



AAGW

APARTMENT ASSOCIATION OF GREATER WICHITA



American Pest Management



A dozen years ago, American Pest Management (APM), Manhattan, Kan., sent a green technician to Denver for a Bed Bug Summit. While listening to the presenters, he noticed that everyone was discussing reactive control. He brought back from his seminar an interesting concept: proactive bed bug control.

That is when Travis Aggson, vice president of APM, knew Joey Hoke was something special in the industry. Now, a decade later, Hoke of APM is PCT's (Pest Control Technology) Commercial Technician of the Year. "I came into the situation with no experience and

no preconceptions," Hoke says. "We were just starting to see bed bug pressure and management knew we needed a protocol."

Hoke noodled on the bed bug situation for a while. At first, he thought about inspection programs. However, property managers need more than inspections. Then, working with other professionals, he came up with a protocol to catch and preventively treat for bed bugs before they become established. He used the bed bugs' natural foraging habits against them. The key to proactive success, he found, is rotating materials and different chemistries.

Hoke also knows the key to successful commercial pest control is keeping all involved parties in the loop and on the same page. "Talk to the managers and get them to buy into the program to help their tenants," he said. While some managers simply want their problem resolved, he finds most managers see the benefits of a proactive programs. "Without the manager on board, the job is much harder. But if everyone is on board and the tenants can help, things so more smoothly," he said.

Besides winning Commercial Technician of the Year last year, American Pest Management also had finalists for the Termite Technician and Residential Technician categories for PCT, the industry's leading publication of news and information. To see how American Pest Management can help your property please call (316) 262-7378.



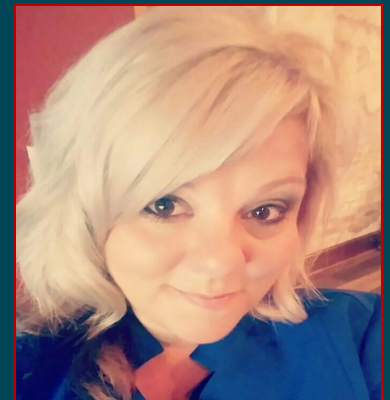
Member of the Month

From helping at several AAGW events, to volunteering around the city during the holidays, to managing properties the last six years, odds are you have ran into Rachell Reeves at some point. Her hard work, energy, and selfless attitude are impossible to ignore and made her an easy selection for member of the month.

Rachell got her start as a temp at Brentwood Apartments and shortly after was hired to full-time, two years later she was offered a management position with Builders, Inc which led her to her current role as property manager for Gouverneur Manor. What she enjoys most is building relationships with her residents from the initial apartment search to hosting property events to help with their retention, all while of course keeping her employer's happy with full occupancy.

Always looking to challenge herself, Rachell recently joined the AAGW Board of Directors to, in her words, "Network with others to absorb a variety of professional's knowledge, experiences, and sanity." One of her favorite experiences since joining was helping committees put together the Star of Excellence awards. "It was a lot of fun and gave me a feeling of self-accomplishment being a part of that team."

Looking towards the future she looks forward to working with everyone to make Wichita housing the best and finding new faces to get involved. If they follow her lead, we are in good hands!



Rachell Reeves
**Gouverneur
Manor**



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who can help solve
MY TOUGHEST
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March 29th @ Cessna Activity Center

Education, Competition and Exhibition. The AAGW will be offering all three to our members, on the same day, in the same place! Find more information on these events as well as registration at www.myaagw.com.

Education: Rommel Anacan will start the day offering seminars for maintenance, leasing and a general session. Rommel is a nationally recognized speaker and a part of the Apartment All-Stars traveling group.

Competition: Maintenance Mania is back! Come support the top technicians in the area as they compete for prizes and a possible trip to Finals in San Diego. The arena will be electric with participants and their fan bases.

Exhibition: Come see the newest products and services at the Suppliers Council 'Intergalactic' Trade Show. Besides finding your newest supplier friend, we will have food, drinks and tons of giveaways!

8:30 am - 12:00 pm

1:30 pm - 3:30 pm

4:00 pm - 7:00 pm



MAINTENANCE MANIA!



UPCOMING EVENTS

Register Today at myaagw.com!

Wednesday, March 21st, Noon—1 pm

Metro Appliances & More
Suppliers Council Meeting

Thursday, March 29th, 8:30 am—9:30 am

Cessna Activity Center
Trade Show Seminar with Rommel Anacan
Preventative Maintenance

Thursday, March 29th, 9:45 am—10:45 am

Cessna Activity Center
Trade Show Seminar with Rommel Anacan
Leasingology

Thursday, March 29th, 11:00 am—Noon

Cessna Activity Center
Trade Show Seminar with Rommel Anacan
Relationology

Thursday, March 29th, 1:30 pm—3:30 pm

Cessna Activity Center
Maintenance Mania!

Thursday, March 29th, 4:00 pm—7:00 pm

Cessna Activity Center
Suppliers Council 'Intergalactic' Trade Show

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