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. 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 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.

There’s Still Time to Register!!

MPMA’s 2017 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 23rd and 24th, 2017. If you haven’t registered yet, you have until February 15th to fax, e-mail or mail your registration form.

The 2017 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, including Representative Curt VanderWall. See pages 4 & 5 for the full agenda for the meeting. 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 7th to receive MPMA’s group rate. You can make a reservation by calling 877-352-8777, MPMA’s reservation group rate code is 022217MPMA.
Have You Logged into the New NPMA Website?

NPMA

The NPMA website, 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.

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**

Central Michigan Pest & Wildlife Management, LLC
Bob Andrews

MI Pest
Jason Nickol
As I sit to write you this letter, I look outside and see snow on the ground and I wonder when the spring season will hit this year. Knowing that the preparations and planning for the upcoming year are in full swing. A great many of members have said to me on more than one occasion, “it seems like the winter slow down isn’t slowing down like it used to do”. However, it does, but maybe not like it used to before the bedbug issues took off. Often time we use the slower period to recalibrate our equipment, take a needed safety stand down to remind our people that working to prevent accidents it’s important, but is just as important to merely recognize those potential accidents and correct the problem.

As you know, with the recent changes in Washington, there is a bit of trepidation on where this leads in terms of regulations and what will come out of Washington that may impact our businesses. As you also know, the sense of the unknown can also cause one to pause on a business decisions. As with anything else, everything changes and those changes in Washington may be to our benefit. I look forward to the reduction of regulations coming down from Washington. With that said, NPMA Legislative day is coming up quickly. I invite you to consider joining the 6-7 of our members in going to Washington and to walk the halls to speak with our Legislators. Mostly, it is with their aides, but they communicate our concerns. Don’t worry anyone going the first time gets to learn the ropes from those that have gone before us. I for one, was a first timer last year, and really enjoyed the experience. If you are interested in attending, let me know via e-mail (bwelsh@rosepest.com). I will include you on our NPMA Legislation e-mail train so we can work together in getting the appointments and going to the offices of our Senators and Representatives.

Our Winter meeting is right around the corner and I look forward to seeing you at FireKeepers for a great agenda and some special announcements coming out.

It has been my pleasure and honor serving as your President. I am grateful for the trust and confidence you have placed in me. My term will expire at this meeting and I look forward to assisting the incoming President and continuing to serve on the board. Many thanks!

Bill Welsh
MPMA President
INSURANCE COSTS BUGGING YOU?

We specialize in Pest control companies.
Over 42 years of experience in commercial insurance.
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2017 MPMA WINTER MEETING
Thursday, February 23, 2017
8–7A, 7B or Core

8:00 - 9:10 AM Registration & Coffee

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

CONTINUED ON NEXT PAGE
2:25 - 2:40 PM Break

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

3:55– 4:25 PM Representative Curt VanderWall

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– 7A, 7B or Core**

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

4:10– 4:45 PM Pollinator Protection Working Group – Mark Sheperdigian, BCE, Rose

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

5:05 PM MPMA Board Meeting
Dear MPMA Members,

Many of you already know me, but some of you may not know that I am the NPMA State Policy Affairs Representative (SPAR) for MPMA.

**What is the SPAR program?**

The SPAR is the official lead point of contact between our state association and NPMA on federal, state and local public policy issues (e.g. legislation, regulation, local/municipal issues, etc.). NPMA’s Policy Staff consistently monitor state legislative and regulatory activity through their tracking software and share relevant issues, legislation, regulations, and objective analysis with the state association board of directors and the SPAR. It is my job to share the MPMA position with NPMA and/or request assistance if needed, from the NPMA Public Policy Team.

**How can I serve you?**

When it comes to public policy, these decisions will greatly affect each of our businesses, so please use me as a resource. If there is an ordinance, bill, regulation, or anything that affects how you do business, positive or negative—let me know. And I’ll notify our state board and NPMA. Then, we can organize, unify, and use the vast amount resources available to us to advocate for pro-pest management policies. If you have a stance on an issue, please share it with me. It is important that you make your voice heard because without a unified industry, we can’t effectively fight for issues important to the structural pest management industry in Michigan.

**Can I count on you?**

Last but not least, I need you. The industry needs you. Your business needs—YOU. When it comes to NPMA’s grassroots campaigns and advocating for the industry—very little gets accomplished without the participation of our membership. And when MPMA, NPMA or myself asks you to participate in a grassroots campaign, please follow through. These grassroots campaigns can be the difference between a tax break, a tax increase, or a product ban. The SPAR program has stopped a rodenticide ban in California, a huge tax increase in North Carolina, helped pass federal Zika funding, and countless other pro-pest management policies at the federal, state, and local levels. Pest management professionals aren’t people who sit on the sidelines. We know that those who are involved in politics the least, lose the most.

In conclusion, if we disengage from the policymaking process at any point, we put everything at risk. So please, make your voice heard, and join me. Because together, there’s nothing we can’t accomplish.

Sincerely,

Bill Welsh

Michigan SPAR
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.
Save the Date for
MPMA’s 2017 Summer Meeting
June 23rd and 24th
At
Mission Point Resort
Mackinaw Island

Registration Information

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<th>Members</th>
<th>NON MEMBERS</th>
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<td>Full Registration</td>
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Hotel Information

- Garden Queen Rooms, one queen bed $199 per room, per night single/double occupancy
- Garden Double Rooms, two double beds $219 per room, per night single/double occupancy
- Straits View Rooms, one king or two doubles $249 per room, per night single/double occupancy
- Lakeside Garden Rooms, two doubles $299 per room, per night single/double occupancy
- Lake View Rooms, one king $299 per room, per night single/double occupancy
- Junior Suites, one king $319 per room, per night single/double occupancy
- Family Suites & Junior Suites, three beds $319 per room, per night single/double/triple/quad occupancy
- Hot Tub Suites $379 per room, per night single/double occupancy
- Premium Signature Suites $455-$575 per room, per night single/double occupancy
- Great Lakes Presidential Suite, one king $1,599 per unit, per night single/double occupancy

Reservations can be made by calling 800-833-7711

Look for more information on www.mipma.org soon!
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.

**MEETING REGISTRATION WILL NOT BE SENT OUT IN REGULAR MAIL ANYMORE. MEETING NOTIFICATION WILL BE E-MAILED AND ALSO ON THE MPMA WEB-SITE AT [WWW.MIPMA.ORG](http://WWW.MIPMA.ORG). PLEASE SEND RHONDA YOUR EMAIL ADDRESS AT RWISE@MIPCA.ORG IF YOU WOULD LIKE TO BE ADDED TO THE E-MAIL LIST.**

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<th>Term Ends: 02/2017</th>
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<tr>
<td><strong>Bill Welsh, President</strong>&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><strong>Aaron Young</strong>&lt;br&gt;Eradico Services&lt;br&gt;41169 Vincenti Court&lt;br&gt;Novi, MI 48375&lt;br&gt;248-477-4800 ext. 4819</td>
<td><strong>John Koval</strong>&lt;br&gt;Smitter Pest Control&lt;br&gt;1650 S. Division Ave.&lt;br&gt;Grand Rapids, MI 49507&lt;br&gt;616-245-7215</td>
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<td><strong>Andy Peterson, Vice-President</strong>&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><strong>Pam Blauvelt</strong>&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><strong>MPMA</strong>&lt;br&gt;PO Box 26546&lt;br&gt;Fraser, MI 48026&lt;br&gt;(P) 586-296-9580&lt;br&gt;(F) 586-296-9581</td>
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<td><strong>Charles Belligraph, Secretary /Tres.</strong>&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><strong>Heath Gorenflo</strong>&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>
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<td><strong>Michael Field, Allied Representative</strong>&lt;br&gt;Residex&lt;br&gt;46495 Humboldt Drive&lt;br&gt;Novi, MI 48377&lt;br&gt;800- 521-8873</td>
<td><strong>James Myers</strong>&lt;br&gt;Orkin&lt;br&gt;46413 Continental Dr.&lt;br&gt;Chesterfield, MI 48047&lt;br&gt;586-949-6691</td>
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2017 OSHA Updates

Last year, the Department of Labor’s Occupational Safety and Health Administration (OSHA) finalized two rules that will go into effect in 2017. The first is the long awaited Walking-Working Surfaces and Personal Fall Protection Systems rule. The new rule is for “general industry” and aligns many standards already in place for construction. The rule outlines fall protections in specific situations, fall protection equipment/options, and inspection requirements.

The second is an electronic recordkeeping rule for workplace injuries and illnesses. Certain employers are now required to submit injury and illness data electronically. The injury and illness data is already required pursuant to the Recording and Reporting Occupational Injuries and Illnesses regulation and are annually submitted through Forms 300, 300A and 301. The change is a new and required electronic submission process that will enable OSHA to use its enforcement and compliance resources more efficiently.

NPMA Joins Forces with U.S Chamber of Commerce as a New Member

As the legislative season is now underway, and with the filing and pre-filing of bills at the federal and state levels, NPMA has seen a trend towards business issues that have the potential to impact our industry. From overtime regulations, wage per hour increases, occupational licensing, and many more, NPMA now has the ability to tap into their resources and secure expertise as we confront issues on which we need to quickly get up to speed. We anticipate this will be a long and mutually beneficial experience for the foreseeable future.

Initial Reports of Pyrethroid Draft Ecological Risk Assessment Comment Deadline Extension

This week, NPMA received initial reports that EPA is indicating that a 60-day extension would be granted for submitting comments regarding the draft human health and ecological risk assessments for the registration review of pyrethroids which was published in early December. NPMA has been actively engaged in the issue, requesting a 60 day extension to submit comments last month. The amount and complexity of the data included in this publication requires in-depth analysis and thoughtful commentary, will be possible with an extended comment period. NPMA will be submitting formal comments on behalf of the entire industry before the deadline. Additionally, NPMA, in cooperation with ASPCRO (Association of Structural Pest Control Regulatory Officials) and SFIREG (State FIFRA Issues Research and Evaluation Group) held a workshop at NPMA headquarters to help EPA staff better understand how pyrethroids are used in the structural pest management industry which will help inform the registration review process. NPMA will continue to actively involved to provide support for applicators and registrants throughout the registration review process.

The NPMA Public Policy Team
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).

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(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-$7.00 over 1,000- $14.00 :____________________$ ENCLOSED:$_________________