

# IS YOUR IPM PROGRAM UP TO DATE?

By authority of Public Act 171, the Michigan Department of Agriculture has implemented Regulation 637, which mandates the use of Integrated Pest Management in schools (including daycare) and healthcare facilities. In that period many companies have struggled with the implementation of a comprehensive program which effectively manages both pests and chemical pesticides.

The IPM requirements are specific and important. In this day in age of increasing regulatory demand, don't let your company get caught short. A well managed, cost effective program is just a quick phone-call away!

## PESTCO CAN HELP!

Pestco has a long standing reputation of understanding the sensitive needs of clients, like schools and healthcare facilities. Our service is unparalleled, and we understand your critical regulatory requirements.

We are highly specialized in the area of environmental pest control, like IPM and organic management. The Pestco staff serve on many environmental and technical committees. We were the first structural pest control company to present a scientific paper at the prestigious IFOAM Scientific Conference, held in Denmark in 1996. It was there that we presented our progressive approach for pest management to other practitioners, scientists and regulatory officials from over 90 countries.

With the technical capabilities we have to offer, and as one of the most experienced companies in the area, why not let our expertise go to work for you?

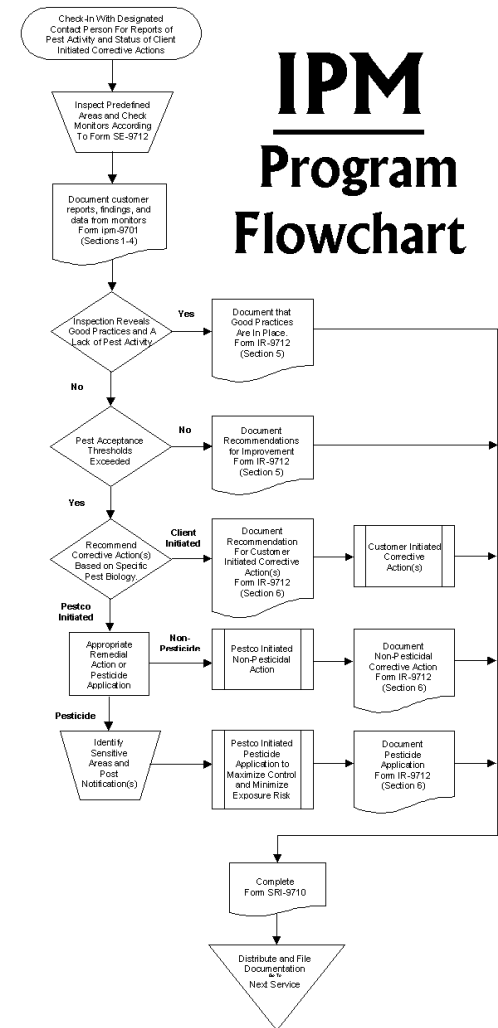
### A FEW FACTS ABOUT PESTCO:

- Pestco was established in 1980 and has long standing relationships with companies that specialize in sensitive situations such as: food processors and distributors, healthcare & medical products facilities, schools and daycare operations—both small and large scale operations alike.
- Pestco has developed a proprietary system for Integrated Pest Management called *PEST MANAGEMENT PROTOCOLS*, which is licensed to our customers as a part of our service agreement
- Company principle, L. Ernest Otter, III is noted authority and an international consultant. He is also the author of *Beyond IPM, An Introduction to Advanced Pest Management Practices*, published by Technomic.

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## IPM Program Flowchart



Shouldn't your Integrated Pest Management program be overseen by experienced professionals?





## What is IPM?

Integrated Pest Management is an interdisciplinary approach to pest control, seeking to use all least toxic methods available to prevent and solve pest problems.

For years, conventional pest control has been defined as the routine application of toxic materials in an effort to keep ants, cockroaches, mice and other pests under control. This has caused serious problems such as: pesticide resistance, needless human exposure to pesticides, concern and fear from both staff and customers regarding pesticide use...and often with very poor levels of actual control.

Pestco's IPM program helps to deliver a management strategy to its clients that more effectively manage both pests and pesticides.

### A well run IPM program should:

- Demonstrate to your customers and staff that your company is concerned about their good health...and the environment.
- Provide better levels of pest control, with lower levels of pesticide use.
- Be cost effective.
- Be well documented (without the needless killing of trees).
- Require certain and specific actions from you and your staff.
- Be something that you and your staff are proud of.



## Auditing Your Program...

- 1 Do you have a comprehensive written program in place, detailing your IPM procedures?
- 2 Do you have a detailed Initial Site Evaluation Report?
- 3 Do you have inspection reports from each pest control service, detailing the inspection, monitoring device results, pesticide use records, and corrective actions your company has taken?
- 4 Is your pesticide applicator *experienced and certified* in the specific categories for pesticide application?
- 5 Do you have an on-going pest problem?
- 6 Do your inspection reports recommend reasonable and cost effective strategies to maintain and clean your facility for pest prevention?
- 7 Have you been cited by the Michigan Department of Agriculture for non-compliance?
- 8 Or, your program seems to be in place...but at a high price?

Do you see any problems with your current IPM program? Or, you just don't have the time to review your program? Let us help! We can review your current program, make recommendations for improvement—and provide a competitive quote...Just give PESTCO a call.

# A Introduction to INTEGRATED PEST MANAGEMENT Programs

Developed By

**PESTCO**  
Professional Pest

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