited Fertilizer Certifications and allows DACS to regulate professional fertilizer applicators under Chapter 482. SB 604 was amended in committee to match its companion bill in the House, HB 421, sponsored by Representative Jimmie Smith (which passed the House Agriculture Committee week before last by a 10-3 vote). Senator Dean and Representative Smith sponsored FPMA legislation in the 2011 Regular Session.

I must commend FPMA members for their responses to the Voter Voice Call to Action email alert system; 32 of the 40 senators received at least one message from a constituent encouraging support of SB 604, with some senators receiving up to 20 messages. Kudos also go out to the Timmins Consulting team in Tallahassee and our coalition partners FTGA, FNGLA, and AIF for their important roles in our early successes.

The bills now head to the committee hearings in the Regular Session, which began on January 9th. The House Community & Military Affairs Subcommittee and the Senate Environmental Preservation and Conservation will hear the bills next, and assuming our continuing success due to continued pressure applied by FPMA members and our coalition partners, to the chamber floors for votes by the entire legislature. I urged all FPMA members to remain vigilant and to respond to future Calls to Action as the bills, which have drawn opposition from environmental activists and a few local municipalities, work through the legislative process.

You can personally demonstrate your vigilance by attending the 2012 Legislative Tour event in Tallahassee on February 20-21. The 2012 Tour, Presented by Univar, offers face-to-face opportunities for you to speak with legislators and explain our bills and the urgent need for their support-a critical component of our continuing success in the Legislature. Look for the registration form, event details and Hotel Duval information in this issue of PCO magazine. Since the Legislative Session will be in full swing, hotel rooms will be in great demand, so make your reservation early!

Thank you for your participation in the legislative process and for your support of the FPMA legislative agenda-see you in Tallahassee for the 2012 Legislative Tour!



Bryan Cooksey, III  
Government Affairs Committee  
Chairman



**Product Field Day:**  
Weds, 1/25 • 11:00am - 2:00pm

**Exhibit Hall Hours:**  
Weds, 1/25 • 4:00pm - 6:30pm  
Thurs, 1/26 • 10:00am - Noon

Exhibit Hall Sponsored By:



- Please return coupon to pre-register.
- Pick up badge at FPMA registration desk.
- A parking fee for day guests will be charged by the Rosen Plaza Hotel in the amount of \$8 per day.
- Access to all other Expo sessions and events require registration and tickets.

If you have already pre-registered for the Expo, you do NOT need to complete this form.  
PLEASE PRINT

Name \_\_\_\_\_

Company \_\_\_\_\_

Email \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Sponsor Name \_\_\_\_\_



Fax to: 407.292.0918  
Or scan and email to: mandyj@fpma.org

ADMIT ONE



Keep up with member news by becoming a "fan" of FPMA on Facebook. Go to [www.Facebook.com/FloridaPestManagementAssociation](http://www.Facebook.com/FloridaPestManagementAssociation).

# President's Message

*Strive for Success!*



For the past year, I have been referencing "Strive for Success" to emphasize my commitment to you and the Florida Pest Management Association's commitment to our members and to the industry. We know that education, regulatory and legislative advocacy, community outreach and an array of member benefits that we offer positively affect our member's businesses. However, there is probably not a single event that wraps these benefits and services up any better than the Florida Pest and Lawn Care EXPO.

I want to take this opportunity to personally invite you to attend the 2012 Florida Pest and Lawn Care EXPO, FPMA's annual convention and exposition. We will once again kick the EXPO off with our annual Golf Classic and the 2nd annual Charity Golf Ball Drop followed by the Bugs and Blues Bash at B.B. Kings. I especially encourage you to attend this year's golf ball drop as it will benefit the Florida Pest Management Foundation, which in turn will help local charities, industry research, education and disaster relief. The EXPO is a time that pest management professionals, suppliers, distributors, researchers and old friends come together to learn about new products, services, sales and marketing techniques and most importantly networking and renewing old friendships. This year's educational program focuses on everything from business acquisitions, marketing, social media, sales techniques, bedbugs and legal issues. And, our exhibit hall will showcase the newest and greatest products and people the industry has to offer. I am pleased to also announce a very special speaker for our Strive for Success Breakfast, Mr. Gene Marks. Gene is a professional speaker and a regular columnist for The New York Times, Forbes.com and The Huffington Post. Rounding out our event packed EXPO will be the President's Exhibitor Reception and the FPMA Inauguration Celebration on Thursday evening. Please join me for this exciting evening as we show our appreciation for the 2011 leadership team and welcome our 2012 leadership team and the passing of the presidential gavel to Mr. George Braker. The 2012 EXPO is a not-to-be missed event and I hope to see you there.

One thing to remember is that innovation and success don't start with companies; they start with people- personally and professionally. That means you! I invite you to register now and start down the path to innovation and success. Let me say again thank you, and I look forward to seeing you in Orlando in January as we STRIVE FOR SUCCESS!

**- Tim Brock, President**

# Chairman's Welcome



The end of 2011 is right around the corner, which means the 2012 FPMA Expo will soon be here. We are all getting very excited about this year's EXPO. This will be our inaugural passing of the torch from our past President to our new President. Traditionally, this takes place in June at summer conference and as you all know this was changed during the last term. You will not want to miss this year's EXPO so that we can show all of our appreciation to our soon past President, Tim Brock and wish our President-Elect George Braker a successful year in his upcoming term. We will have a lot in store for you such as the annual Golf Classic with the Charity Golf Ball Drop that benefits the new Florida Pest Management Foundation to the Bugs and Blues Bash for some fun socializing and networking. We will also have a first class exhibit hall with the latest in industry products and service and some great CEUs in all categories. We will end the week with the Strive for Success Breakfast and Inauguration Celebration.

We encourage each and every one of you to join us for this wonderful FPMA event and we also challenge you to reach out to a non-member and invite them to join us.

***Come join us and be a difference maker in the industry!***

***Morgan Traylor (Bug Out Service) & Marie Knox (DuPont), Expo 2012 Chairs***





# 2012 EXPO SCHEDULE

## Monday, January 23

10:30am - Noon ..... Executive Committee Meeting  
 1:00pm - 4:00pm ..... Board of Directors & Annual Business Meeting

## Tuesday, January 24

10:00am - 5:00pm ..... FPMA Registration Desk Opens  
 11:30am ..... Golf Classic Registration & Lunch  
*Metro West Golf Club*  
 Noon ..... 2nd Annual Charity Golf Ball Drop  
 12:30pm ..... Golf Classic Shotgun Start  
 7:30pm ..... Bugs & Blues Bash, B.B Kings

## Wednesday, January 25

7:00am - 6:30pm ..... FPMA Registration Desk Open  
 7:00am - 11:00am ..... Product Field Day Set Up  
 7:10am - 8:50am ..... GHP CEU Session  
 9:00am - 3:00pm ..... Exhibit Hall Set Up  
 9:00am - 10:40am ..... Fumigation CEU Session  
 11:00am - 2:00pm ..... Product Field Day & Lunch  
 12:10pm - 1:50pm ..... CORE CEU Session  
 2:00pm - 3:50pm ..... Business Survival Kit, Session #1  
*2:00pm - 2:50pm: Bed Bug Equipment & Legality*  
*3:00pm - 3:50pm: Business Acquisitions & Legality*

## Wednesday, January 25 (continued)

2:00pm - 3:50pm ..... Business Survival Kit, Session #2  
*2:00pm - 2:50pm: Operation Management*  
*3:00pm - 3:50pm: Marketing, Advertising & Social Media*  
 4:00pm - 6:30pm ..... Exhibit Hall Grand Opening  
 6:30pm - 8:30pm ..... Backstage with FPMA Networking Social

## Thursday, January 26

7:00am - 4:30pm ..... FPMA Registration Desk Open  
 8:00am - 9:45am ..... Strive for Success Breakfast  
 10:00am - Noon ..... Exhibit Hall Open  
 12:30pm - 2:30pm ..... PWIPM Luncheon  
 1:00pm - 2:40pm ..... Termite CEU Session  
 2:50pm - 4:30pm ..... L & O CEU Session  
 4:30pm - 5:45pm ..... Past President's Reception  
 6:00am - 7:00pm ..... President's Exhibitor Reception  
 7:00pm - 10:00pm ..... Inauguration Celebration & Comedy Hour  
**Featuring Nationally-Acclaimed Comedian, Ryan Hamilton**

## Friday, January 27

8:00am - 9:00am ..... Exhibitor Meeting  
 9:00am - 11:45am ..... Government Affairs Committee Meeting  
 Noon - 2:00pm ..... 2012 Board of Directors Orientation & Lunch



**Largest Exhibit Hall in Florida!**  
 Including the latest and most innovative products and services in pest management



**FPMA Inauguration Celebration**  
 Appreciation to our 2010-2011 Leadership & Welcome our 2012 Leadership



**Expo Golf Classic**  
 Featuring the 2nd Annual Charity Golf Ball Drop benefiting "Florida Pest Management Foundation", Metro West Golf Club  
 Join us for a fun-filled day of Golf & Giving Back!



**Bugs & Blues Bash!**  
 Dine & Dance Your Blues  
 Away at B.B King's Blues Club & Grill with the B.B. King All-Star Band!



**FPMA Business Survival Kit**  
 4 Panel Discussions  
 Critical for Business Survival in Challenging Times



**Roundtable Breakfast**  
 Featuring Gene Marks, Columnist for Forbes, The New York Times & The Huffington Post

# A SPECIAL *Thanks!* TO OUR SPONSORS...

Presenting Sponsor:



DuPont™ Altriset™ termiticide is based on innovative new chemistry that provides high performing termite control and critical long term structural protection. Altriset™ halts termite feeding within hours, delivers control within three months and provides residual protection for over five years. Altriset™ also has an excellent environmental profile, no signal word on the label, and is the only liquid termiticide registered as reduced risk by the EPA.



Bugs & Blues Bash Sponsor:



CEU Session Sponsor:



Exhibit Hall Ribbon Cutting & Grand Opening Sponsor:



Golf Classic Presenting Sponsor:



Inauguration Celebration & Comedy Hour



"Strive for Success" Breakfast Sponsor:



Charity Golf Ball Drop Partner:



Backstage Networking Reception Sponsor:



Past President's Reception Sponsor:



Business Survival Kit Sponsor:



Golf Tournament \$5,000 Putting Contest Sponsor:



Golf \$Million Dollar Shoot-Out Sponsor:



Golf Tournament Luncheon Sponsor:



\$65,000 Spray Truck Hole-In-One Prize



\$10,000 Hole in One Sponsor:



# REGISTRATION

# 2012 FLORIDA PEST & LAWN CARE EXPO

## Thee Ways to Register:

### Mail:

Florida Pest Management Association  
Attn: Mandy Judd  
6150 Metrowest Blvd., Suite 302  
Orlando, Florida 32835

### Email:

MandyJ@flpma.org

### Fax:

407.292.0918

Your name will appear exactly as indicated on this form, so please print or type all information. Please complete one registration form per person. Photocopies are acceptable.

Name (First): \_\_\_\_\_

Name (Last): \_\_\_\_\_

First Time Attendee? Yes  No

Company: \_\_\_\_\_

Co. Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**\*Please Note: All Expo Correspondence Will be Via Email**

Please check any that apply:

Past President      RSVP for Past President's Reception       Yes  No

2011 Region Director      RSVP for Board of Directors Meeting       Yes  No

2011 Assistant Region Director      RSVP for Board of Directors Meeting       Yes  No

PWIPM Luncheon      RSVP for PWIPM Luncheon       Yes  No

2012 Board of Directors      RSVP for 2012 B.O.D. Orientation & Lunch       Yes  No

RSVP for Annual Business Meeting       Yes  No

RSVP for Gov't Affairs Business Meeting       Yes  No

Exhibitor       Sponsor

## Registration Packages

\*Package Includes:

Tuesday: Bugs & Blues Bash at B.B. Kings

Wednesday: All CEU Sessions, Refreshment Breaks & Lunch, Product Field Day, Business Survival Kit Panel Discussion Sessions, Exhibit Hall Grand Opening and Backstage with FPMA Networking Reception

Thursday: Strive for Success Breakfast, Exhibit Hall Social, All CEU Sessions and Refreshment Breaks, FPMA Inauguration Celebration Dinner

## Payment Information:

Credit Card:  Visa  MasterCard  AmEx  Check Enclosed (make payable to FPMA)

Card Number: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Security Code: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Auth. Signature: \_\_\_\_\_

Billing Address: (if different from above) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

	Early Bird (Thru 12/1/11)	Regular	Amount
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### FPMA Member Rate:

1st Attendee Package	\$395.00	\$425.00	\$ _____
2nd – 4th Attendees	\$375.00	\$400.00	\$ _____
Each Additional Attendee	\$350.00	\$350.00	\$ _____

### Non-Member Rate:

All Attendees	\$500.00	\$550.00	\$ _____
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### CEU Sessions:

\*Lunch Wednesday Only:

FPMA Member	\$150.00	\$175.00	\$ _____
Non-Member	\$299.00	\$399.00	\$ _____

### Golf Tournament w/ Lunch:

Team Sponsorship (4 Players)	\$500.00	\$550.00	\$ _____
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Name #1 \_\_\_\_\_ Handicap \_\_\_\_\_

Name #2 \_\_\_\_\_ Handicap \_\_\_\_\_

Name #3 \_\_\_\_\_ Handicap \_\_\_\_\_

Name #4 \_\_\_\_\_ Handicap \_\_\_\_\_

Single Player	\$125.00	\$150.00	\$ _____
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Name \_\_\_\_\_ Handicap \_\_\_\_\_

Sponsorship Tee Sign	\$125.00	\$150.00	\$ _____
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Name Listed for Publicity Purposes \_\_\_\_\_

**Charity Golf Ball Drop**      \$20.00 Per Ticket x \_\_\_\_\_ = \$ \_\_\_\_\_

*Chance to Win \$2,500- 500 Balls Dropped From a Helicopter- Your Lucky Ball Could be the Winner!*

*All Proceeds Benefit Florida Pest Management Foundation*

<b>Product Field Day Lunch</b> (Must Present Ticket to Attend)	\$35.00	\$40.00	\$ _____
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<b>Bugs &amp; Blues Bash at B.B. King's Blues Club &amp; Grill</b> - (Must Present Ticket to Attend)	\$70.00	\$70.00	\$ _____
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<b>Strive for Success Roundtable B'fast</b> - (Must Present Ticket to Attend)	\$60.00	\$70.00	\$ _____
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<b>FPMA Inauguration Celebration Dinner</b> (Must Present Ticket to Attend)	\$70.00	\$70.00	\$ _____
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**Grand Total**      \$ \_\_\_\_\_

Registration Fees must accompany this form or registration will not be processed. All checks should be made payable to FPMA and must be in U.S. dollars, drawn on a U.S. bank. If you fax this registration form, DO NOT mail a duplicate copy. Fees do not include travel, hotel or golf.

Refund Policy: All cancellations and refund requests must be submitted in writing before December 15, 2011.

After January 13, 2012 all registration will be onsite. If your registration is received after January 13th it will not be processed until you arrive at the Expo. Please note registration fees increase after December 1, 2011.

# MEMBER NEWS

## REPORTS ON MEMBERS' RECOVERIES

**Rex Thomas**, Region 14 Director, continues his recovery from liver cancer surgery, with chemotherapy and radiation treatments at Shand's Medical Center in Gainesville over the next few weeks. His prognosis continues to be favorable and he appreciates the prayers and support of his FPMA family.

**Forrest Welch** of Mullinax Ford reports a good recovery from his surgery to repair an abdominal aneurysm and the removal of supportive screws in his broken foot. In fact, Forrest said that he is walking better now than at any time since the 2009 accident. He looks forward to seeing his FPMA family and friends at the upcoming Florida Pest and Lawn Care Expo!

## IN MEMORIAM

**Frances Hanson**, former Region 5 Director and owner of Bug Pro Florida, passed away over the Thanksgiving weekend after suffering an accident. Please join the FPMA family in keeping Frances Hanson's colleagues, friends and family in your thoughts and prayers during this very difficult time.

**Bob "Dead Bug" Edwards**, who founded Dead Bug Edwards in 1959, passed away on Sunday, December 11th after a protracted battle with cancer. In lieu of cards and flowers, the family has requested that donations be made to Hospice of Okeechobee (<http://www.hospiceofokeechobee.org/>). Please keep the Edwards family in your thoughts and prayers.

**Mr. Rudolf Scheffrahn**, the father of UF IFAS St. Lauderdale researcher Dr. Rudolf Scheffrahn, passed away on Saturday, December 10th at the age of 93 in Boerne, Texas. Please keep the family in your prayers.

## 8TH ANNUAL REGION 5 SKEET SHOOT A HUGE SUCCESS

The 8th Annual Skeet Shoot organized by Region 5 on December 6th was another huge success, with 102 shooters, numerous sponsors and great weather. Once again, Alan Turner of Bayer Environmental Sciences helped Morgan Traylor and Jason Zicarelli with Region 5 put on what has become a signature event at WW Shooting Clays in Jacksonville, Florida. Participants such as Black's Pest Control came from as far away as North Carolina. Pete Elbert of Residex took team pictures which will be posted on the FPMA Facebook page soon. Forshaw The Club as a "command post" for score tabulations and announcements.

*Region 5 Director Morgan Traylor recognized by Assistant Director Jason Zicarelli for his hard work organizing the event*



## FALCON TERMITE & PEST, DOW AGROSCIENCES HELP DISABLED VETERAN'S HOME

Homes for Our Troops, a nonprofit organization that builds houses for injured war veterans, has completed construction on a new home for Army Spc. Luis Puertas, who lost both of his legs in an explosion in Baghdad, Iraq. Spc. Puertas' new home in Orlando, Florida is handicap-accessible, environmentally friendly and being protected from termites by SENTRICON® Termite Colony Elimination System with ALWAYS ACTIVE™ technology.

The SENTRICON System was installed by Falcon Termite & Pest Control of Orlando which donated the time. Dow AgroSciences, maker of the SENTRICON System, donated the product. "Thanks to the SENTRICON System, we can offer our clients a

green, extremely effective termite baiting system with proven results," says Louis Witherington, CEO of Falcon Termite & Pest Control. "We are thrilled to partner again with Dow AgroSciences for another community event. In the past, we have collaborated to install the SENTRICON System at Give Kids the World Village in Kissimmee, Florida and the Ronald McDonald House Charities of Central Florida."

Construction of the 3,000-square-foot home began September 16th by NWC Construction, Inc., of Orlando. Installation of the SENTRICON® System took place November 9th; the keys to the new home were turned over to Puertas family in a November 19th ceremony.



# INDUSTRY NEWS

## DACS QUARTERLY PUBLICATION TO THE FLORIDA STRUCTURAL PEST CONTROL INDUSTRY

Disciplinary Memorandum #873 on October 21, 2011: [http://www.flaes.org/pdf/Memo\\_873.pdf](http://www.flaes.org/pdf/Memo_873.pdf)

Notification Registry, Memorandum #838 on October 10, 2011: [http://www.flaes.org/pdf/Memo\\_872.pdf](http://www.flaes.org/pdf/Memo_872.pdf)

Memo 870 on July 11, 2011, to clarify the use of facsimile fumigation notices whenever the electronic system is down and/or your internet connection is down. [http://www.flaes.org/pdf/Memo\\_870.pdf](http://www.flaes.org/pdf/Memo_870.pdf)

Memo 871 on September 12, 2011, to notify the fumigation industry of EPA mandated sulfuryl fluoride label changes regarding limitations to chloropicrin introduction sites and clarify the Department's position. [http://www.flaes.org/pdf/Memo\\_871.pdf](http://www.flaes.org/pdf/Memo_871.pdf)

Memo 867, originally published June 27, 2011, and amended on October 27, 2011, regarding required state insurance amounts changed during the last legislative session. [http://www.flaes.org/pdf/Memo\\_867.pdf](http://www.flaes.org/pdf/Memo_867.pdf)

All published memoranda for the Bureau can be found at the following link: <http://www.flaes.org/aes-ent/memorandums.html>

To be added to the DACS distribution list, please provide your email address to Joe Parker at: [joseph.parker@freshfromflorida.com](mailto:joseph.parker@freshfromflorida.com)

## COMMISSIONER PUTNAM APPLAUDS ERC APPROVAL OF FLORIDA'S DEP WATER QUALITY STANDARDS

The Environmental Regulation Commission (ERC) unanimously adopted today Florida's proposed rule for numeric nutrient surface water quality standards for Florida's lakes, streams, springs and many estuaries.

"The unanimous action by the ERC reiterates that Florida knows best how to protect Florida's water resources," said Agriculture Commissioner Adam Putnam. "The ruling sends a strong message to the U.S. Environmental Protection Agency (EPA) that, based on its strong history in protecting water resources, Florida is prepared to continue developing and implementing water resource protection programs." Once ratified by the Florida Legislature, the rules will be submitted to EPA for approval. These rules are intended to replace EPA's numeric nutrient criteria promulgated in December 2010.

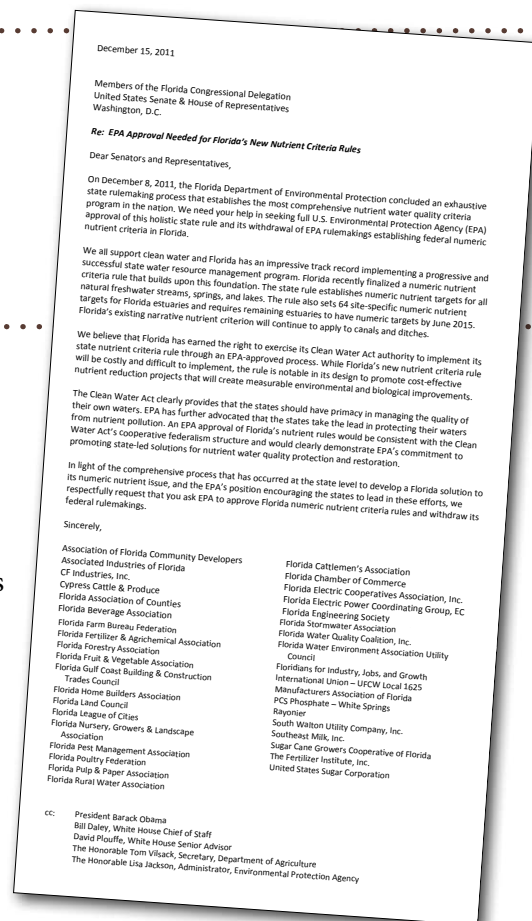
EPA has previously acknowledged that Florida has developed and implemented some of the most progressive nutrient management strategies in the nation. Florida has placed substantial emphasis on the monitoring and assessment of its waters and, as a result of this commitment, has collected significantly more water quality data than any other state.

## EPA COMPLETES ASSESSMENT OF PYRETHROID RE-REGISTRATION; CONCLUDES "NO RISK"

On November 9, 2011, the U.S. Environmental Protection Agency (EPA) issued its cumulative risk assessment for the pyrethroid class of insecticides, concluding that these pesticides "do not pose risk concerns for children or adults." The agency will support consideration of registering additional new uses of these active ingredients.

## FPMA: PARTNER IN COALITION OPPOSING EPA'S NNC

Florida is facing a challenge due to a lawsuit by EarthJustice and other environmental organizations that has been filed suit against the U.S. EPA. The suit claims the Florida Department of Environmental Protection standards do not Numeric Nutrient Criteria (NNC) to protect its water bodies. As part of the settlement of the lawsuit, EPA would impose the federal NNC on Florida, and only on this state. The economic impact of this arbitrary move on Florida's economy will be devastating for consumers and business owners. FPMA is the only pest management organization that is part of a broad-based coalition that opposes the imposition of federal water quality rules; other coalition partners include local governments, water management districts, DACS, DEP, the Attorney General, utility companies and agriculture. The coalition continues to work with the federal delegation to stop EPA action in Congress.



# 2012 LEGISLATIVE TOUR SPONSORSHIP COMMITMENT

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_ Web Site: \_\_\_\_\_

Sponsorships are available on a first-come, first-serve basis. A company that sponsors an event has the right of first refusal on that event the following year. Submission of this form constitutes a commitment by your company to become a sponsor at Florida Pest Management Association 2012 Legislative Tour. If your first choice is not available, FPMA staff will contact you to confirm your interest in sponsoring your second choice.

### Sponsorship Preference:

- |  |   |
|--|---|
| <input type="radio"/> Presenting Sponsorship ..... <b>SOLD</b> ..... \$3,500                     | <input type="radio"/> Legislative Tour Transportation Sponsorship ..... <b>SOLD</b> ..... \$1,500 |
| <input type="radio"/> Annual Sapp-Walkup Cookout Sponsorship ..... \$2,000                       | <input type="radio"/> Legislative Advocate Sponsorship ..... \$500                                |
| <input type="radio"/> Legislative Briefing Breakfast Sponsorship ..... <b>SOLD</b> ..... \$1,500 | <input type="radio"/> Legislative Supporter Sponsorship ..... \$250                               |

# 2012 LEGISLATIVE TOUR ATTENDEE REGISTRATION

### Registration Information:

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_ Region # \_\_\_\_\_

### Additional Attendees:

- |         |         |
|---------|---------|
| 1 _____ | 2 _____ |
| 3 _____ | 4 _____ |
| 5 _____ | 6 _____ |
| 7 _____ | 8 _____ |

### RSVP for the following:

- Sapp-Walkup Cookout       Legislative Briefing Breakfast

### Legislative Attendee ..... \$99

Includes: Ticket to Sapp-Walkup Annual Cookout  
Ticket to Legislative Briefing Breakfast  
Transportation to and From Both Events to Hotel

### Registration Totals:

Number of Attendees \_\_\_\_\_ Number of Packages \_\_\_\_\_

Total (Attendees X Packages) \_\_\_\_\_

### Payment Information:

Credit Card:  Visa  MasterCard  AmEx  Check (make payable to FPMA)

Card Number: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Security Code: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Auth. Signature: \_\_\_\_\_

Billing Address: (if different from left) \_\_\_\_\_

**After Completion, Fax Form to 407.292.0918 or mail to: FPMA • 6150 Metrowest Blvd. #302 • Orlando, Florida 32835  
For Additional Information Please Contact Mandy Judd at FPMA Headquarters 800.426.4829 or Mandyj@flpma.org**

## BE SURE TO ATTEND...

**Sapp-Walkup Annual Cookout**  
**Monday, February 20th**

**6:00pm**

Goodwood Museum &  
Gardens Carriage House  
1600 Miccosukee Road

Note: Transportation will be  
provided to and from this event

**Legislative Briefing Breakfast**  
**Tuesday, February 21st**

**8:00am - 9:45am**

Hotel Duval  
415 North Monroe Street

**Legislative Tour**  
**Tuesday, February 21st**

**10:00am - 3:00pm**

Florida State Capitol

Note: Transportation will be  
provided to and from this event



PRESENTS

# Florida Pest Management Association 2012 LEGISLATIVE TOUR

February 20th & 21st  
Tallahassee, Florida

## FEATURING:

**Sapp-Walkup  
20th Annual Cookout**  
February 20th | 6pm  
Goodwood Museum &  
Gardens Carriage House




**Legislative  
Briefing Breakfast**  
February 21st | 8:00am  
Hotel Duval

Sponsored By



The Chemical Company

**Legislative Tour**  
February 21st | 10:00am

Transportation sponsored by



## ACCOMMODATIONS:



Host Hotel • Hotel Duval • 415 North Monroe Street  
For Reservations Call 888.717.8854

HOTEL  DUVAL  
AUTOGRAPH COLLECTION

FPMA SPECIAL RATE **\$169\***

Single or Double Occupancy, Cut off 2/1/2012  
Reference Florida Pest Management Association

\*plus tax