There’s Still Time to Register!!

MPMA’s 2018 Winter Meeting

The Michigan Pest Management Association will, once again, be having their Winter Meeting at FireKeeper’s Casino in Battle Creek, Michigan on February 22nd and 23rd, 2018. If you haven’t registered yet, you have until February 10th to fax, e-mail or mail your registration form.

The 2018 Annual Winter Meeting will be Thursday through Friday afternoon, and includes the Winter Meeting Banquet and MDA recertification credits. MPMA has lined up some exceptional industry speakers. You can review the meeting agenda on page 6 of this newsletter. You don’t want to miss the great line-up of speakers, topics, and exhibitors!

If you have misplaced your registration form you can visit www.mipma.org to print a new one and don’t forget to reserve your room by February 6th to receive MPMA’s group rate. You can make a reservation by calling 877-352-8777, MPMA’s reservation group rate code is 022218MPMA.
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 for updated news and information concerning training and other MPMA Events. Information is updated daily, so make sure to visit it often!

Membership: In accordance with our bylaws, 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.
Hello and Happy New Year!

I hope you all had a great holiday season. By now all of the holiday decorations are put away (Right?) and before you know it we’ll be ramping up for the busy season ahead, so be sure to take some time for yourself to do the things you enjoy. That being said, now is also a great time to be updating routes, completing equipment repairs, making new hires to round out your staff, etc. I’m sure I’m missing a few things, but you get the idea.

Speaking of getting ready for the upcoming season, our Winter Meeting is coming up fast and is again being held at FireKeepers Casino and Hotel in Battle Creek. This is a great opportunity to catch up with those you don’t get to see that often, meet with vendors and see what’s new, get current with the latest from MDARD and brush up on your pest control knowledge. MPMA has applied for credits for Core, 7A and 7B. The dates are Feb 22nd and 23rd and will offer 8 credits each day. If you have not made your reservation I encourage you to do so soon and hope to see you there.

Also on the not so distant horizon is Legislative Day in Washington D.C. This March NPMA members will once again be visiting Capitol Hill to meet with their members of Congress. Some of the issues likely to be discussed this year include pesticide preemption laws and revisions to the 2018 Farm Bill, among others. NPMA does a very nice job of preparing attendees to meet with members of Congress, providing you with talking points and literature to leave behind. This is also a great opportunity to promote the pest management industry to individuals who may not fully understand all of the worthwhile and positive services our industry provides. In 2017 we had a record number of attendees from MPMA representing Michigan, including our youngest attendee ever at 16 years of age. If this is something that you have ever thought about attending, I would encourage you to do so.

See you at the Winter Meeting!

Andy Peterson
MPMA President
Announcing NPMA’s New Resource Center:
www.npmapestworld.org/resource-center

NPMA’s Resource Center provides a vast array of up-to-the-minute technical and business management resources specifically developed for the pest management industry and designed to help your company succeed.

We’ve curated our online resources and created an easy-to-navigate section within our website to help you easily find the information you need. The Resource Center is broken down into the following areas:

Training

NPMA puts the latest in online training resources at your fingertips. Get exclusive access to dozens of technical and business courses in NPMA’s Online Learning Center. Learn at your own pace with access to over 60 webinars hosted by academic and industry experts. And, review speaker bios, handouts and presentations from over 30 archived NPMA events.

*Online Learning Center:* Whether you’re working towards certification, earning state-required recertification credits, or looking to further your knowledge, the NPMA Online Learning Center has what you need. By integrating with your NPMA member profile, our new system allows you to maintain your training records all in one place. In addition, many of these courses can earn you state recertification credits.

NPMA On Demand: NPMA brings experts directly to you through our webinar series. View the upcoming webinars as well as the recorded webinars from 2010 through today. Topics include workplace safety, marketing your company on the internet, and, of course, pests.

Conference Proceedings: Miss a talk? Want to check your notes? Conference attendees can download the proceedings and presentations from NPMA events.

Technical

In need of professional images of pests for your company’s website, social media or other promotional materials? Searching for the latest OSHA standards and forms? Not sure where to find an NPMA resource? NPMA’s Technical Resources has everything you need, from an extensive image library and model contracts, to our enhanced search engine that will scan thousands of technical and business resources to locate exactly what you need.

(continued on next page)
Pest Photos: NPMA’s extensive image library gives you access to hundreds of high-resolution pest photos, all free to use for your company’s website, social media or other promotional materials.

Model Contracts and Standards: NPMA provides many model service contracts from bedbug inspections to termite treatments, all covering both the PMP’s and the client’s responsibilities. Here you can also find safety and service standards for food processing and handling facilities, bedbug management, QualityPro accreditation, LEED certification and OSHA.

Research Updates: When new scientific breakthroughs occur that could impact our industry, NPMA entomologists make sure you stay informed. Here you can find summaries of the latest in pest management research, discoveries and innovations.

Ask the Expert: NPMA’s staff entomologists answer your questions ranging from diagnosing problem accounts to pest identification and elimination. Here you will find those questions listed by topic, making it easier to find the answers you’ve been looking for.

Pest ID Form: Not sure what that pest or pest evidence is? Click here to download our Pest ID form so that you can submit your mystery insect or evidence to NPMA’s staff entomologists who are standing by ready to help.

Wood Destroying Insect (WDI) Information: Wood destroying insects (WDIs) are the most destructive and costly pests in the industry. This section provides you with everything you need to handle your next WDI job, from HUD reporting requirements to inspection forms.

Business resources

The pest management industry consists of over 19,000 companies who employ nearly 155,000 service technicians. With NPMA’s business resources, find out what makes this thriving industry tick through nationwide surveys, market research and articles that are sure to help improve your company’s bottom line.

Compensation/Wage Survey: The NPMA Wage and Compensation survey explores the pay scales for numerous positions specific to the pest management industry. Broken out by company size and region, this survey will help you compare your employee pay and benefits to other similar companies.

Business Profile Survey: Want to better understand operating ratios and where revenues and expenses are generated by pest management firms? From uniforms to fleet expenses, the NPMA Business Profile takes an in-depth look at those routine costs associated with running a successful business.

Industry Fact Sheet: Each year, working with Specialty Products Consultants, NPMA puts together a fact sheet containing information on the structural pest management industry. This sheet details the size, scope and target pests controlled by PMPs.

Business Outlook Survey: In 2017, the National Pest Management Association, in partnership with PCT Magazine and BASF, conducted an Industry Confidence Survey to study how pest management professionals felt about the future of the industry. The full report is available online.

Business Operations: NPMA routinely produces articles, how-tos and works with consultants to shed light on the latest business trends. This page provides access to catalogued resources that will assist you with your business needs.

2017-12-05
MPMA 2018 Winter Meeting Agenda

Thursday, February 22, 2018
7:45 – 8:30 AM    Registration & Coffee
8:30 – 9:10 AM    MDARD Update – Mike Stolecki, MDARD
9:10 - 10:30 AM   Safety – Dave Johnson, Catchmasters
10:30 -10:45 AM   Break
10:45 -12:00 PM   Bird Control – Ray Olschewski, Bird Barrier
12:00 - 1:00 PM   Lunch
1:00 - 1:10 PM    Thank you and Introduction to our sponsors
1:10 - 2:25 PM    Pesticide Formulation, Arnold Ramsey, FMC
2:25 - 2:40 PM    Break
2:40 - 3:55 PM    Small fly control in restaurants – Harry Bryan, Nisus
3:55– 4:25 PM    Comments from Representative – To be announced
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 23, 2018
7:45 - 8:30 AM    Registration & Coffee
8:30 – 8:45 AM    Thank you and Introduction to our sponsors
8:45 – 9:15 AM    MDA Chief Deputy Director, Gordon Wenk
9:15 – 10:15 AM   Mosquitoes – Dr. Nicky Gallagher, PhD, Syngenta
10:15 -10:30 AM   Break
10:30 –12:00 PM   Pesticide and Baiting Resistance – Dr. Kurt VanDock, Bayer
12:00 –1:00 PM    Lunch
1:00 – 3:00 PM    Rodent Control and Commensal Rodenticides – James Rodriguez, JT Eaton
3:00 – 3:15 PM    Break
3:15 – 3:30 PM    Online CEU and Online Certification Update – Bill Welsh, Rose Pest Solutions
3:30 – 3:45 PM    PWIPM Update - Pamela Blauvelt, Griffin Pest Solutions, Inc
3:45 – 4:45 PM    Carpet Beetles – Gene White, Rentokil
4:45 – 5:00 PM    Wrap up and bubble sheets
5:05 PM          MPMA Board Meeting
Do you know you can now earn your CEUs online for your Michigan license?

And Univar can help.

In collaboration with the MPMA, you can now enjoy the convenience of taking your technical classes online – whenever and wherever you want. Univar has 40+ classes to help you get the training and CEUs you need. ProTraining also offers Business & Safety classes and product training from important industry suppliers.

To get started, go to www.PestWeb.com/protraining

1. Log into PestWeb [or create an account]
2. Add your license AND
3. Choose your class!

If you have any questions, contact us at 1-800-888-4897

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CONTREE SPRAYER & EQUIPMENT COMPANY LLC

Contree Sprayer and Equipment Co., LLC takes pride in our custom designed units that meet your specifications. We are dedicated to having the best pricing and availability of pumps, parts and accessories for all your spraying needs.

PEST CONTROL UNITS
- Available in 30, 35, 50 or 110 gallon poly tank w/ agitation
- Heavy duty steel frame primed & painted w/ industrial enamel
- Pressure control unit w/ liquid filled gauge
- 12V DC diaphragm pump available
- Honda or Briggs engine options
- Several handgun hose options available
- Manual or electric reel option
- Easy access suction strainer

VALLEY INDUSTRIES JET SPRAY GUN
- 800 PSI Max
- 1/2” FPT Inlet
- Adjustable stream

HUDSON GES-505 SPRAY GUN
- 800 PSI Max
- Heavy duty spray gun
- Adjustable stream

HANDGUN HOSE
- 3/8” or 1/2”
- 600 PSI WP
- 1200 PSI Burst
- 300’ or 400’ Lengths

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<tr>
<td>Andy Peterson, President</td>
<td>Michael Field, Allied Representative</td>
<td>John Koval</td>
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<td>North Shore Pest Control</td>
<td>Residex</td>
<td>Smitter Pest Control</td>
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<td>175 43rd Street</td>
<td>46495 Humboldt Drive</td>
<td>1650 S. Division Ave.</td>
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<td>Bloomingdale, MI 49026</td>
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<td>Bill Welsh, Past President</td>
<td>Kevin Denardo</td>
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<td>Rose Pest Solutions</td>
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<td>Pam Blauvelt, Vice-President</td>
<td>Heath Gorenflo</td>
<td>PO Box 26546</td>
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<td>Griffin Pest Solutions</td>
<td>Terminix</td>
<td>Fraser, MI 48026</td>
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<tr>
<td>2700 Stadium Dr.</td>
<td>1235 Roth Dr, Suite A</td>
<td>(P) 586-296-9580</td>
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<td>Kalamazoo, MI 49008</td>
<td>Lansing, MI 48911</td>
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<td>Charles Bellgraph, Secretary /Tres.</td>
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<td>Aardvark Pest Management, Inc.</td>
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<td>46413 Continental Dr.</td>
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Gearing Up for Legislative Day

This March, NPMA members will climb Capitol Hill in Washington DC—and this isn’t just a field trip. What’s the occasion? It’s called Legislative Day, and it’s one of the most important events of the year for the National Pest Management Association. This is when pest management professionals have the golden opportunity to meet with their members of Congress to discuss critical issues that affect the industry.

“We’ll be going up on Capitol Hill, all 400 of us,” explains Andrew Bray, NPMA vice president of public policy. “We’re going to have face-to-face meetings on the House side and on the Senate side with actual representatives and senators to talk about these issues.”

NPMA members will primarily be talking about legislation and regulations that could affect the pest management industry. “Any changes to existing legislative and regulations have the possibility to significantly impact your pest management business,” Bray remarks. “That’s the bottom line. As advocates for the pest management industry, we track anything and everything that we think could have an impact, good or bad, on our industry.”

Bray adds that it’s crucial for NPMA members across the nation to get involved with this legislative process. “There’s only so much the NPMA public policy team can do as advocates, because grassroots efforts—members actually talking with their members of Congress—is by far the most effective advocacy,” he says. “That’s why Legislative Day is so important.”

(Continued on next page)
Get involved

Any number of regulations, proposals, bills and rules could ultimately have a major impact on every pest management business in the U.S. That’s exactly why it’s important for pest management professionals not only to stay in the know—but also to join the effort. Fortunately, there are numerous ways pest management professionals can get involved. “We encourage everyone to sign up for our Friday public policy email,” Bray suggests. “We also have a voter voice grassroots tool, where we send out alerts for our members to send out things to their representatives. It’s very easy because we write a form letter and they just have to type their name in it and hit send.”

However, the most effective way to bring about change is to put in some face-time with your state representatives and develop relationships with them. “That’s what we’re doing on Legislative Day,” Bray says. “When relationships are built on Capitol Hill, it’s even more effective when our members leave Washington DC after having these great conversations, go back home and talk to their representatives in district offices,” he adds. “It’s important to continue the conversation on that side while our public policy team pushes things up here on Capitol Hill. That’s how we bring everything together full circle.”

More about NPMA Public Policy

The National Pest Management Association is the most credible and tireless advocate for the pest management industry in Congress, before federal agencies, the administration and in the courts. We also work with our state partners to ensure the industry’s voice and representation is as clear in state capitals throughout the country as it is in Washington, DC. Not only do our public policy efforts support the future of our members’ businesses—we also provide help to individual members who want to understand more about how public policy changes will impact their business.

NPMA’s advocacy staff monitors significant legislation and regulations that either promise to improve or threaten to damage the business environment for pest professionals. In addition, NPMA maintains a Political Action Committee and a network of grassroots activists to give members an opportunity to make their voices heard at all levels of government. All of these programs are vital elements of a successful advocacy effort. They are enabled by members and for the benefit of members.

Every day the U.S. Congress is bombarded with requests to support or oppose legislation. Individuals, organizations and entire industries all are fighting for or against laws that impact their business or personal lives. In this environment, the interests of the pest management industry can easily get lost in the shuffle or overlooked.

We cannot afford to let this happen. We must ensure that lawmakers know us, hear us and respond to us. That takes a strong association and direct member involvement on Capitol Hill.

For more information, visit legislativeday.npmapestworld.org.
NPMA is proud to announce the new HealthCare Exchange benefiting all NPMA groups and their employees. The goal is to provide NPMA members with cost effective benefit solutions that make sense in today’s unpredictable marketplace. We are focused on providing small and mid-sized employers with benefit options previously only made available to larger employers. Some of the benefits that are being offered are as follows:

Medical Insurance Solutions
- Self-Funded Medical Plan is available to those groups that meet the standard requirements of number of eligible employees with PPO and HSA-compatible high-deductible health plans available. Available in all states except DC, HI, NH, and NY. Block underwriting advantage for all NPMA members. With the self-funded program, your money in your claims account goes towards your group's claim expenses and you end up paying for only the services your group uses. If there are additional funds available at the end of the year a percentage of that is returned to the employer.

Health Reimbursement Arrangement
NO SETUP FEE OR MONTHLY MINIMUM CHARGE.
- For those employers that don’t meet the underwriting guidelines, or have higher than expected premiums, there is a new HRA plan that can employers can chose. Small employer HRAs are cost effective for you, your employees, and their dependents. Offering a small employer HRA to employees allows them to use tax-advantaged account dollars to pay for individual healthcare premiums and any out of pocket cost they or their dependents may incur. In 2017, you can contribute up to $4,950 for an individual and $10,000 for a family.

Learn more at www.npmaestworld.org
HEALTH INSURANCE
for NPMA Members

Consumer Directed Spending Accounts
NO SETUP FEE OR MONTHLY MINIMUM CHARGE.

- **Health Savings Account (HSA)** — An HSA is a tax-advantaged personal savings account that can be used to pay for medical, dental, vision and other qualified expenses now or later in the employee’s life.

- **Health Care Flexible Spending Account** — A flexible spending account (FSA) is an employer-sponsored benefit account that allows employees the opportunity to set aside pre-tax funds to help pay for eligible healthcare expenses.

- **Dependent Care Flexible Spending Account** — This option gives your employees the ability to pay for work-related dependent care expenses with pre-tax dollars. DCAs may provide your employee more tax advantages than the federal income credit.

- **Limited-Purpose Flexible Spending Account** — For employees who are actively contributing to an HSA account, a Limited-Purpose FSA allows for employees to maximize their health care dollars.

125 Cafeteria plan administration
DK Young will create or amend plan documentation at no additional cost.

Voluntary Insurance Products (VIP) through Transamerica Life Insurance Company

- **AccidentAdvance** — An off-the-job accident insurance policy can help employees pay for medical bills and other out-of-pocket expenses that often arise after an unexpected injury.

- **CancerSelect Plus** — A voluntary cancer-only insurance policy can assist employees with benefits to help defer the direct medical and indirect non-medical costs of cancer treatment.

- **TransDI Plus** — A short-term disability income insurance policy will pay employees a monthly benefit if they are unable to work because of a covered illness or injury.

- **Hospital Select II** — A hospital indemnity insurance policy pays an employee a specified benefit amount for each day they are confined to the hospital or intensive care and it also pays a benefit for hospital confinement.

- **Trans Select 20 Term Life Insurance** — Term life insurance provides employees a guaranteed death benefit amount for 20 years at a set premium. Premiums are scheduled to remain level for 20 years and are guaranteed level for the first five years.

Discounts by Design
$6.95 PER PERSON PER MONTH

- Additional savings available through our Discounts by Design program. Save on dental, vision, chiropractic — even pet expenses!

Costs to Participate in the NPMA Health Insurance Exchange
The cost for the exchange is $6.00 per person with an additional $5.50 for the HRA participants. Individual FSA is $5.50 per month fee. If you chose an HRA with an FSA the total cost is $5.50. The Discounts by Design fee is $6.95 per person per month.
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).

(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:________________________
Shipping-1,000-$7.50 over 1,000- $14.00 :____________________$ ENCLOSED:$_________________