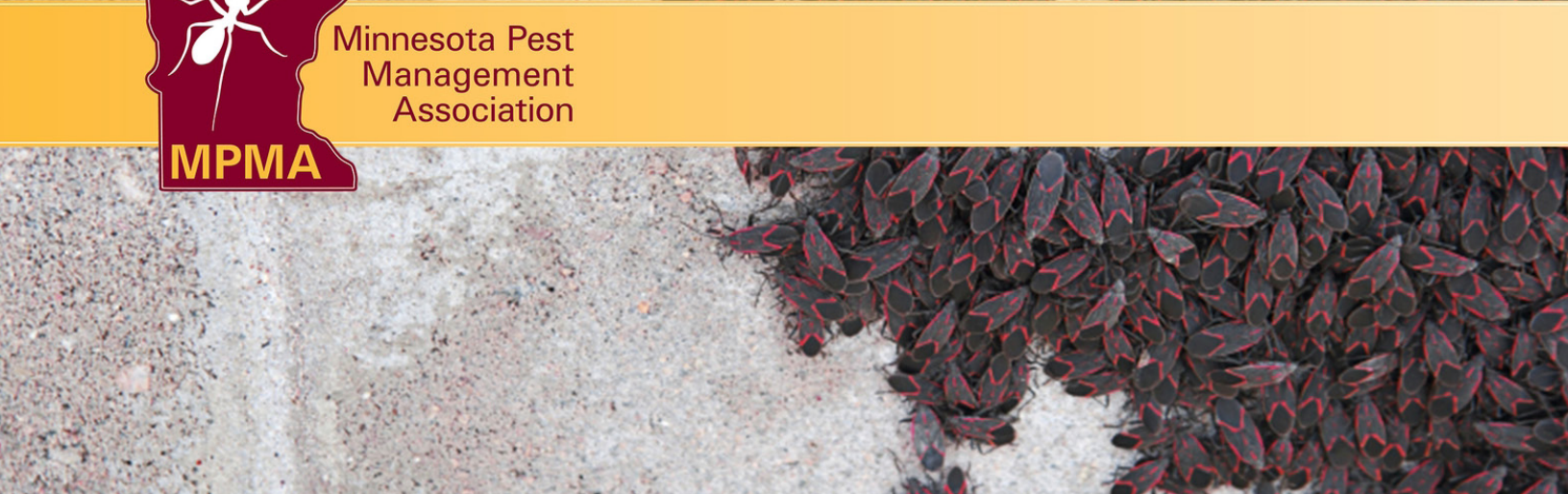




Minnesota Pest Management Association



October 2022

Inside this issue:

Keys to Effective Client Communication 2

Owner's Corner 3-4

Rat Myths and Misconceptions 5-6

Perfect Documentation 6-8

Announcements 9

MPMA October Board Meeting Minutes 10-16



Announcements:

Minnesota PWIPM Hosts a Safe Women Seminar

By Brad Harbison—Originally appearing in PCT

This learning session, which was geared towards pest control technicians, featured training about identifying and reporting human trafficking.

The Minnesota Chapter of Professional Women in Pest Management (PWIPM) held a Safe Women Seminar on Aug. 25, at the Plymouth Branch of the Hennepin County Library.

This learning session featured training, geared towards pest control technicians, for identifying and reporting possible human trafficking. The training, as well as Domestic Violence 101, was created by the Forshaw Safe House Project; it was brought to PWIPM from the Women's Advocates Women's Shelter of St. Paul, Minn.

In lieu of an entrance fee, PWIPM of Minnesota requested a donation of back to school or art supplies for the Women's Advocates Women's Shelter and collected two school bags, 10 boxes of pencils, eight boxes of colored pencils, three sets of highlighters, 11 boxes of crayons, 11 boxes of markers, two sets of paint pens, seven notebooks, three packages of loose paper, two art kits, assorted bags for personal supplies and a bunch of scrapbooking supplies.

For more information and to take the free training, visit Forshaw.com/EYESandEARS.



Note from the editor: If you or someone in your organization is interested in joining the Minnesota Chapter of Professional Women in Pest Control Management (MNPWIPM) please reach out to Julie Baskerville at julieb@adamspestcontrol.com

Keys to Effective Client Communication

By Rob Greer, Rove Pest Control

Our clients hire us to prevent and solve pest problems for them; they don't speak the same jargon as we do, so there are a few things we should keep in mind when speaking to our customers -- explaining the nature of their pest problems; giving information about pest biology and behavior; telling what we're going to do for them; and what they can do to help prevent future pest infestations.

To help you remember the keys to effective client communication, use the letters **S-U-C-C-E-S-S**:

S - Simple. Keep the message simple & direct. Do customers need to know chemical formulations and tons of detail about pest identification, biology and control? Probably not. But they don't want to be kept in the dark, either. Explain the nature of their problem (or the problem you're going to help them prevent), but avoid industry-specific lingo and long discourses.

U - Unexpected. Try asking a question about the pest at hand, and then tactfully correcting any misinformation with which they may respond. Surprise is sticky power.

C - Concrete. Words and ideas like "clean this area up" are abstract. Don't ask them to clean; run a paper towel through the grease that needs to be removed.

C - Credible. Some customers see pest professionals as credible experts. For those that don't, have government and university articles handy to back up the message. Show your license as proof of your expertise.

E - Emotion. Provide an emotional hook such as the family or pets they love as the reason to comply with your request. Help them to imagine how good it will feel to have a pest-free home or place of business, free of the stress caused by pests.

S - Story. Instead of dropping the fact that spilled food attracts ants, tell the story of how that particular lollipop caught the attention of some scouts who rallied the troops.

S - Safe/Secure. Ensure your clients that we'll supply the knowledge, service, and support to make them and their homes and businesses safe and secure.

Next time you wonder why clients didn't do what you asked, use the **S-U-C-C-E-S-S** acronym to figure out which element(s) were missing, and upgrade your message to a sticky one.

When Rob's not out rock-climbing, running ultra-marathons, or spending time with his wife and three kids, Rob contributes his 21-year experience in pest management to the company he co-founded, Rove Pest Control. He serves on the Board of Directors of MPMA, and is active in National, state, and local pest management endeavors.

MPMA

Episode 2: Owner's Corner

By: Todd Leyse

In the last newsletter, we talked about insurance. It is challenging to cover it all in a newsletter so hopefully you have a good agent, but your agent is only as good as your understanding of your policies. As boring as insurance is, learn it enough to protect yourself.

How else might you protect yourself? Don't have claims.

What is the largest risk for our company? Pesticide exposure for our customers? Pesticide exposure for our technicians? Exposure to pest related diseases for our technicians? Not even close.

It is driving. That is our largest risk - whether by our own drivers or by others. Distracted driving is a big thing, but even if drivers aren't distracted, you can still have accidents.

Make sure you talk about driving without being distracted. Consider putting policies in place to not allow texting, use of apps or even phone calls while driving. There is even technology you can get to block their use while the vehicle is moving.

Pull through parking stalls, or back into parking stalls, rather than nosing into them. You are less likely to get into an accident backing into a stall you've driven past and see the conditions than you are backing out of a stall. Have reverse cameras on all vehicles - you can get them aftermarket if you don't order them from the factory that way.

Next greatest risk: Slips, Trips and Falls. Workers Compensation injuries can be very expensive, and these are often preventable. Do you provide shoes/boots for your technicians? Do you at least require they have good footwear? If they do, they are less likely to slip and get hurt.

Continued on the next page...



BASF
We create chemistry

Protect your customers' favorite places and spaces

Protecting homes from pest damage and helping create safe, comfortable environments is what pest management professionals do. Providing innovation that helps them do it efficiently and effectively is what we do.

To learn more, contact Travis Chambers at travis.chambers@basf.com

Alpine[®] WSG
Water Soluble Granule Insecticide

Fendona[®] CS
Controlled Release Insecticide

Owner's Corner
Continued from
Page 3

Back injuries are next. No one said backpack sprayers needed to be filled to the top with water. A 3 gallon sprayer can be partially filled, saving 8 pounds per gallon. And don't twist your back while lifting or carrying anything. Those muscles aren't very strong. And know how to lift with your knees, with the object close to you - it won't feel as heavy. Know when to lift something with a buddy.

The point of all this is to avoid accidents but knowing where your employees are at risk, and then managing that risk by training, instituting some policies and procedures, and maybe implementing some technology. If you do these things well and regularly, you should have fewer and smaller claims.

Todd



**SERVING YOU FROM CHICAGO, IL. AND NORTH
KANSAS CITY, MO.**

Products for pest management professionals in the Midwest and beyond.

Rat Myths And Misconceptions: People Will Believe Almost Anything!¹

*Stanton E. Cope, PhD
VP, Technical Products and Services, AP&G (Catchmaster)
Captain (Retired), United States Navy
September 2022*

In this age of social media, the internet, podcasts, and other forms of communication, there is much misinformation out there, and the pest management industry certainly isn't immune to this. I am regularly amazed as well as amused at some of the things that people swear are true about mosquitoes that are just downright wrong! This article will take a light-hearted look at a few of the myths, misconceptions, and half-truths that are promulgated by city folks regarding the rats they encounter.

- 1. Rodents Have 'Collapsible' Skeletons.** Whoa! That would be a good trick but it is not true. If a rat or mouse can get its head through a crevice or hole however, the rest of the skeleton is flexible enough to help the animal gain entry.
- 2. 'Super' Sewer Rats And Rats As Large As Alley Cats.** Certain movies have portrayed rats as being huge creatures that almost have superpowers and folks will sometimes report seeing 'giant' rats living in or exiting sewers. The fact is that the Norway rats that inhabit sewers are not necessarily any larger or 'super' than those found above ground. In fact, they could actually be smaller. To date, the heaviest Norway rats reported in the literature range in weight from 1.3 to 1.8 pounds, much less than the average weight of a cat. **Rats Must Regularly Gnaw Or Their Teeth Will Continue To Grow.** This is false. Rats maintain incisor growth and sharpness by grinding the lower incisors against the uppers. They do not need to gnaw on objects such as wood, wires, or cables but they will supplement tooth grinding with object gnawing.
- 3. Cats Control City Apartment Rats And Mice.** Forget about those cartoons many of us watched as kids where cats were constantly chasing, and sometimes catching, mice or rats. Cats (and dogs) may kill the occasional young or old rodent but it is not true that they will control rodent infestations.

Continued on the next page...

- 4. Rats Run From Jackhammers.** We have all heard the melodic sound of jackhammers ripping concrete to shreds! Does this bother rats and cause them to flee the sewers and race into nearby buildings? Nope. Rats are, for the most part, unperturbed by above-ground construction. Even if their sewer is under construction, they won't abandon it unless their burrows are directly excavated.
- 5. Mild Winters Result In Rat Explosions.** Rat populations in our cities fluctuate due to a variety of factors including, but not limited to, construction; waste management practices; human population densities; urban sprawls; and aging buildings. Mild winters are a factor as well, but only one of many!
- 6. Rats Transmit Rabies.** Rats and mice in the United States are not considered important reservoirs for the rabies virus. According to the Centers For Disease Control and Prevention, rats and mice are almost never found to be infected with rabies and have not been known to transmit rabies virus to humans. Therefore, rabies treatment after a rat bite is considered unnecessary.

'Adapted from Corrigan, R.M. 2001. Rodent Control: A Practical Guide For Pest Professionals. GIE Publishing. 355 pp. Cleveland, OH. Used with permission of the author.

Perfect Documentation

CAROLINE KOHNERT, ACE
Technical Director, Plunkett's Pest Control

"If you don't write it down, it didn't happen." We've all heard that phrase regarding service reports and documentation, but what does it really mean?

Documentation can often seem like an afterthought. Especially since we're in the business of managing pests, not writing reports. However, writing a service report is just as crucial as your pest control work.

Each service report is a chance to give yourself credit for all your hard work at that client's site and re-sell the value of your services. It also serves as a snapshot of what occurred at that facility since your last visit and can help you identify trends or changes to the program that may need to occur.

Your service report is also designed to give your client a legal record of the services performed at their facility. If something happens on your client's property (e.g., an adverse health reaction, property damage, or a food recall), what's written in your service report could be used in court.

Because documentation is so important, here are several steps you should take while preparing for and writing a service report.

Continued on the next page...

Perfect Documentation Continued

First, always have a notepad or cue card with you. A place to take notes will guarantee that nothing is forgotten in your report. Notes can include a tally of rodenticide bait replaced, timings of applications, levels of activity in bait stations and traps, or anything else you will need to include in your report.

Next, think about what you're going to write. This is your time to plan how to include everything documented in your notes within your service report.

When writing your report, be sure to record, in detail, what you did and what you saw. This includes the regular service elements you performed, all pest activity you found, and what actions you took to remedy pest issues. At this point, you will also record any pesticide applications you made and any other related state-required items.

When recording service elements performed, be sure to give yourself credit for all the equipment you checked and cleaned, even if there wasn't pest activity. This includes glue boards, ILTs, and, of course, traps and bait stations. You should also record the specific location of any activity you found (e.g., trap number or location description).

If you discovered conditions or behaviors leading or contributing to pest issues, record them in your report with as much detail as possible. This will cover you if your client does not address the issues and will serve as a to-do list for them to follow before your next service.

Finally, review what you wrote and make changes, if needed, to your completed report. Many digital record-keeping systems have predictive text or autocorrect and may not have recorded your thoughts accurately. Use a spell checker, but be aware that it will not catch incorrect homonyms (their/they're/there, your/you're, to/too/two, etc.), or words that are misused but are spelled correctly.

A few extra items may be worth documenting if you're performing service within a food plant.

Pest Sightings

Clearly documenting all pest sightings and how you responded to the issue within a specific area of your report will help clients quickly identify any issues within their facility. Allowing clients to record pest sightings between services can also help you stay on top of issues within the facility.

505

SPRAY GUN



Working Pressure: 800psi

Flow Rate: 3-8gpm

Long lasting high quality

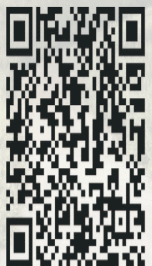
Spray high, spray low...
with the Pro-Pest 505 Adjustable
Spray Gun

Go from spray to stream with just a quick
turn of the barrel

Has trigger lock for continuous spraying

Replaceable parts when
needed

Scan QR Code for
repair parts &
exploded view



JF Oakes 800-844-9296 | www.jfoakes.com | sales@jfoakes.com

Continued on the next page...

NEED A MULTI-RATE FORMULATION
FOR SENSITIVE TREATMENT SITES?



ZOËCON *it*

WITH GENTROL® COMPLETE EC₃

Control infestations in the most challenging and sensitive areas
with **Gentrol® Complete EC₃**.

Whether your clients are facing cockroaches in food handling establishments,
fruit flies in their drains, stored product pests in pantry areas or nuisance
insects, **Gentrol® Complete EC₃** is formulated to meet the challenge.
No matter what sensitive area you're dealing with, Zoëcon It.

FIND YOUR SOLUTION AT ZOECON.COM



Gentrol and Zoëcon with design are registered trademarks of Wellmark International. ©2022 Wellmark International.

Perfect Documentation Continued

Trends

Documenting specific pest activity (rodent, cockroach, flying insect, etc.) over time for each piece of equipment will help identify pest hot spots or areas of increased activity. This may lead to more intensive inspections by you or behavioral/sanitation suggestions for your client.

Including designated threshold levels within these trends will further clarify activity levels.

Thresholds and Actions

Thresholds and recommended actions for pest activity are a mechanism to ensure that, when pest activity increases, responsive actions are carefully considered and carried out consistently. Determining thresholds within your service standards for each site, acting upon them when they are crossed, and documenting your actions will demonstrate you have a plan in place should pest activity occur and help you respond appropriately to changing pest activity.

Mapping

Many food processing facilities require a map of all permanent equipment that is updated annually. Additionally, they may require supplemental equipment to be mapped when placed. Regularly reviewing and updating your map will guarantee that you do not miss servicing equipment. There's nothing worse than a client or auditor discovering a misplaced, un-serviced piece of equipment during an audit.

Many things go into a complete service report, but that doesn't mean the process should be intimidating. By making notes throughout your service, thinking about what you want to write, revising when needed, and re-reading it before submission, you can be sure that your report is thorough, complete, and credible, along with fulfilling all state requirements.

As published in PCT Magazine (Sept. 2022)



International



Get stocked up for the fall!

Rats will soon be heading back to the comfort of warm buildings with plentiful food... so make sure you are stocked up with Brigand and Monark baits ahead of the surge!



Effective control in any situation

A wide range of products for the control of rats and mice.

Make your mark with Monark

A bait that is on target when primary poisoning of non-target animals is a concern. Monark SB is a lard based soft bait designed for residential application, and the only difenacoum bait available to PCO's in America.

Win with Brigand Blocks

Made of food grade ingredients and wax which is heated and cast into molds, our blocks are especially made for hot and wet conditions. Brigand... bait you can trust.



Keep RodentStop in your arsenal

When it comes to exclusion its out with the old ways and in with the new... RodentStop will cut your workload and look a lot nicer too.

Monark SB contains 0.005% w/w difenacoum
Brigand SB and Brigand WB contain 0.005% w/w Bromadiolone
EPA reg No's. 87235-4, 87235-1 & 87235-2

Tel: (610) 849 1723
www.PelGar.co.uk/USA



MPMA Announcements

The MPMA Newsletter Needs Authors!

If you are an Active or Allied member and you'd like to contribute an article to the newsletter pertaining to a current pest of concern, proper equipment use and care, application techniques, pesticide safety, choosing formulations and active ingredients, pesticide rotation – this list could go on and on – send your articles to [Christina Valdivia](mailto:Christina.Valdivia), cc: minnpest1@gmail.com. We'd like to have a store of articles that we can use as the need arises.

MPMA Quarterly Meetings

Please keep in mind that everyone is invited to attend the in-person or virtual MPMA meetings. The MPMA newsletters will be distributed after the quarterly meetings, but everyone is encouraged to participate in the MPMA Board Meetings. That way, your opinion can be contributed to any outstanding items that are affecting the pest control industry.

Our next quarterly meeting will be in October. If you would like more information on the meetings, please make sure you are an allied member.

MPMA Board Meeting Minutes

The Crooked Pint
1734 Adolphus St.
Maplewood, MN 55117

October 18, 2022

- **IN ATTENDANCE IN PERSON:**

- **TODD LEYSE, ADAM'S PEST CONTROL**

- **DR. MOHAMMED EL-DAMIR, ADAM'S PEST CONTROL**

- **ROGER MACKEDANZ, MDA**

- **CHRISTINE WICK, MDA/ASPCRO**

- **DR. STEPHEN KELLS, U. OF M.**

- **CAROLINE KOHNERT, PLUNKETT'S PEST CONTROL**

- **JOE WATRIN, GRANITE PEST CONTROL**

- **KATHY WATRIN, GRANITE PEST CONTROL**

- **ROB GREER, ROVE PEST CONTROL**

- **MATT FERGUSON, RAINBOW PEST CONTROL**

- **NATHAN HEIDER, SPIDEXX**

- **KELLY ROGOTZKE, DONERIGHT PEST CONTROL**

- **JAY BRUESCH, MPMA**

- **IN ATTENDANCE REMOTE VIA ZOOM:**

- **MARK NELSON, SITEONE**

- **TRAVIS CHAMBERS, BASF**

- **CHRISTINA VALDIVIA, WILDLIFE MANAGEMENT SERVICES**

- **MIKE WEISSMAN, SYNGENTA**

- **MATT EICKMAN, ABRAKADABRA ENVIRONMENTAL**

Prior to Meeting:

MPMA Active and Allied members were notified of the meeting date and time, and that it was going to be both in-person at the Crooked Pint, and remotely via Zoom. A link to the meeting was provided, as well as a phone number to call if anyone had difficulties joining the meeting.

The link is:

<https://us06web.zoom.us/j/3625407589?pwd=SGJxZGQvUUF3RXZVbU5ybjJ>

Meeting ID: 362 540 7589 Passcode: mpma

Dr. Mohammed El-Damir, President called the meeting to order at 11:30 A.M., circulated the attendance sheet, and invited all in-person and Zoom participants to introduce themselves.

Roger Mackedanz, Minnesota Dept. of Agriculture introduced Christine Wick, the at-large representative of ASPCRO within MDA. Christine has great aspirations for her new position, and she will surely have the full support and fellowship of MPMA.

Roger discussed MDA's new Certification & Training plan, mandated by an EPA rule 2 years ago; the last plan is 42 years old! Not many of the C & T changes will affect the Structural PMP industry.

Certification Plans of states, territories, and sovereign Native American lands must be approved by Nov. 2023; among new requirements is a stipulation that all applicators must be at least 18 years old in order to obtain a license.

EPA defines "use" as anyone that handles, distributes, applies, mixes, or loads pesticides – anything involving an open pesticide container. This does not include warehouse staff, shipping departments, or anyone else that does not handle open pesticide containers.

MDA is not going forward with proposed language for the Minnesota legislature pertaining to its C & T plan until MDA has EPA's approval for its plan.

The biggest changes will affect private applicators, especially pertaining to a proctored exam.

MDA is looking at trying to outsource testing. During COVID, they tried to beef up testing locations, since people in non-Metro areas prefer not to come to St. Paul for testing. More testing locations are to come. One challenge MDA faces is that, considering MDA conducts testing at no cost, outsourcers often do not want to bid on the work.

Nathan Heider mentioned that Wisconsin already has a "fee paid" system; the big issue with MDA is absolute verification that the person taking a test is who they claim they are.

MDA wants more brick-and-mortar locations for testing throughout the State.

Concerning recent changes to the ACCRA surcharge on applicator and company licenses: based on statutory changes made during 2022, the maximum amount a company must contribute to cleanup of an environmental incident has gone up to \$550,000.00; MDA is required by the EPA rules to maintain a balance of reserve funds between \$2 million and \$6.5 million. \$3 million is the lower threshold determining when MDA would increase contribution amounts.

Under Minnesota pesticide law, all licenses must bear equal burden for supporting ACCRA. All license categories are now at their statutory cap, so there are no real changes here for Structural applicators – as well as for Structural applicators who also hold Commercial licenses.

The revised recertification process is a work in progress. More discussion on this will take place when Dr. Kells presents on this topic.

Dr. Mohammed El-Damir commented that there should be a way to simplify the process of moving an applicator license from one company to a new employer. Roger will look into it.

Dr. Stephen Kells, University of Minnesota provided an update on U. of M. activities and issues, including plans for the 2023 SPCA/Commercial conference and online training – specifically, on plans for self-paced online learning. MDA is leery of this method of offering learning modules or lessons, and challenges Steve to show them that it will work without any possibility that someone could cheat the system; and that data from learning sessions will be accurately and reliably captured and recorded.

Dr. Kells is still working on a final agenda for the 2023 MN PMP Conference in March; Bobby Corrigan is set up for two talks. The year 2023 will be the last year that Dr. Corrigan will be available as a Conference presenter. The U. of M. and Conference Planning Committee always look for the best presenters for specific topics; as the “old guard” retire from actively participating in conferences, there are newer experts coming online to replace them, so no worries there.

Concerning the online self-paced training that was offered during 2022, there were 1,079 applicators registered; of these, 909 people finished the General (Category A) session.

An online survey showed that 89.5% of those who responded to the survey were either satisfied or very satisfied with the 2022 Conference. This represented a jump by 10% over results from the 2021 Conference.

85.9% of participants loved the online option. Only a small percentage would prefer an “in person only” conference. The allure of not having to require their employees to travel, plus the savings on hotel rooms, made this option attractive both for employers and their employees.

Steve’s survey showed that the first choice of most applicators was self-paced online training; the second most popular choice was the “Zoom” live-online option.

Steve and his team encountered problems that were caused by complexities not encountered in previous years: for example, browser incompatibilities caused some to be unable to complete sessions; and attendance monitoring was hit-and-miss. For example, people who hadn’t cleared their browsers for a long time experienced some problems.

Some people were using online lessons, or sessions, as a “podcast” while driving; passing multiple cellular phone towers caused problems with this.

Time and device monitoring was in place; however, 9 people very clearly cheated. It was possible during 2022 to run 3 lessons at once, or open 3 browsers at once, fast-wording through lessons or otherwise circumventing actual participation in the sessions.

Dr. Kells and his team were able to repair most problems; it was necessary to require some learners to repeat sessions – and some of the cheaters were among those who needed to repeat sessions. E-mails were sent; extra time was granted; about 35 attendees had issues according to the reporting data that the U. of M. provided to MDA.

There were mistakes in registration; The U. of M. is fixing the system so that the 2023 Conference can proceed as currently planned.

As with all new things, there were some gaps here and there; these were eventually resolved.

With the current requirements, the U. of M. will adjust how they set up registration. Radio buttons chosen from a menu will register learners for a particular category.

Dr. El-Damir asked: Why so many numbers? Why not one number for Structural and Commercial? Roger Mackedanz answered that MDA has to have accurate validation.

Dr. Kells reported that, regarding new requirements, he has a meeting on Oct. 19 to get MDA's questions answered.

There are 3 ways the program can be taken:

“Live”

“Live online” (Webinar format)

“Study at your own pace”

An in-person conference will be offered in 2023.

The comment was made that the phrase “Engagement will be required; questions should be asked” (not the exact language) in the new EPA rules would work in a small group; but with hundreds of people – up to a thousand – we can't assure that level of participation. Maybe clicker-type engagement monitoring would help to accomplish this (necessary software is available for cell phones). Todd Leyse replied that MDA's Gurinderbir Chahal said that individuals answering questions wasn't really a requirement.

Roger Mackedanz clarified this issue: MDA would like to increase interaction; but individuals will not be required to answer questions.

Dr. El-Damir suggested that perhaps a pass/fail quiz at the end of the conference might serve the purpose of ensuring that participants remain engaged, and that they pay attention. However, this would be difficult to implement.

Jay Bruesch asked, what if a participant does not have a compliant cell phone? Dr. Kells replied that allowances would be made in such cases.

Dr. Kells' software engineer said that we will be able to offer video or image-taking for Webinar-format sessions. For Zoom-based lessons, it might be necessary to offer 20 sessions from March through the end of April. They'd record the first one, and there would be pauses in between.

There will be a requirement that participants in Web-based sessions have an image taken using the person's license card; then, attendees would have to have their Web cameras turned on during the entire session.

Dr. Kells favors self-paced online programs, and will continue to push for them. This learning format is the most convenient and easiest for applicators. Besides the registration picture, the guidelines require that, when someone signs in, they have their picture taken; at the end before they sign out, they must again have their picture taken. There will be some difficulties from a software-engineering standpoint. Dr. Kells proposes to capture a second image during each presentation. His team will have to store around 15,000 images. Taking only one picture at a random time during the session might also do the job of ensuring that learners stay in front of their computers and engage in the content.

Joe Watrin pointed out that the proposed system punishes everybody because a few bad apples try to cheat the system. Joe said that online training can be difficult for a 9-person company like his. Roger Mackedanz reminded the group that the U. of M. is the only sponsor opting for self paced online learning. The U. of M. will have to show MDA that this will definitely work. If it doesn't work perfectly, it may be that we have to go back to either in-person events or sessions delivered via Zoom – but not online and self-paced. MDA is very nervous about self-paced learning sessions. Dr. Kells said that he has sought consultative help from outside of the U. of M. system, because the “U” does not have the IT capacity to do this. The consulting firm he is using is called VoiceHive.

Roger Mackedanz still thinks that Dr. Kells is pursuing a very difficult target.

Somewhat off-topic: Dr. Kells mentioned that there is no financial impropriety or improper financial interest on the part of the U. of M.

Christine Wick, MDA/ASPCRO, suggested that in addition to photo and ID card, it might be advisable to go one step further: Allow managers, who should be assumed to be honest, to help with verification of face/ID. In the field, they could get applicator IDs and driver's licenses.

Dr. Kells asked MDA to get the names of cheaters if possible, such as the four employees that one of the PMP firm owners caught cheating – and promptly fired. Dr. Kells would like to publish reports of incidents of cheating (but not individual names).

MPMA President Dr. Mohammed El-Damir suggested that, since time was growing short, we should suspend discussion on C & T for the time being, and proceed with the agenda.

MPMA Newsletter:

MPMA Secretary/Treasurer Jay Bruesch provided a very brief update on the MPMA Newsletter for October 2022 – the second edition of this new and very successful MPMA venture. Christina Valdivia was recognized and thanked for her excellent work on newsletter layout, giving the publication a professional appearance and a highly readable format. Brava, Christina!

Jay needed to purchase a new computer, because Microsoft is discontinuing its support of computers with Version 8 and older, and suspending updates and security patches. He asked, how has MPMA handled this in the past? Is there any compensation, considering that this computer is used principally for MPMA business? Todd Leyse moved to have MPMA reimburse Jay for the entire cost of the computer, which came to \$769.99. The motion was seconded, voted upon, and approved by a near-majority vote.

Secretary/Treasurer Jay Bruesch humbly thanks MPMA for this generous allowance.

Financial:

Secretary/Treasurer Jay Bruesch reported on revenues and expenses that were recorded between the time of our July 2022 meeting and today's date; and provided a brief outlook for revenues in 2023.

MPMA had \$2,070.60.00 in revenues between July 19, 2022 and October 17, 2022 of 2022 (from one Allied sponsor firm's advertisement) and expenses between July 19, 2022 and October 17, 2022 as follows:

MPMA

- Secretary/Treasurer salary, cell phone and Internet allowances for July, August and September 2022: **\$2,780.00**
- Reimbursement to Secretary/Treasurer for floral arrangements for Mike Fresvik, Gary VandeLinde and Gene White: **\$313.90**
- Total expenses from July 19, 2022 – October 17, 2022: **\$3,093.90**

As of this reporting, MPMA has **\$20,011.17** in its Wells Fargo Initiate Checking™ account, and **\$16,778.90** in its Business Market Rate Savings account, for total assets of **\$36,790.07**.

By way of comparison, MPMA had **\$21,644.28** in its checking account at the end of July 2022, and **\$16,778.48** in its savings account, for total assets of **\$38,422.76**.

Fortunately, membership renewal season will soon be upon us, and our bank accounts will receive a welcome cash infusion from Active and Allied membership renewals; and from new memberships, booth rentals, and newsletter ads. MPMA offers its sincere thanks to all Allied and Active members for their support of this organization and assurance that MPMA will continue to positively represent the Minnesota pest management industry before the public, the legislature, and the regulatory sector. We enjoy a unique and productive environment of cooperation and mutual support between industry, our valued suppliers, and government.

Old Business:

Todd Leyse has been added to Jay Bruesch's as a signer on MPMA's Wells Fargo banking transactions.

New Business:

Todd Leyse made a motion to induct Dr. Bobby Corrigan into MPMA's Hall of Fame, and to present him with this award at the 2023 PMP Conference. The motion was seconded, voted on, and approved unanimously. Dr. Corrigan has been a legendary presence and top-rated presenter at Minnesota PMP Conferences for many years, and his passion for sharing his rodent management expertise has been invaluable to our industry in Minnesota, as well as throughout the country and around the world. He surely deserves the honor of membership in MPMA's Hall of Fame.



DISCREET INSECT MONITOR Traps, kills, conceals



**Multiple entry points
for maximum catch**

#722 50 Traps per case

Great for discreet deployment in commercial kitchens, offices and front-of-house settings

1.800.458.7454 • info@catchmasterpro.com • catchmasterpro.com

COME VISIT US AT PESTWORLD 2022 | BOOTH 2929

Board lineup for 2023:

Matt Eickman will advance to the office of President of MPMA, beginning on January 1, 2023; Dr. Mohammed El-Damir will be Past President. Two Directorships are now unfilled. Nathan Heider was nominated as a Director, and was approved by unanimous vote. Christina Valdivia, who had earlier volunteered to serve as a Director, was also nominated, voted on and unanimously voted into the office of Director. Christina will take Lance Watrin's place in the Board's succession roster of Directors. (Lance has asked for a temporary suspension of his membership on the Board, due to his currently heavy workload and busy schedule; he will be eligible for consideration as a Board member at a time of his choosing.) Nathan Heider will have four years of much-appreciated service before advancing to President. Nathan, welcome to MPMA, and welcome to the Board of Directors!

This might be the first time anyone has accomplished both of these things at the same time.

Next meeting:

MPMA's next meeting will be Tuesday, January 17, 2023; 11:30 A.M. – 1:00 P.M. at the Crooked Pint Ale House, 1734 Adolphus St., Maplewood, MN 55117. Members may also attend via Zoom.

Adjourn

President Mohammed El-Damir asked for a motion to adjourn; this motion was made, seconded and unanimously approved, and the meeting adjourned at about 1:10 P.M. Thanks to all who participated, and special thanks to Todd Leyse for setting up the Zoom session.



Minnesota Pest
Management
Association

MPMA



Thank you to all of the contributors for the Minnesota Pest Management Association Newsletter.

Without all of your hard work, time, and contributions, this would not be possible!