



December 2023

To: Larry Lloyd  
President  
Bloomfield Crossing HOA

Contender's Tree & Lawn Specialists has always been an outstanding leader in the arena of organic solutions. We are pleased to announce two new approaches for 2024.

First, we are implementing a dramatic shift away from almost all fungicide sprays. We will be utilizing a newly developed soil amendment that we at Contenders have been testing over the past 2 years. We are now confident that we can make the switch and will be using Aqueus Growthful in every tank every time. So, 98% of our current fungicides will no longer be purchased.

Aqueus is a diffuse positive ion that allows plants to work far more effectively and enables them to mature rapidly before most disease activity has a chance to infect leaves, stems and roots.

Secondly, in 2024, we are planning to make the switch from broad spectrum insecticides, like Bifenthrin. Although we have always practiced very careful use of insecticides to not impact pollinators, we have successfully tested a new entrapment-based product. This product has been rigorously studied with California officials that have applauded its development and encouraged the EPA to move swiftly towards full registration without restrictions.

We appreciate the environment and our client's desire to ensure holistic approaches are considered, so long as results are not compromised. This is where we believe Contender's Tree & Lawn Specialists continue to lead the way during these chaotic times.

**More Background on Contenders and its History of Being a  
Leader in Serving Customers with Environmentally Products:**

Contender's has always focused on R&D related to the lawn and landscape industry. Since its inception 16 years ago, Contender's has prided itself on a soils-first approach to better health and has always carefully administered limited pesticide use and doing so with the least toxic products.

In 2020, Contender's launched bio-aerations using microbial cocktails thereby eliminating mechanical aerators because the use of microbes proved to us that lawns could be much healthier with less compaction which in turn leads to less weeds, disease and insect problems. It truly is a probiotic approach that has been very rewarding.

Now for the first time, 2024 will be the year Contender's moves away from a majority of insecticides and fungicides as part of our spraying services. We still believe dealing with invasive insects like the Ash Borer, Hemlock Adelgids, Spotted Lantern Fly, Oak Wilt and Dutch Elm Disease will need to be trunk injection solutions. Pesticides that are trunk injected do not pose any health risk exposures to our team, your pets or the environment so this still falls within our principled approach.

As of 2022, Contender's is a woman owned business, with Theresa Martinko as President of Contender's Tree & Lawn Specialists. We're excited to always be working on the cutting edge thanks to Theresa, and her husband, Steve Martinko who is now VP of Contenders.

In 2022, Steve and Theresa purchased Banner Sales and Consultants which was their main distributor of products. Steve is President and Theresa is VP of Banner Sales. It is important to know that Steve is now directly impacting the entire industry with these same new approaches. It's been a very important passion to find the latest and greatest best management practices and teach business owners across the country using Contender's as the proven model of success.

Steve and Theresa directly coach business owners all across the country and will be meeting with one in particular located in the San Jose, CA area to train their team which services billionaire clients. It's exciting to witness how a Michigan-owned husband and wife team is leading the charge and bringing better ways to especially those in the big tech world.

Contender's will always remain a results-based company.

Thank you for your business,

Steve Martinko