

# THE INFORMER



<i>MPMA News</i>	2
<i>MPMA President</i>	3
<i>2017 MPMA ACE Workshop</i>	4
<i>MPMA 2017 Winter Meeting Agenda</i>	5
<i>News from Nationals</i>	7
<i>Purdue University Conference</i>	8
<i>MPMA Board of Directors</i>	9
<i>News from Nationals</i>	10
<i>Sticker Order Form</i>	11

### A Note From MPMA

With mail cost increasing annually, MPMA would like to find a way to reduce the number of pieces we mail. One way we can do this is to e-mail MPMA quarterly newsletters. It would be e-mailed in a PDF file. All you need is an e-mail account and Adobe Reader Software. You can download the software for FREE at [www.adobe.com](http://www.adobe.com). You can either read the newsletter on your computer or print it. If you would like to receive the newsletter electronically please e-mail Rhonda Wise at [rwise@mipca.org](mailto:rwise@mipca.org) to let her know you would like to receive the newsletter electronically. If you choose to receive the electronic version of the newsletter, you will no-longer receive a copy in the mail.



MPMA Member, Curt VanderWall, owner of Turf Care Mole Man, has been elected to the Michigan State House. Congratulations Curt!

## Michigan 101st District State House Results: Curt VanderWall Wins

BY THE NEW YORK TIMES NOV. 9, 2016, 12:08 PM ET

CANDIDATE	PARTY	VOTES	PCT.
Curt VanderWall	Republican	27,852	54.0%
Dan Scripps	Democrat	23,719	46.0

100% reporting (68 of 68 precincts)

Curt VanderWall won the 101st District State House race in Michigan on Tuesday. Curt VanderWall is up by 8 points with all precincts reporting.

## Have You Logged into the New NPMA Website?

### NPMA

The NPMA website, [www.npmapestworld.org](http://www.npmapestworld.org), has gotten a facelift and is more user friendly than ever! Here are the top five things you can do as of today...we'll be adding a lot more features over the next few months!

1. You can update your own member profile
2. You can tell us what you want to hear about
3. You can print your membership certificate (but only if you are the primary contact for your company)
4. You can add new staff to your membership listing (but only if you are the primary contact for your company)
5. You can update your company information (but only if you are the primary contact for your company)

If you have any questions or need assistance, please contact NPMA at 800.678.6722 or [npma@pestworld.org](mailto:npma@pestworld.org).

Membership: In accordance with our by-laws, we have received the following applications for new membership. The names of the firms and their voting members are listed below. If any person has just cause as to why the applicant should not be a member they must protest in writing within 30 days of this publication. If no protests are received, their application will be submitted to the Board of Directors for consideration.

### **MEMBERSHIP**

**Eco-Tech Pest Management,  
LLC**

Christopher Percha



**UNIVAR**<sup>®</sup> The right product is just the beginning.\*

*Drive business with* **UNIVAR**

Getting what you need, when you need it, no matter what — that's the promise of Univar Environmental Sciences. But our service doesn't stop at our industry-best product selection. Our experienced team can offer insightful advice at every turn. So get in touch with your local rep and discover how Univar can help you drive business.

Call us at **800-888-4897**  
or go to **PestWeb.com**

© 2016, Univar USA Inc. All rights reserved. UNIVAR, the hexagon, and other identified trademarks are the property of Univar Inc., Univar USA Inc. or affiliated companies.

# The President's Corner

*By Bill Welsh MPMA President*



Congratulations to one of our own members, Curt Vanderwall who was elected to District 101 House, Mason County. I hope you remember us back here at the Association when we come up to Lansing for a visit.

I continue to hear comments from our members that this has been a very busy year for them and their businesses. I have also heard a lot of comments that fall hasn't been such a welcomed time as it was this year. Time to catch one's breath and to dial down the tempo for a little while before going into budget season and preparing for next year. Congratulations to all.

NPMA Legislative Day is coming up on March 12-14<sup>th</sup>. Yours truly, along with others are planning to be in attendance. I ask that you consider coming along to help guide the learning and help our Michigan Representatives and Senators in Washington understand our businesses and the issues impacting our industry. There is a lot to learn and fun to be had meeting with fellow pest management professionals and getting a chance to tell our story on the Hill. We had 7 of us there last year, 4 for the first time. Russ Ives and Jeff Spencer took us under their wings and taught the rookies the ropes.

The Michigan Pollinator Protection Plan group is well along in their meetings and discussions about the Michigan Pollinator Protect Plan. Mark "Shep" Sheperdigian will report to the group at the Winter Meeting, the status of the work group and where Michigan stands with the plan. Stay tuned or be at the Winter Meeting to catch more details on the outcome of those meetings. Incidentally, HB 5950 was just introduced recently, and it specifically is addressing the Pollinator Protection Plan that was already being worked on by the MDARD working group.

We will be having another meeting with MDARD regarding online recertification credits becoming available for online training programs. Just imagine having the opportunity to get your recertification credits online and not having to drive some long distance to sit in a meeting all day. Imagine taking the online classes in off hours. Imagine the world without those \*&^% bubble sheets! There are some things that need to be worked out, but we are progressing and the support from others, including MDARD, has gone a long way to push this initiative forward.

Last I heard, Brian Rowe's permanent replacement has not been selected yet. I know that they are going through another round of interviews and I hope we have some further information to share with you by the Winter Meeting.

Lastly, I look forward to seeing you all at the Winter Meeting February 23-24, 2017, you can preview the agenda on page 5. Just so you know, we are having an ACE workshop for those wanting to prepare and take the ACE exam to obtain the ACE credential. We have sent out information about it previously and information is also on page 4. Here's an opportunity to take advantage of the classroom training right before taking the exam.

Bill Welsh, MPMA President

## Please join us at the 2017 ACE Workshop hosted by the Michigan Pest Management Association in conjunction with the 2017 Winter Meeting.

MPMA is excited to announce we're hosting this workshop to help pest management professionals achieve the Associate Certified Entomologist Certification through the Entomological Society of America. We have so many eligible and qualified PMPs throughout the Midwest who have been planning on getting their ACE, but have kept putting it off. Well, here's your chance.

### Why get ACE Certification?

Certification can lead to better visibility, opportunities, and jobs. In today's increasingly complex and highly-specialized economy, credentials are so important. Sure, **you** know you've got the skills to do the job, but how do you convince potential customers and employers you do? For many career-minded professionals, certification is often the answer. Learn more at <http://www.entocert.org/ace-certification>

### Why is the ACE Workshop for me?

MPMA will offer guidance and assistance throughout the application process, suggest study materials, and then host a one day training and proctoring event. We can help with letters of recommendations, questions about the application, creating a resume, etc...

### Determine if you're eligible to apply for the ACE Certification

- Without a Bachelor's degree in Entomology (or a related life science), you will need 5 years pest management experience
- With a Bachelor's degree in Entomology (or a related life science), you will need 3 years pest management experience
- With a Master's degree in Entomology (or a related life science), you will need 2 years pest management experience
- With a PhD in Entomology Entomology (or a related life science), you will need 1 years pest management experience

Let MPMA know you're interested, so we can assist you the rest of the way – simply email our director [rwise@mipca.org](mailto:rwise@mipca.org) to put you on the list.

MPMA will help you apply for the ACE accreditation through ESA, their application is online at <http://www.entocert.org/ace-application-process>

You will need to complete the application

A copy of your current pesticide applicator's license

A resume and the license fee

We'll also help you with study materials and guides

We're starting this process early now, so that you can attend our ACE Workshop on Wednesday, February 22, 2017 at the Firekeeper's Casino in Battle Creek, Michigan

We're looking forward to this being a successful and positive workshop for our members and non-members.

## **2017 MPMA WINTER MEETING**

**Thursday, February 23, 2017**

7:45 - 8:30 AM Registration

8:30 - 9:00 AM Opening Remarks – To Be Announced

9:15 - 10:30 AM **Flying Insect Control** – Arthur Dales, Brandenburg

10:30 - 10:45 AM Break

10:45-12:00 PM **Mosquito Abatement** – Mike Leahy Zoecon

12:00 - 1:00 PM Lunch

1:00 - 1:10 PM Thank you and Introduction to our sponsors

1:10 - 2:25 PM **Let's talk about termites** – Dr. Jason Meyers BASF

2:25 - 2:40 PM Break

2:40 - 3:55 PM **Flea & Tick Control** – Brian Olesinski MGK

3:55– 4:25 PM Senator or Rep TBD

4:25 – 4:35 PM Wrap up and Bubble Sheets

4:35 – 5:00 PM General Membership Meeting

6:00 PM Cash Bar

7:00 PM Annual Banquet Dinner

**Friday, February 24, 2017**

8:00 - 8:30 AM Registration

8:30 - 10:00 AM **Rodent Management & Control** – Tre James, Bell Labs

10:00 - 10:15 AM Break

10:15 - 11:45 PM **Field Identification and Treatment of Common Stored Product Pests**– Jim Fredericks, NPMA

11:45 – 12:00 NPMA Update – Jim Frederiks, NPMA

12:00-1:00 PM Lunch

1:00-1:10 PM Thank you and Introduction to our sponsors

1:10 – 2:55 PM **Brown Marmorated StinkBugs** – Joe Barile, Bayer

2:55 - 3:10 PM Break

3:10 - 4:25 PM **Agriculture & Rural Development “MDARD Update”** Gary King, - Michigan Department of Rural Development

4:25 – 4:45 PM Pollinator Protection Working Group – Mark Sheperdigian, BCE, Rose

4:45 – 5:00 PM – Wrap up and bubble sheets



# THE ROACH REAPER...



## ROACHES ARE DOOMED WITH THE POWER OF GENTROL®

A group of roaches is called an intrusion—and with good reason. Gentrol® products are made to stop these intruders before they take over, with an insect growth regulator designed to be used around food while preventing roach reproduction.

Claw back your customers' food preparation and storage areas from roach infestations, with products designed for PMPs by pros who understand your challenges—and stand behind you all the way.

**LEARN MORE AT ZOECON.COM**

GO SOCIAL.



News From

# National



## Help Your Customers Find You - Update the Service Areas in Your Member Profile

### NPMA

Thousands of homeowners turn to NPMA each year for expert advice on dealing with pests and to find qualified professionals in their neighborhood. In most cases, NPMA member companies service several zip codes in addition to the zip code for their business address.

**If you have five minutes, by simply following the steps below you can make sure that consumers can find you in all of the zip codes you service.**

**Step One:** Go to [NPMA's website](#) and login with your User ID and password to the Manage My Group area of the site. (Your UserID is your email address and your password is "npma" unless you changed the settings when creating your profile. *(Note: You must be a company administrator to access this area of the site.)*)

**Step Two:** Click on "Company Information" from the drop down menu.

**Step Three:** Click on "Edit Company" under the location you would like to update the service areas. *You have the option of placing all of your zip codes on your headquarters location or placing them on each branch location. Choose the option that works best for your company!*

**Step Four:** Scroll to the bottom of the page to find the Service Area section.

1. Download the Excel template found on this page.
2. Update this template to include all of the zip codes you service.
3. Save the file on your computer.
4. In the Service Area section click "Choose File." Locate the Excel template file that you just saved. Click open.
5. Click Upload file.



## 81st Annual Pest Management Conference • January 9 - 11, 2017

The Top Conference for Progressive Pest Management.

The Best One-Stop-Shop for CCHs.

Sponsored By: Center for Urban and Industrial Pest Management Department of Entomology • Purdue University  
In Cooperation With: The National Pest Management Association USDA-APHIS Wildlife Service

## REGISTRATION Fees

- \$350 – Early Registration (before 12/16/16)
- \$450 – Late Registration (after 12/16/16) and Walk-ins
- \$195 – Single Day Registration Fee

### Online Registration

register online at [www.conf.purdue.edu/pest](http://www.conf.purdue.edu/pest)

### Walk-In Registration

**East Foyer of Stewart Center**

Registration Hours:

Monday, January 9th, 9 a.m. - 5 p.m.

Tuesday, January 10th, 7 a.m. - 5 p.m.

Wednesday, January 11th, 7 a.m. - 2 p.m.

Advance payment is required by December 16 to receive registration discounts. Walk-ins are welcome with payment. The fee includes coffee breaks, Monday's Exhibit Reception, Tuesday's box lunches and the award luncheon on Wednesday.

For lodging and travel information please visit: [www.conf.purdue.edu/attend/lodging.aspx](http://www.conf.purdue.edu/attend/lodging.aspx)

#### **For More Registration Information:**

Kaitlin Floyd, Conference Division

Phone: 765-494-2758 or 800-515-0023

E-mail: [kfloyd@purdue.edu](mailto:kfloyd@purdue.edu)

#### **For CCH Questions (Indiana & other states):**

Holly Fletcher-Timmons

Phone: 765-494-5856

E-mail: [htimmons@purdue.edu](mailto:htimmons@purdue.edu)




**PEST MANAGEMENT SUPPLY**

*The products & supplies you need.  
When you need them.*

Proudly serving pest management professionals for better than 25 years.

Competitive prices • Professional products  
Technical Support • Fast Service

**Call or email today!**  
 sales@pestmanagementsupply.com  
 Chicago: 800-242-1211 • Kansas City: 888-242-1211

**MPMA Launches NEW Web-Site**

The Michigan Pest Management Association has been working hard to update and launch our new web-site. Please visit it often at [www.mipma.org](http://www.mipma.org) for updated news and information concerning training and other MPMA Events.

<p>Term Ends: 02/2017</p> <p><b>Bill Welsh, President</b>                  Rose Pest Solutions                  8674 W ML Ave.                  Kalamazoo, MI 49009                  616-292-4998</p>	<p>Term Ends: 02/2017</p> <p><b>Aaron Young</b>                  Eradico Services                  41169 Vincenti Court                  Novi, MI 48375                  248-477-4800 ext. 4819</p>	<p>Term Ends: 02/2017</p> <p><b>John Koval</b>                  Smitter Pest Control                  1650 S. Division Ave.                  Grand Rapids, MI 49507                  616-245-7215</p>
<p>Term Ends: 02/2017</p> <p><b>Andy Peterson, Vice-President</b>                  North Shore Pest Control                  175 43rd Street                  Bloomington, MI 49026                  269-521-6462</p>	<p>Term Ends: 02/2019</p> <p><b>Pam Blauvelt</b>                  Griffin Pest Solutions                  2700 Stadium Dr.                  Kalamazoo, MI 49008                  888-547-4334 ext. 1012</p>	<p><b>MPMA</b>                  PO Box 26546                  Fraser, MI 48026                  (P) 586-296-9580                  (F) 586-296-9581</p>
<p>Term Ends: 02/2017</p> <p><b>Charles Bellgraph, Secretary /Tres.</b>                  Aardvark Pest Management, Inc.                  2925 Remico Street SW                  Grandville, MI 49418                  616- 530-9800</p>	<p>Term Ends: 02/2017</p> <p><b>Heath Gorenflo</b>                  Terminix                  1235 Roth Dr, Suite A                  Lansing, MI 48911                  517-673-1117</p>	
<p>Term Ends: 02/2017</p> <p><b>Michael Field, Allied Representative</b>                  Residex                  46495 Humboldt Drive                  Novi, MI 48377                  800- 521-8873</p>	<p>Term Ends: 02/2019</p> <p><b>James Myers</b>                  Orkin                  46413 Continental Dr.                  Chesterfield, MI 48047                  586-949-6691</p>	

News From

# National



## NPMA Launches Executive Leadership Program to Develop Future Association Leaders

*Applications being accepted until December 9*

**November 17, 2016 (Fairfax, Va.)** - The National Pest Management Association announced today the creation of the Executive Leadership Program, an initiative designed to find passionate, committed, and engaged individuals from all parts of the country who want to enhance NPMA and the membership experience.

“NPMA’s success is contingent on our ability to work in the best interests of our membership and hearing from different voices plays an important role in our understanding of what is important to them,” stated NPMA CEO Dominique Stumpf. “However, limited resources often make it difficult for aspiring leaders to become involved in the association. Through the ELP, NPMA will provide the necessary resources so that candidates can participate in a planned curriculum that prepares them for association leadership.”

Through the program, participants will receive the tools they need to be future leaders within the organization. Elements include the history of NPMA and its future plans; skills training in the areas of networking, cultural competency and more. In addition to self-study, participants will engage in monthly conference calls with NPMA leaders and work with a mentor. NPMA will also provide registration and travel to both Academy and PestWorld 2017.

Applications are being accepted until December 9. Visit <http://nmpapestworld.org/about-npma/executive-leadership-program/> to learn about the applicant criteria and to download the application.

###

*The National Pest Management Association, a non-profit organization with more than 6,000 members, was established in 1933 to support the pest management industry’s commitment to the protection of public health, food and property, reflected both in the continuing education of the pest control professional and the dissemination of timely information to homeowners and businesses. Visit us at*



Michigan Pest Management Association

P.O. Box 26546 Fraser, MI 48026-6546

Rhonda Wise

Executive Secretary

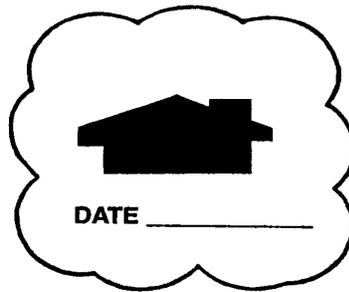
Phone:586-296-9580

Fax:586-296-9581

# DON'T RUN OUT! ORDER YOURS TODAY!

To comply with state regulations, please post this sticker on a window, door, or other readily visible surface at the primary point of entry for the building. It must remain posted for 48 hours after the pesticide application (date is written below).

*peel off here*



(Sample)

## REGULATION 637 POSTING STICKERS

Michigan Pest Management Association has posting stickers according to Regulation 637 Standards Available for pest control companies at a reasonable rate. Each sticker has a house/cloud and is easily removed from window and doors. Sticker costs: Member Rate= \$80.00 per 1000, NON Member Rate=\$125.00, plus shipping. Please fill out the enclosed form and mail it with your check or money order to:

M.P.M.A.  
P.O. BOX 26546  
Fraser, MI 48026-6546

### POSTING STICKER ORDER FORM

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_ PHONE: \_\_\_\_\_