

THE INFORMER



<i>MPMA President</i>	2
<i>Save the Dates</i>	3
<i>Winter Meeting Sponsors</i>	5
<i>Governmental Affairs Update</i>	6
<i>Winter Meeting Auction</i>	7
<i>MPMA Scholarship Application</i>	8-11
<i>Sticker Order Form</i>	13
<i>Board of Directors</i>	14
<i>Winter Meeting Exhibitors</i>	15

NPMA and MPMA have been working tirelessly with Michigan legislators to pass federal pesticide preemption. These efforts could potentially be undone if this bill was to pass. We need the Michigan pest control industry to voice their strong opposition of this legislation to Sen. Debbie Stabenow (D-MI) and ask her not to cosponsor!

[Send your message to Senator Stabenow NOW!](#)



**P.O. Box 26546 Fraser, MI 48026-6546
(586) 345-5879**

The Michigan Pest Management Association Elects New Board of Directors

March 2023: The Michigan Pest Management Association held elections for the Board of Directors at their General Membership Meeting in February.

The Elected Officers are listed below and will serve a one-year term:

- ◆ Kevin Denardo of Rentokil was newly elected as the Board President.
- ◆ Stephen Alcalá of Pronto Pest Management was re-elected as the Vice-President.
- ◆ Charles Bellgraph of Aardvark Pest Management was re-elected as the Secretary - Treasurer.

The Board of Directors Elected are listed below:

- ◆ Andy Peterson of North Shore Pest Control was re-elected to a 3-year term. (2026)
- ◆ Maria Sorrentio of Pest Pros. was newly elected to serve a 2-year term. (2025)
- ◆ David Driver of Vesperis was re-elected to serve one more year as the Allied Member representative.

The current Board of Directors that will continue to serve are:

- ◆ Bill Welsh of Rose Pest Solutions will continue to serve on the Board for 1 more year.
- ◆ Jamie Pilbeam of Superior Pest Control will continue to serve on the Board until 2025.
- ◆ Jason Sullivan of Action (WDI) Specialist, Inc. will also continue to serve until 2024.

###

The President's Corner

By Kevin Denardo MPMA President



Hello MPMA Members:

First, I'd like to thank Andy Peterson for his dedicated leadership to our association over the past couple years as President. Andy, you navigated us through uncharted water and we have emerged on the other side stronger than ever. We thank you for all you have done and continue to do as a board member.

It was good to see so many of you this year at the 2023 Winter Meeting! We had a fantastic turn out this year, which was gratifying to see. Our peak day was Thursday with 114 attendees and 80% stayed for the banquet.

A big THANK YOU to all our speakers and the 16 vendors who supported us this year. Special thanks to James Myers for all he did to make this year's meeting a major success.

The silent auction fundraiser was held again this year with \$1,405.00 raised for the MPMA Scholarship fund and \$800.00 for the PAC fund. I want all the vendors who donated items and to everyone who participated in the auction to know how much I appreciate their support.

Please join me in welcoming the following new members to the Michigan Pest Management Association that joined our ranks in the last year:

OHA Pest Solutions - Robert Van Dyke

Leo's Pest - Barbara Neville

Parshall Pest Control Experts - Taylor Richardson

Thank you to Mark "Shep" Sheperdigian for your continued support as our technical representative. Your support in compiling Andy's letter was instrumental in communicating MPMA's position on rodenticides to the EPA.

2023 will be a critical year for our industry. It is more important than ever to get involved right now. The potential changes with how we use, and who can use, rodenticides along with attacks against pesticide preemption, are an example of why we must have a unified front. Voter voice emails – act on them immediately. Spread the word to all – family, friends, and coworkers – anyone you may know.

I will be in Washington DC next week for the annual NPMA Legislative days. Chuck Bellgraph, secretary/treasurer and State Policy Affairs Representative (SPAR) Bill Welsh will be there as well. We will be working directly with NPMA as we ensure our voices are heard in the House and Senate.

There is no greater force than a unified front! Our members are the critical component to our associations' success and in ensuring we have one voice focused on the betterment of our industry. We need your help getting the word out by encouraging others to join our association. It's up to all of us, so let's make a difference for the betterment of our industry.

Kevin Denardo, MPMA President

THE BITHOR SPECIAL IS BACK WITH MORE OFFERS THAN EVER!

Purchase Bithor SC cases during the promotion period to earn rewards ranging from flashlights to high-performance sprayers.

Promotion runs April 1 - August 31*

BITHOR SC

The combination of Imidacloprid and Bifenthrin provides a one-two punch to take down pyrethroid resistant insects like mosquitoes, bed bugs, flies, and cockroaches. In fact, BITHOR controls over 100 different pests!

About Bithor SC

Active Ingredients: Imidacloprid - 5.0%, Bifenthrin - 4.0%

Product Type: Suspension Concentrate

Pests Controlled: Bed bugs, ants (including carpenter), fleas, spiders, flies, mosquitoes, cockroaches, ticks, crickets, chinch bugs, scorpions, gnats, beetles, moths, pillbugs, midges, springtails, wasps, yellow jackets, earwigs, firebrats, and over 100 other pests.

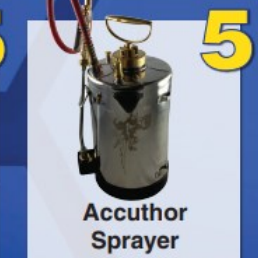
Application Site: Indoors, perimeter, outdoors, lawn, ornamental

Case Sizes: 4 x 1 quart, 4 x 1 gallon



Case purchases required

*While supplies last



and more!

888-398-3772 • ENSYSTEX.COM

Steve Goscinsky
(203) 482-0778 • sgoscinsky@ensystex.com

SAVE THE DATES!

MPMA Summer Meeting in beautiful Traverse City at the
Park Place Hotel
Tuesday through Thursday August 22nd-24th 2023
Details to come!

MPMA “ Up North” Training Meetings & Trade Show

When: September 27 & 28 2023

Where: Otsego Club Gaylord, MI

Come join your peers at our now annual UP North training meetings.
Visit with manufacturers to see the latest in new
technology and Products

Agenda still to come!

For more information email David Driver with Vesperis at
David.driver@veseris.com

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.

Central Michigan Pest and Wildlife Management
Bob Andrews

*The MPMA would like to
Thank the following 2023 MPMA Winter
Meeting Sponsors*

Title Sponsors

Veseris

Lunch Sponsors

Zoecon Professional Products

R-Pro Partners & Solutions

Target Specialty Products

BASF

Ensystex, Inc.

Break Sponsors

Envu

Bell Laboratories

Syngenta

Speaker Sponsors

Michigan State University

Central Life Sciences

Syngenta

Rose Pest Solutions

AAC Distributing

MGK

NPMA



Governmental Affairs Update

Hello all, we are now living in a new world. 4 years ago we had a trifecta in Michigan where republicans held both chambers and the governor's office. Today, it's the democrats that hold majority of the chambers and the governor's office. What we once took for granted in terms of protection from some weird laws or changes; has evaporated. Today, while the democrats have the majority, you are seeing a significant push to reverse years of legislative activity. Often, the bill are just being walked by committees and reported directly to the floor for a vote.

This does not help the cause or the ability to try too slow things down or to have a conversation with anyone on a particular bill. It is being voted on the floor when the notices of the bill introduction are coming out electronically. Our hope is that this type of procedure will, in of itself, stop so we can offer testimony and clarity to these bills.

The right to work law of Michigan has now been reversed.

Now is the time to focus on talking to your legislators in their offices. Remind them you are here to provide guidance, support and testimony of the very bills that are being rushed through the system. The national stage, NPMA has been working on the Rodenticide PID with the EPA. While currently we have not heard back from the EPA regarding this PID. We responded, as well as many others in ore association in completing the response to the PID. Now we wait and see what happens.

Lastly, several of us are going to Washington DC to walk the hall of congress to work feverishly on the Farm Bill. Our goal is the be able to get the preemption issue codified in federal law in the farm bill. Currently, 46 state have preemption that allow state lead agencies to be the lead agency as it relates to pesticide laws within the state. Many states are now seeing the preemption laws trying to be rolled back, allowing local governmental units to make their own pesticide laws without the benefit of technically trained people such as toxicologists. In most cases, it would be done by emotions rather than by fact, sound science, and by people in the know as it relates to pesticides. Secondly, there is always the law of unintended consequences. Those very people they are claiming to protect, will have less tools and availability of pesticides to deal with the very pests they are trying to get rid of in their homes and business'.

The silly season is upon us, be vigilant and report back to the association anything you may hear coming down the pike that maybe detrimental to our business. With that said, its not just pesticide law, it also pertains to other stuff that also impacts our business.

Bill Welsh

bwelsh@rosepest.com



Winter Meeting Auction

MPMA would like to thank everyone who donated to the PAC and Scholarship Fund. A total of \$2,205.00 was pledged, \$1,405.00 to the Scholarship Fund and \$800.00 to the PAC fund. Way to go team! The scholarship application is on the next page if you know a student who would like to apply. Applications must be postmarked by April 30, 2023.

2023 Donors

Mike Cherwinski, Safeguard Pest Solutions LLC
Jim Ives, Rose Pest Solutions
Bill Welsh, Rose Pest Solutions
Charles Bellgraph, Aardvark Pest Management, Inc.
Steve Harmon, The Bug Man
Chris Oland, C & S Services
Bridget Leahy, Envu
Holly Hogarth, Hogarth's Pest Control
Robert VanDyke, OHA Pest Solutions
Andy Peterson, North Shore Pest Control

Thank you to the exhibitors for generously donating the auction items!

There is always opportunity to support your PAC and Scholarship Funds by contacting the MPMA office. You can also support the PAC Fund by attending the Annual PAC Golf Outing.

MICHIGAN PEST MANAGEMENT ASSOCIATION SCHOLARSHIP NOMINATION

This Portion to be completed by the Licensed MPMA Member Firm

I do hereby nominate _____ for the MPMA
Scholarship. (Name)

Nominee is the _____ of _____
(Relationship) (Parent, Guardian, or Spouse)

who has been employed by the firm for _____ years, as a _____.
(Job Title)
_____ has been an active and current
(Member Firm)

member in good standing of the MPMA for _____ years.

Owner/Manager Signature: _____

In Addition to this Nomination the above applicant must submit the following

- I. MPMA. Scholarship Application
- II. Letter of application including
 - a. Summary in 350 words or less why you should receive this scholarship and your future goals. Also include any other circumstances which may have a bearing on this on this application
- III. Two supporting letters of recommendation.
 - a. One from a high school teacher or principal
 - b. One from an acquaintance (non-family member)
- IV. Copy of applicant's most recent high school transcripts.
- V. Institute of higher learning acceptance letter.
- VI. List of other scholarships applicant has applied for, other financial aid applicant is receiving or applied for, and an explanation of each type of aid received.

THE APPLICATION AND ALL SUPPLEMENTARY MATERIALS MUST BE POSTMARKED ON BEFORE APRIL 30th. THE APPLICATION SHOULD BE MAILED TO:

Michigan Pest Management Association
Attn: Scholarship Committee Chairperson
P.O. Box 26546
Fraser, MI 48026-6546

MICHIGAN PEST MANAGEMENT ASSOCIATION SCHOLARSHIP APPLICATION**Personal Information**

Name _____
(Last, First, Middle Initial):

Mailing Address: _____

City: State Zip: _____

Telephone Number: _____

Birth date: _____

High Schools Attended: _____

Years Attended: _____

City and State Located(s) _____

Year of Graduation or G.E.D.: _____

Previous/Present Work Experience: _____

Have you applied for this scholarship before? Yes or No

Scholarship Information

Institution Where Grant Will Be Used: _____

Street Address: _____

City, State, Zip Code: _____

Phone Number: _____

Major Field(s) of Study: ____

Extra Curricular Activities Including Athletic & Non-athletic activities, clubs, awards, etc.:

I hereby affirm the above information to be true and accurate to the best of my knowledge. I respectfully submit application to the MPMA Scholarship Committee for review and evaluation.

Applicant's Signature Date

MPMA SCHOLARSHIP SELECTION RULES AND REGULATIONS

I. ELIGIBILITY

- A. Applicant must be an MPMA member in good standing, or an employee of an MPMA member in good standing, or the spouse, child, step-child, grandchild, niece, nephew, or legal guardian of an MPMA member in good standing.
- B. Graduating high school seniors, other high school graduates, and applicants with G. E. D. equivalent will be considered.
- C. Applicant must attend an accredited college, university, trade school, or institute of higher learning.
- D. Applicant should be scholastically capable of college or trade.

II. OPERATING RULES

- A. This money awarded to the applicant will be applied against educational expenses at the institution named in the application.
- B. Student must complete the entire application and submit it with a completed nomination form in order to have the application considered.
- C. Applications are not held from one year to the next. In order to be eligible for consideration applicants must submit new nomination and application each year.
- D. This scholarship is awarded as a one-time outright grant. Eligibility does not carry over from one year to the next no repayment is expected or necessary.
- E. The amount awarded and the applicant it is awarded to will be determined each year by the Michigan Pest Management Association Scholarship Committee and will be disbursed by the MPMA Treasurer at the beginning of the fall semester or quarter.

III. MISCELLANEOUS

- A. The applicant's qualification and scholastic standing will be reviewed prior to awarding the scholarship and at the beginning of each school year in which an applicant reappplies.
- B. Applications may be obtained from the MPMA Executive Secretary or from the MPMA Website.
- C. The decision of the MPMA Scholarship Committee is final. No appeals will be accepted.
- D. Any unusual circumstances or questions of default will be reviewed by the MPMA Scholarship Committee. If the selected applicant has become ineligible or other circumstances prevent acceptance of the grant, another applicant will be selected at the discretion of the MPMA Scholarship Committee.

MPMA SCHOLARSHIP SELECTION RULES AND REGULATIONS

- A. Applications must be postmarked no later than April 30th of the year being applied for. Applications postmark later than April 30th will not be considered.
- B. The awarded applicant will be notified in writing by July 1st or at the MPMA Scholarship Committee's discretion.
- C. Submission of an application is considered an agreement for the Michigan Pest Management Association to publish the applicant's name, photograph, and other personal information. The MPMA may also request a public acceptance award at a time and location acceptable to both the applicant and the MPMA.

In no way shall the MPMA, its Board of Directors, Officers, Members, Foundation, Committees promote, condone nor permit any unlawful acts of discrimination or harassment in any form. Thus, even if not illegal, acts are prohibited under this policy if they:

- 1. Discriminate against any person(s) through inappropriate limitation of employment opportunity, participation in educational, athletic, social, cultural, or other activities on the basis of age, color, gender, disability status, height, marital status, national origin, political persuasion, race, religion, sexual orientation, veteran status, or weight; or
- 2. Harass any person(s) on the basis of age, color, gender, gender identity, disability status, height, marital status, national origin, political persuasion, race, religion, sexual orientation, veteran status, or weight.

GO GREEN

with **ENSYSTEX** + **Nature-Cide**



**2x
case**



**6x
case**



**2x
case**



- ✓ Full indoor and outdoor solutions
- ✓ Made in the USA from All-Natural ingredients
- ✓ Proven effective by Pest Management Professionals
- ✓ Pest Management X2 repellency lasts for up to 30 days

Power up with **ADJUTHOR** Spreader Sticker

- Greater application longevity & uniformity.
- Reduces chemical use, while increasing performance.
- Improves wash off resistance to your application and provides UV protection.
- Can be used on exterior structures, ornamentals, trees, foliage, and lawn.
- Compatible with all THOR & **Nature-Cide** liquids as well as most competitor products!
- Takes THOR's manufacturer direct savings to another level.



ensystex.com

Steve Goscinsky
203-482-0778
sgoscinsky@ensystex.com

888-398-3772



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

Rhonda Wise

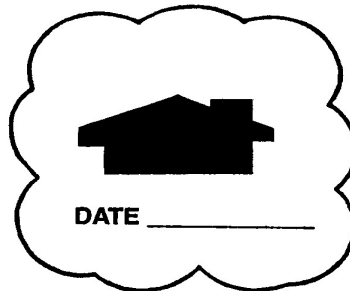
Phone: 586-345-5879

Executive Secretary

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: _____

Shipping-1,000-\$10.00 over 1,000- \$15.00 : _____ \$ ENCLOSED:\$ _____

MDARD updates, simplifies registered pesticide applicator forms

Program contact: [Lauren Gott](#), 517-420-1865

Effective today, the Michigan Department of Agriculture and Rural Development (MDARD) simplified the application process for registered pesticide applicators/technicians. MDARD has combined the application form and the verifiable training form into one document, so applicants will only need to submit a single form. This change will make the application process simpler for applicants and speed up the MDARD approval process. The updated form can be found [here](#).

Helpful reminders for registered pesticide applicators:

- **You are not considered a registered pesticide applicator and will not receive a credential until MDARD receives your application and fee.**
- Pesticide application companies utilizing registered applicators need to have an approved trainer and training program.
- Registered applicators in the two-week training period must provide the [Two-week Training Notification](#) form before applying pesticides. For additional information about the pesticide certification program, visit www.michigan.gov/mdardpestcert.

<p style="text-align: right;">Term Ends: 02/2024</p> <p>Kevin Denardo, President Rentokil/Ehrlich 41169 Vincenti Court Novi, MI 48375</p>	<p style="text-align: right;">Term Ends: 02/2024</p> <p>Jason Sullivan Action (WDI) Specialist, Inc. P.O. Box 118 Manistee, MI 49660 231-723-6888</p>	<p style="text-align: right;">Term Ends: 02/2024</p> <p>David Driver, Allied Representative Veseris 20994 Bridge Street Southfield, MI 48033 (800) 888-4897</p>
<p style="text-align: right;">Term Ends: 02/2024</p> <p>Steve Alcala, Vice President Pronto Pest Management 10130 Capital Street Oak Park, MI 48237 248-399-4298</p>	<p style="text-align: right;">Term Ends: 02/2026</p> <p>Andrew Peterson North Shore Pest Control 175 43rd Street Bloomington, MI 49026</p>	<p style="text-align: right;">Term Ends: 02/2026</p> <p>MPMA PO Box 26546 Fraser, MI 48026 (P) 586-345-5879</p>
<p style="text-align: right;">Term Ends: 02/2024</p> <p>Charles Bellgraph, Secretary /Tres. Aardvark Pest Management, Inc. 2925 Remico Street SW Grandville, MI 49418 616- 530-9800</p>	<p style="text-align: right;">Term Ends: 02/2025</p> <p>Maria Sorrentino Pest Pros of Michigan, LLC 5068 S Sprinkle Rd. Portage, MI 49002 269-993-0051</p>	
<p style="text-align: right;">Term Ends: 02/2024</p> <p>Bill Welsh Rose Pest Solutions 8674 W ML Ave. Kalamazoo, MI 49009 616-292-4998</p>	<p style="text-align: right;">Term Ends: 02/2025</p> <p>Jamie Pilbeam Superior Pest Control 4251 Stafford Ave. SW Wyoming, MI 49548 616-247-7500</p>	



*The MPPMA wishes to Thank all of the
2023 Winter Meeting Exhibitors,
Be Sure to visit each of their display
booths and thank them as well:*

Veseris

Briostack

ArcSite

R-Pro Partners & Solutions

Corteva

Envu

Syngenta

BASF

NISUS

Zoecon Professional Products

Pest Management Supply

Ensystem, Inc.

Catchmaster, Inc.

Bell Laboratories

Liphatech Inc.

Target Specialty Products

Cedar Systems, Inc.