We are pleased to announce that one of our own members, Curt VanderWall has won his Michigan State Senate election.

As most may not be aware, when 2 or more candidates from the same party participate in a primary, they receive no funding from the state respective parties. As you can imagine, if the state party supports one candidate receiving funding over another during the primary, it would cause major difficulties.

I am pleased that various companies stepped up to the plate and made some significant contributions. On behalf of the Board of Directors, I want to express my appreciation to those companies that made contributions to Curt’s campaign during his primary.

Senator Elect Curt VanderWall also said that the contributions were a huge help during his primary run and allowed him to do things during that part of the campaign that others in the campaign could not do in terms of advertising and getting out to see the voters.

We look forward to working with Senator Elect Curt VanderWall in the future on various issues that may arise in the legislature that will directly impact our companies and the industry as a whole. I will also note that Curt has already been assigned a leadership position in the Senate as the Majority Caucus Chair.
6. OPEN TRAINING MEETINGS: One of the Michigan Pest Management Association’s core objectives is to provide recertification training and educational classes to the pest management industry. In doing so, the Association uses the revenue from these events to remain financially strong and solvent, while providing a good, standardized value of education, training, and professionalism to members and non-members alike.

As this revenue line is vitally important, the Association has decided that Officers, Officer’s firms, and/or Association Members may not hold any meetings, events, workshops, clinics, training seminars, etc. which would be in competition with the Association’s efforts in these areas. Internal meetings, events, workshops, clinics training seminars, etc. held by the firms of Officers, Officer’s firms, and/or Association Members are not prohibited, provided these are not open to attendees outside of the host firm.

Officers, Officer’s firms, and/or Association Members who hold meetings, events, workshops, clinics, training seminars, etc. in competition with the Association, thereby damaging the Association’s financial standing, shall be given one written warning by the President of the Association. If competition continues beyond the warning, the offending party and/or firms shall be disqualified from membership in the Association.

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.

**Prudential Pest Management**
Gary Andrews

**The DeBug Lady**
Alan King

**Warrior Pest Solutions, LLC**
John Byers

**Environmental Extermination, Inc.**
Paul Pyles

**A+ Pest Management**
Kirk Hammel

**Wingman Pest Control**
Buck Hempel
Hi All,

At this point our seasonal work should be nearly, if not entirely wrapped up. Many that I have spoken with have indicated that their season was another good one and I hope yours was as well. Don’t forget as you put away or set aside your equipment, a little maintenance now will likely have you in better shape come springtime, and ready to go once the weather breaks.

I want to congratulate Curt VanderWall on his re-election to the Michigan State Senate, 35th district. He has been a great friend and ally to our industry, recently helping with the posting requirement issue.

I also want to recognize Bill Welsh. His tireless efforts secured two big wins for our industry this year in regards to the posting requirement and the permit issue surrounding the labeled use of Avitrol. Bill serves as our State Policy Affairs Representative and was recently recognized for his efforts at Pest World and named S.P.A.R. of the Year. Congratulations Bill, and thank you!

It’s not too early to start thinking about the Winter Meeting. This years meeting will be held, once again, at Firekeepers Casino, in Battle Creek. A suggestion was made by a couple of members at last year’s meeting, wondering if we had ever considered hosting the meeting on Wednesday and Thursday, thereby leaving Friday open for travel. We ran the idea past several members and vendors and those we spoke with all agreed this would be a good idea. So this year’s winter meeting will be held Tuesday through Thursday, February 12th-14th, 2019. Look for more details in this newsletter. Thanks for the great suggestion!

Lastly, the holiday season is upon us and we have so much to celebrate and be thankful for. I hope you are able to take some time to spend with family and friends. I hope everyone had a nice Thanksgiving and I want to wish you all a Merry Christmas!

Andy Peterson, ACE
MPMA President
Just in time for the holidays. The Michigan chapter of Professional Women In Pest Management is selling fashion gear for the ladies (and men) in our industry.

Our fun and edgy Real Women Of Pest Management logo looks great and lets us show off our Pest Management Professional pride.

Shop, Buy, Ship - all online at the click of a button - It's easy, a great gift idea, and supports our important outreach effort to attract and retain women in the pest management industry.

Check it out now at http://pwipm.logosoftwear.com

Thanks,

Pam
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

WHEN YOUR BUSINESS DEPENDS ON IT.
83rd Annual Purdue Pest Management Conference
January 7 - 9, 2019

Save a stamp - register online at www.conf.purdue.edu/pest

The Avengers of IPM
Dini Miller, Arnold Ramsey & Mark Sheperdian
2 each CCH in 3A, 3B, 7A, 7B, 7D, 8 & RT

German Cockroach:
Assessment-Based Pest Management
Dini Miller
1.6 each CCH in 7A & RT

Rodent Block
Claudia Riegel & Bobby Corrigan
2 each CCH in 7A & RT

Bed Bugs: Using Heat
Mark Sheperdian
1 each CCH in 7A & RT

Bed Bugs: Materials & Methods
Gene White
1 each CCH in 7A & RT

WDO: WDI, Inspections & Research
Ed Freytag
1 each CCH in 7B, 7D & RT

WDO: Future of Termite Control
Bob Davis
1 each CCH in 7B, 12 & RT

Insect Trifecta
Jeff McGovern
1 each CCH in 7A & RT

Back to Basics
Scott Robbins
1 each CCH in 3A, 3B, 7A, 7B, 7D, 8 & RT

Ant Update
Mike Bentley
1 each CCH in 7A, 7B, 12 & RT

Death, Taxes and Flies
Mark Vander Werf
1 each CCH in 7A & RT

Reducing Pesticide Exposure
Scott Robbins
1 each CCH in 3A, 3B, 7A, 7B, 7D, 8 & RT

Sensitive Government Accounts
Kathy Heinsohn
1 each CCH in 7A & RT

PICS Technology & Stored Product Pests
Dieudonne Baributsa
1 each CCH in 7A & RT

FSMA
Dominique Sauvage
1 each CCH in 7A, 7D & RT

The Dirty Dozen
Pat Kelley
1 each CCH in 7A, 7D & RT

Fumigation Update
Sean Brantley
2 each CCH in 7D & RT

Urban Wildlife
Jared Miller
1 each CCH in 7A & RT

Going Green
Darren VanSteenwyk & Mike Bentley
2 each CCH in 7A & RT

Regulatory Update & Drones
Dave Scott
1 each CCH in 3A, 3B, 4, 5, 6, 7A, 7B, 7D, 8, 12 & RT

Fresh Form the Purdue Labs
Gresiek Buczkowski, Ameya Gondhalekar & Mike Scharf
1 each CCH in 7A, 7B & RT

Insect ID
Adam Saliyer
1 each CCH in 7A, 7B, 8 & RT

New this Year - Tour the Entomology Labs on Tuesday Evening

Special Thanks to
The 2019 Purdue Pest Management Conference Industry Planning Committee

Carrie Campbell - Chair
Hatfield Pest Control
LaPorte, IN

Dale Baker
J.T. Eaton
Twinsburg, OH

Brad Harrison
PCT Magazine
Richfield, OH

Sarah Hughes
University of Illinois
Urbana, IL

Lee Humberg
USDA-APHIS
Wildlife Services
West Lafayette, IN

Cheri Janssen
Purdue Pesticide Programs
West Lafayette, IN

Dini Miller
Virginia Tech
Blacksburg, VA

Leo Reed
Office of the Indiana State Chemist
West Lafayette, IN

Dave Mueller
Insects Limited
Westfield, IN

Mark Vander Werf
Rose Pest Solutions
Troy, MI

Phil Nixon
University of Illinois
Urbana, IL

The Leading Conference for Innovative IPM
CCH/CEU approved for nearly all U.S. states!
See our website for more information: www.extension.entm.purdue.edu/urbanconference/
Bill Welsh – Rose Pest Solutions (SPAR for Michigan): 2018 was a successful public policy year for Bill Welsh, the Michigan Pest Management Association, and the structural pest management industry at-large. Very successful. After testifying before the Michigan House and Senate, Bill secured an amendment in SB 542, a regulatory relief bill regarding posting and notification for outdoor pesticide applications. Bill’s amendment exempts the structural pest management industry from overly burdensome posting and notification requirements within 10 feet of a structure. This is a huge victory for the industry, and it speaks volumes because it’s an example of Pest Management Professionals going on offense and scoring big for our customers, public health protection, and our bottom lines. Additionally, Bill spearheaded the process to repeal project control permits for nuisance bird control and the use of Avitrol in Michigan. These permits are extraordinarily burdensome and unnecessary. Prior to formally repealing project control permits, Michigan DNR will ease the regulatory burden by extending the life of the permit and loosen the deadlines for reporting. Bill is also working on a plethora of other issues for the structural pest management industry in Michigan, including but not limited to allowing electronic trap monitoring, detrimental occupational licensing reform legislation, requiring commercial canine and heat treatment bed bug control businesses to be licensed, provisions making it easier to crack down on unscrupulous operators, and serving on the Michigan Pesticide Advisory Committee.
SAVE THE DATE FOR
MPMA’s 2019 Winter Meeting

After another successful meeting last year, MPMA is again hosting the Winter Meeting at the Firekeeper’s Casino in Battle Creek, Michigan on February 13-14, 2019.

The hotel and conference facility are attached to a Vegas-styled casino. The amenities feature:
- an indoor pool with whirlpool, steam and sauna room open until 11:00 pm
- fitness gym
- 24 hour room service
- several restaurant choices
- free valet parking at the hotel/conference center (gratuity only)

The casino has both smoking and non-smoking sections, multiple restaurants and bars. Gambling options vary from slot machines to poker tables to Bingo and Keno.

The FireKeeper's Casino is known for their outstanding catering department. The food and drinks are always delicious.

Meeting registration forms will be sent out in mid-December. Make sure to register early so you don't miss the great line-up of speakers, topics, and exhibitors!

You will need to make your hotel reservation by January 23, 2019 at 5:00pm to receive one $10.00 Free Play Coupon!! So make sure to book your room early by calling (877) 352-8777 or book on-line at www.Firekeeperscasino.com and use MPMA Group code: 2212019MPA
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

---

<table>
<thead>
<tr>
<th>Term Ends: 02/2019</th>
<th>Term Ends: 02/2019</th>
<th>Term Ends: 02/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Andy Peterson, President&lt;br&gt;North Shore Pest Control&lt;br&gt;175 43rd Street&lt;br&gt;Bloomingdale, MI 49026&lt;br&gt;269-521-6462</td>
<td>James Myers&lt;br&gt;Orkin&lt;br&gt;3769 Commerce Ct&lt;br&gt;Wayne MI 48184&lt;br&gt;734.721.0450</td>
<td>David Driver, Allied Representative&lt;br&gt;Univar ES&lt;br&gt;20994 Bridge Street&lt;br&gt;Southfield, MI 48033&lt;br&gt;(800) 888-4897</td>
</tr>
<tr>
<td>Pam Blauvelt, Vice-President&lt;br&gt;Griffin Pest Solutions&lt;br&gt;2700 Stadium Dr.&lt;br&gt;Kalamazoo, MI 49008&lt;br&gt;888-547-4334 ext. 1012</td>
<td>Kevin Denardo&lt;br&gt;Eradico Pest Services&lt;br&gt;41169 Vincenti Court&lt;br&gt;Novi, MI 48375</td>
<td>Steve Alcala, Pronto Pest Management&lt;br&gt;10130 Capital Street&lt;br&gt;Oak Park, MI 48237&lt;br&gt;248-399-4298</td>
</tr>
<tr>
<td>Charles Beiligraph, Secretary /Tres.&lt;br&gt;Aardvark Pest Management, Inc.&lt;br&gt;2925 Remico Street SW&lt;br&gt;Grandville, MI 49418&lt;br&gt;616- 530-9800</td>
<td>Heath Gorenflo&lt;br&gt;Terminix&lt;br&gt;1235 Roth Dr, Suite A&lt;br&gt;Lansing, MI 48911&lt;br&gt;517-673-1117</td>
<td>PO Box 26546&lt;br&gt;Fraser, MI 48026&lt;br&gt;(P) 586-296-9580&lt;br&gt;(F) 586-296-9581</td>
</tr>
<tr>
<td>Bill Welsh, Past President&lt;br&gt;Rose Pest Solutions&lt;br&gt;8674 W ML Ave.&lt;br&gt;Kalamazoo, MI 49009&lt;br&gt;616-292-4998</td>
<td>Jason Sullivan&lt;br&gt;Action (WDI) Specialist, Inc.&lt;br&gt;P.O. Box 118&lt;br&gt;Manistee, MI 49660&lt;br&gt;231-723-6888</td>
<td></td>
</tr>
</tbody>
</table>
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:$_________________