Upcoming Training

9/27/19 – Grand Rapids
10/8/19 – Kalamazoo
10/9/19 – Novi
11/22/19 – Dearborn
12/5/19 – Ann Arbor

THIS IS NOT A COMPLETE LIST OF TRAININGS. AS TRAININGS ARE ADDED THEY WILL BE POSTED ON MPMA’S WEB-SITE. PLEASE VISIT WWW.MIPMA.ORG FOR MORE INFORMATION AND FOR REGISTRATION FORMS.

Michigan PWIPM Chapter Luncheon and Panel Discussion

Frankenmuth, MI July 26, 2019 The Michigan chapter of the Professional Women In Pest Management met at the Michigan Pest Management Association’s summer meeting for lunch, networking, and a panel discussion.

Over 20 Ladies and gentlemen from both the pest management and mosquito control industries enjoyed a lively discussion on topics ranging from how to network to recruitment and retention techniques to future event planning. We also had time to look at fundraising opportunities and future outreach strategies to reach young people and get them interested in the pest management industry.

The panel consisted of Dr. Nicky Gallagher, Syngenta, Nikki LaVigna, BASF, and Pamela Blauvelt, Griffin Pest Solutions, Inc.

For those interested in learning more about PWIPM on a national level or a local level, please visit http://www.pwipm.org/

Thanks,
Pam
Greetings all,

We’re happy to report that the MPMA Summer Meeting in beautiful Frankenmuth, Michigan was a great success. We greatly appreciate Dave Driver’s efforts in putting together a meeting that was both fun and educational. The meeting was well-attended, as was the PAC Golf Outing and the PWIPM Michigan Chapters panel discussion and luncheon.

MPMA also participated in the State Association Leadership Retreat at NPMA’s Academy in Phoenix on July 5th. The retreat discussed trends in the state associations and legislative initiatives throughout the country. We look forward to working with the various associations to improve our member experience and the future of the pest management industry. Thank you to everyone who participated in our recent member survey. Here’s the results:

1) MPMA’s winter meeting in February has conflicted with several industry events of the past few years and looks to continue to conflict in the future. Which month would you be open to moving this winter meeting to? Please rank your choices 1st - 2nd - 3rd, if it doesn't matter leave blank.
   February won by a large margin with January coming in second and March 3rd

2) What days of the week do you prefer the meetings to be held? Please rank your choices 1st - 2nd - 3rd, if it doesn't matter leave blank.
   Wednesday and Thursday most popular with Tuesday and Wednesday closely followed by Thursday and Friday.

3) We’re planning our annual MPMA Fishing Charter which has been held in Manistee for the last few years. Where would you be more willing to attend the charter? Please rank your choices 1st - 2nd - 3rd, if it doesn't matter leave blank.
   South Haven won over Lake St. Clair

Of note, we intend to rotate the ACE Workshops and Fishing Tournaments to allow individuals to participate without overextending their time commitments.

Which brings us to this years ACE Workshop. Please remember that MPMA is sponsoring a year-long ACE (Associate Certified Entomologist) Study Workshop ending with a proctored ACE exam directly before the 2020 MPMA Winter Meeting at the Firekeeper’s Casino. We walk you through the entire process and the study sessions are extremely valuable in helping to obtain certification. Please email Rhonda Wise at rwise@mipca.org or myself at pam@griffinpest.com to get the enrollment process started.

As always, proceeds from the ACE Study Workshop and MPMA Fishing Charter benefit our MPMA Scholarship fund. Watch for more information in the coming months.

We also want to make you aware of some upcoming Michigan Pest Management Association and National Pest Management Association events.


Thank you for your time and your participation in the Michigan Pest Management Association.

Sincerely,
Pamela Blauvelt
President, Michigan Pest Management Association
Do you know you can now earn your CEUs online for your Michigan license?

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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.

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2. Add your license AND
3. Choose your class!

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Smokey the Bear make room for Sparky the Firefly. Or, that’s what some of our young, future entomologists thought when they witnessed a truly spectacular display put on by Mother Nature this June. For a second year in a row, members of the pest management industry got a first-row seat to the Synchronous Firefly Event in the Great Smoky Mountains National Park.

While well-known to the local population of the Elkmont and Gatlinburg Tennessee area for decades, it wasn’t until the 1950’s that the mating ritual of these rover fireflies caught the attention of entomologists and naturalists. Once word spread, individuals began making their way to the park to see the lightshow for themselves. Over time, the National Park Service saw the need to balance people’s desire to view this phenomenon against the need to protect and conserve the fireflies and their habitat. Because of these efforts, the annual Synchronous Firefly Event in the Great Smoky Mountains National Park has continued to grow in popularity since the 1990’s.

For two-weeks in late May to early June, the mating season for the *Photinus carolinus*, America’s only species of firefly capable of a synchronized lighting display, is the star attraction. The National Park Rangers and their entomologists begin predicting the mating window by studying the temperature, weather, and rainfall in order to plan the event’s timing and lottery.

When the mating season arrives, the males of these tiny, flying fireflies, sometimes regionally known as lightning bugs, light up or “flash” their abdomens at females to attract a mate. It’s this lighting pattern that makes the fireflies at the event so famous and so unique.

(continued on next page)
Instead of the random, flash-at-will pattern common in most all other firefly species, the male *Photinus carolinus* has been flash-mobbing potential girlfriends for thousands of years. The males time or synchronize their flashes together as a mass, all going off together for a few twinkling seconds, then all going dark for a few moments. This pattern repeats all through the dusk and early night hours. Throughout the woods and across the park, from a height ranging from two feet off the ground to 10 feet above the forest floor, these fireflies spread out, twinkling like moving strands of Christmas lights, threaded through the trees, brush, and even over rivers and ponds. In near darkness, with no light pollution, you can see them in masses through the distance, weaving and flying to their own music.

The females stay on or close to the ground during this display, responding with a quick double flash as a response to the males. Scattered throughout this display, you’ll also get glimpses of the 18 other firefly species located within the park. One of note is a deadly copycat species that mimics the synchronous firefly’s flashes to lure in a mate, only to consume them.

Every year, around late April, the National Park Service announces the dates for the lottery to view the synchronous firefly event. The park receives close to 30,000 lottery applications for the coveted 1,800 parking passes. Each parking pass is good for one vehicle with up to six firefly enthusiasts. Lottery winners and their scheduled view dates are announced during the second week of May. Costs are minimal: $2.00 per shuttle passenger and a $20 reservation fee. Applying for the lottery is free. When the day of your pass arrives, you pull into the park’s Sugarlands Visitor Center before 7 p.m. and get in line for a shuttle. The park service staff is good about giving you advance notice of what to bring and how to prepare for the night.

We spoke with many steadfast lottery applicants who waited more than five years to be selected. If you’re one of the lucky lottery winners, our best advice is to share the experience with family and friends, meet a few new friends on the way, and, when the show starts, just sit back, relax, and take in the magic.

The park also has an option for large groups (up to 24 guests) in their large vehicle pass that you can apply for in the lottery as well. Tammy Johnson, of Johnson Pest Control in Sevierville TN won the large vehicle pass for our group. It was the first time she had won entry into the park, even though she’s been a local all her life. All-American Pest Control of Nashville, TN, Griffin Pest Solutions, of Kalamazoo, MI and A-1 Termite & Pest Control of Lenoir, NC were there as well. We wish all of you good luck in getting a seat next year.
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.

<table>
<thead>
<tr>
<th>Name</th>
<th>Term Ends: 02/2020/2021</th>
<th>Term Ends: 02/2020/2021</th>
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<tbody>
<tr>
<td>Pamela Blauvelt, President</td>
<td>Griffin Pest Solutions 2700 Stadium Dr. Kalamazoo, MI 49008 888-547-4334 ext. 1012</td>
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<tr>
<td>Andy Peterson, Past-President</td>
<td>North Shore Pest Control 175 43rd Street Bloomingdale, MI 49026 269-521-6462</td>
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<tr>
<td>Heath Gorenflo, Vice-President</td>
<td>Terminix 1235 Roth Dr, Suite A Lansing, MI 48911 517-673-1117</td>
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<td>Charles Bellgraph, Secretary /Tres.</td>
<td>Aardvark Pest Management, Inc. 2925 Remico Street SW Grandville, MI 49418 616-530-9800</td>
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<tr>
<td>Bill Welsh</td>
<td>Rose Pest Solutions 8674 W ML Ave. Kalamazoo, MI 49009 616-292-4998</td>
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<tr>
<td>Kevin Denardo</td>
<td>Eradico Pest Services 41169 Venticini Court Novi, MI 48375</td>
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<tr>
<td>Derek Haberski</td>
<td>Orkin 3769 Commerce Ct Wayne MI 48184 734.721.0450</td>
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<tr>
<td>Jason Sullivan</td>
<td>Action (WDI) Specialist, Inc. P.O. Box 118 Manistee, MI 49660 231-723-6888</td>
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<tr>
<td>Steve Alcala, Pronto Pest Management 10130 Capital Street Oak Park, MI 48237</td>
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<tr>
<td>David Driver, Allied Representative Univar ES 20994 Bridge Street Southfield, MI 48033 (800) 888-4897</td>
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<tr>
<td>MPMA</td>
<td>PO Box 26546 Fraser, MI 48026 (P) 586-296-9580 (F) 586-296-9581</td>
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2019/2020 ACE Study Track Enrollment Packet

Please join us in our 2019/2020 ACE Study Track hosted by the Michigan Pest Management Association

MPMA is excited to host a year long ACE Study Track to help pest management professionals achieve the Associate Certified Entomologist Certification through the Entomological Society of America. We have 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 and you can earn CEUs while you study!**

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](http://www.entocert.org/ace-certification)

Why is the ACE Study Track for me?

MPMA will offer guidance and assistance throughout the application process, suggest study materials, host study group Saturdays 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...

With our year long ACE Study Track, you get the benefit of multiple study sessions, a longer window to study, take practice exams, and ask questions, and the ability to ask for guidance on questions you may have throughout the process. We’ve seen this slower and more thorough approach help more candidates achieve their ACE Certification. And yes, you also earn CEUs as you go through the process.

Also, the exam day will consist of a study review in the morning and a proctored exam in the afternoon. You will learn the results of your testing immediately.
IT’S TIME TO TALK ABOUT THE BIRDS AND THE BEES AND IGRs.

COMPARISON CHART

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<thead>
<tr>
<th>Feature</th>
<th>HYDROPRENE (GENTROL®)</th>
<th>PYRIPROXYFEN</th>
<th>NOVALURON</th>
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<tr>
<td>Broad spectrum control includes cockroaches, drain and fruit flies, and bed bugs</td>
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<td>Translocates to reach pest harborage sites</td>
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<td>Increases gel bait consumption in adult female cockroaches and nymphs</td>
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Go to ZOECON.com for the full story
Just follow this step-by-step ACE Study Track Timeline and you’ll be ready.

February 2019 - Determine if you qualify & Enroll in workshop

1) Determine if you are eligible to apply for the ACE Certification
   a) Without a Bachelor’s degree in Entomology (or a related life science), you will need 5 years pest management experience
   b) With a Bachelor’s degree in Entomology (or a related life science), you will need 3 years pest management experience
   c) With a Master’s degree in Entomology (or a related life science), you will need 2 years pest management experience
   d) With a PhD in Entomology (or a related life science), you will need 1 year of pest management experience

2) Email enrollment form to rwise@mipca.org

3) Begin gathering your documents for the ACE Application to ESA
   a) Work history/CV/resume indicating at least 5 years of experience in the pest control industry. Resume must include your job title, job description, company address, supervisors’ contact information, and employment dates – a sample work history document is attached
   b) 2 professional reference letters – a sample professional reference letter is attached

April 2019 - Complete Application Process

1) Complete and submit the application to ESA
   a. The application is online at http://www.entocert.org/ace-applicationprocess
   b. An application is also included in this packet

2) Include your work history document
3) Include your 2 professional reference letters
4) Include a copy of your current pesticide applicator’s license
5) Include the license fee of $355 for ESA members, $395 for non-ESA members
6) Remember to order the Study Guide (IPM for the Urban Environment) for $49
7) The MPMA will be your proctor and the ACE Workshop is approved as a testing date. Please use these as your selections for the exam. (It's already filled out in the attached application for your convenience.)

8) You will get an email back from ESA letting you know if you have been approved or not.

May through Mid-February 2020 - Review study materials

1) Attend our hosted and CEU qualifying Study Saturday Sessions – locations will be announced closer to the date so we can minimize travel time of all involved. CEU categories will be announced prior to each Study Saturday.
   a. October 12, 2019
   b. November 9, 2019
   c. December 7, 2019
   d. January 11, 2020
   e. Proctored exam on February 11, 2020

2) Thoroughly study and review study guides and books

3) IPM for the Urban Professional: A Study Guide for the Associate Certified Entomologist

3) NPMA Field Guide to Household Pests

4) More study material, along with a sample ACE exam can be found at http://www.entocert.org/studying-ace-exams

5) We encourage you to study, study, study.
2019/2020 ACE Study Track Enrollment Form

The ACE Study Track proctored exam will be held Tuesday, February 11, 2020 at the Firekeeper’s Casino in Battle Creek at 11177 E Michigan Ave, Battle Creek, MI 49014

Bill Welsh of Rose Pest Solutions and Jeff Spencer of Griffin Pest Solutions will be the instructors and proctors.

The ACE Workshop starts at 8:30 am on Tuesday, February 11, 2020 with a 4 hour classroom review of the testing material.

There will be a 30 minute break for lunch at 12:30 pm.

The proctored exam will begin at 1:00 pm.

The exam is online and exams are graded instantly. There will be several laptops provided, although you are encouraged to bring your own.

Name __________________________________________ Company _______________________

Address __________________________ City, ______________ State ______ Zip ______

Email address _____________________________________________________________

____Yes, I will be bringing my own laptop  ____No, I will not be bringing my own laptop

Fees: MPMA Members $175 Non-Members $215

Amount Enclosed: $____________

Make check payable to MPMA

Mail completed form to
MPMA
PO Box 26546
Fraser, MI 48026-6546

Or email to rwise@mipca.org

* *PLEASE MAIL OR FAX YOUR REGISTRATION IN TO HOLD YOUR SEAT! Fax: 586-269-9581
The following ACE Information & Application is for referral only.

ESA now requires ACE candidates to fill out the ACE Application online by visiting

https://www.entocert.org/ace-application-process
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-$8.00 over 1,000- $15.00 :____________________$ ENCLOSED:$_________________