



## Batzner Pest Management, Inc.

### 1st year winner

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**Location:** 16948 W. Victor Road, New Berlin

**Website:** [www.Batzner.com](http://www.Batzner.com)

**Year Founded:** 1946

**Product or Service offered:** Commercial, Industrial, Institutional and Residential Pest Management Services

**Projected 2010 Revenue:** \$8 million

**President:** Jerry Batzner

**Other key leadership members:** Sandy Busalacchi, customer service manager; Scott Guckenberger, commercial sales manager; Dave Hirsh, controller; Jerry Lohr, operations manager; Ted Snyder, training and technical services manager; Chris Venuti, marketing manager; Julie Wing, HR manager

**Target Clientele:** educational facilities, fine dining, retail and grocery, food processing and distribution, hotels and resorts, manufacturing and warehousing, medical facilities, property management, quick serve restaurants, residential homes, and USDA, FDA and privately inspected facilities.

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**Business Organization Memberships:** MMAC, Waukesha Chamber of Commerce, National Pest Management Association, Associated Pest Control Association, Food Protection Alliance

**What has fueled your company's growth?**

"The company's growth can be linked to our ability to make sound decisions even in uncertain economic times. This trait continues to make us the preferred pest management partner to safeguard our food supply, provide brand protection, and give our clients peace of mind. It has also led to our ability to adapt quickly to the rising concerns that bed bugs have brought to the communities we serve. Our success is cultivated by our team. We not only support our employees' unwavering commitment to excellent customer service, we also provide them with the tools and on-going education they need to ensure they are delivering top-notch solutions."

**What has been the biggest obstacle to your company's growth?**

"Our unwillingness to compromise the extensive training that goes above and beyond state requirements in which team members must complete before they are entrusted to represent the company."

**Do you have any planned changes for your company in the coming months?**

"We will continue to improve our client service and experience through investments in technology, training, and human resources. We are steadily hiring additional staff to meet our growing client base."

**Who are the business people, locally or nationally, whom you admire? What traits do those people exhibit that make you admire them?**

"I admire and respect a number of business people locally and across the country. These men and women value honesty, ethics, and integrity; quality traits that are found in great leaders."

**What is the outlook for the business conditions of your industry over the next several months?**

"Expertise in pest management is in high demand. Pest management professionals make the world healthier by protecting homes and structures, defending the world's food supply, and improving the overall quality of life."

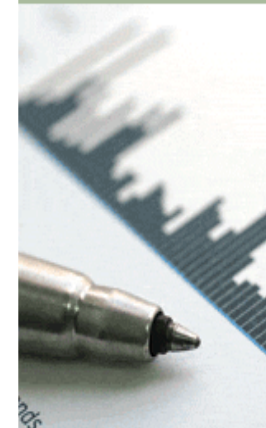
**What has been your company's key strategy for rising out of the recession?**

"We are maintaining our focus on delivering specialized commercial and residential services that meet the needs of our clients. Our goal is to protect the brand image of our clients while still maintaining environmentally-responsible practices."

**Congratulations from the strategic partners behind Batzner Pest Management Inc.**



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