



SOUTHERN

2020 CONFERENCE

FEBRUARY 11 - 12
HILTON MEMPHIS
MEMPHIS, TN

Co-Sponsored by:
Arkansas Pest Management Association
Kentucky Pest Management Association
Tennessee Pest Control Association
Greater Memphis Pest Control Association

Presented by





WE INVITE YOU TO JOIN US...

for the **2020 Southern Conference at the Hilton Memphis in Memphis, TN**. The conference will feature a mix of **in-depth management sessions, interactive training, and technical courses featuring the latest research in the pest management industry**.

The 2020 Southern Conference offers...

- More than 10 sessions where you can earn valuable recertification in up to 6 states
- A variety of educational tools needed to grow your business including technical training, management topics and keynote sessions with industry experts
- Networking with over 200 pest management professionals from your region
- An exhibitor showcase which features more than 25 suppliers

LIMITED SPACE - REGISTER EARLY!

New for 2020! Hands-On Learning Program featuring 3 one-hour long courses focused on some of the most important aspects of a technician's daily routine. Topics include proper equipment handling & maintenance, proper truck safety & maintenance, & ant identification. Registration fee includes access to the general session, all three hands on training courses and lunch. Whether you are new to the industry or just getting a refresher, this is a program you don't want to miss!

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THE HILTON MEMPHIS

The Hilton Memphis hotel is conveniently located in the heart of East Memphis business district with easy access to Memphis' most popular attractions.

To reserve your room at the Hilton Memphis, please call 1-800-445-8667 by January 20, and use group code "NPMA20" to receive the group rate of \$147 per night. After January 20th rooms and rates are subject to change.



PROGRAM

SESSION KEY: T = Technical Track H = Hands-On Learning

MONDAY, FEBRUARY 10

2:00 p.m. – 5:00 p.m.

Registration

TUESDAY, FEBRUARY 11

7:00 a.m. – 5:00 p.m.

Registration

7:15 a.m. – 8:15 a.m.

Continental Breakfast and Exhibits

Sponsored by



8:15 a.m. – 8:45 a.m.

Opening Remarks & NPMA Update

Dominique Stumpf, National Pest Management Association, Fairfax, VA

8:45 a.m. – 10:00 a.m.

T Opening General Session: The Latest Advancements in Bed Bug Biology and Control

Dini Miller, Ph.D., Virginia Tech, Blacksburg, VA

It's hard to believe that less than two decades ago that most PMP's in the US, as well as trained entomologists, weren't aware of bed bugs – many couldn't even identify them. Thankfully, the industry has come a long way in bed bug control and continues to develop new techniques and strategies for bed bug treatment. Attend this session, with a world-renowned bed bug researcher, to stay up-to-date on the latest bed bug advancements.

10:00 a.m. – 10:15 a.m.

Refreshment Break

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10:15 a.m. – 11:15 a.m.

T Maximizing Your Mosquito Management Techniques

Christian Wilcox, ACE, McCauley Services, Little Rock, AR

Mosquitoes have an uncanny ability to breed in almost any container in a yard, including the top to a bottle. With so many areas conducive to mosquitoes, homeowners need extra protection of their homes and yards to protect themselves from life threatening illnesses. This session will cover how to ensure that you are maximizing your mosquito management program to be highly effective.

11:15 a.m. – 12:15 p.m.

T Implementing Electronic Trap Monitoring into Your Commercial Accounts

Cory Goeltzenleuchter, McCall Services, Jacksonville, FL

Electronic trap monitoring has been getting a lot of attention as the new tool to transform monitoring and inspections in facilities. The technology is constantly evolving at a fast pace that is hard to keep up with, including the advantages and disadvantages of having constant updates to your smart phone. This session will cover some of the basics of electronic monitoring and how to use these devices to get an advantage in commercial facilities.

12:15 p.m. – 1:00 p.m.

Luncheon

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1:00 p.m. – 1:30 p.m.

Dessert & Coffee in the Exhibit Hall

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1:30 p.m. – 2:30 p.m.

T Defeating Cockroaches in Low Income Housing Facilities

Dini Miller, Ph.D., Virginia Tech, Blacksburg, VA

Cockroaches spread disease, contaminate food, and can even contribute to respiratory illness. These pests can wreak havoc in low income communities, making your control efforts obsolete. However, this session will cover ways that you can combat even the largest populations to protect the health and wellbeing of your clients. Find out the best tricks of the trade, and how to turn your knowledge of cockroach behavior into successful control strategies against these dangerous pests!

2:45 p.m. – 3:45 p.m.

T Getting to the Colony: Advanced Termite Control

Robert Puckett, Ph.D., Texas A&M University, College Station, TX

Termite control may seem complicated with several techniques of soil treatment, wood treatment, and baits. Not to mention the extra knowledge required to understand construction for proper application. This talk will cover how you can advance your termite control for targeted applications to provide more effective termite protection for customers.

3:45 p.m. – 4:00 p.m.

Refreshment Break

4:00 p.m. – 5:00 p.m.

T Keeping Yourself and Your Company Safe from Termite Claims

Rick Skolnik, Terminix, Memphis, TN

It's no secret; termites are most plentiful in the Southeast and with that coveted spot comes termite claims. Remaining aware of proper termite technologies and how to keep yourself and your company free from termite claims can save

reputations and large pay outs. Attend this session to learn how to protect yourself from termite legal issues.

TECHNICIAN'S DAY

WEDNESDAY, FEBRUARY 12

7:00 a.m. – 2:00 p.m.

Southern Conference Registration

7:30 a.m. – 8:30 a.m.

Continental Breakfast and Exhibits

8:30 a.m. – 9:30 a.m.

T Targeting America's Number #1 Pest: Ants

Robert Puckett, Ph.D., Texas A&M University, College Station, TX

Ants are considered by PMPs to be one of the most problematic and difficult to control pests each year. However, only a small percentage of ant species are commonly encountered as pests in homes. Learn how to target and control some of the most commonly encountered ants in homes in this must-see session.

CONCURRENT SESSIONS

9:45 a.m. – 10:45 a.m.

T The Importance of Public Health Pests

David Theuret, MS, Arkansas Department of Health, Little Rock, AR

Ticks are one of the worst disease-transmitting organisms in the United States, with new records of Lyme disease reported annually. Mosquitoes continue to be a threat to human health, as cases of West Nile Virus and other diseases repeatedly make headlines. Managing these important pests, along with other important public health pests like kissing bugs, that vector disease around the home can limit the spread of disease and help calm worried homeowners' minds. Additionally, this presentation will cover the "phantom" pests that wreak havoc on customer's minds and

wreak havoc on customer's minds and how to deal with symptoms of Delusory Parasitosis. Don't miss this session for an informative talk on why these pests are important and must be controlled!

H Maintaining & Cleaning Your Pesticide Equipment

Oldham Chemicals

Equipment snafus cost your company, and sometimes the technician, significant amounts of money and are usually preventable. A little attention to your equipment and proper maintenance can go a long way in preventing issues. In this session, learn how to properly clean and maintain pesticide equipment to fully understand how your equipment should work.

Sponsored by



10:45 a.m. - 11:00 a.m.

Refreshment Break

CONCURRENT SESSIONS

11:00 a.m. - 12:00 p.m.

T Combating Cockroach Resistance with Effective Management Techniques

Kristen Stevens, MS, BCE, Cooks Pest Control, Decatur, AL

Recent research has come to light showcasing high levels of insecticide resistance in German cockroaches. As cockroaches continue to evolve new ways to combat insecticides, so must the ever-changing PMP develop new tactics to beat this pesky pest. Attend this session to learn the latest on German cockroach control!

H Proper Ant and Tick Identification

Robert Puckett, PhD, Texas A&M University, College Station, TX; David Theuret, MS, Arkansas Department of Health, Little Rock, AR

The first step in any integrated pest management program is identification. Proper identification can be tricky with tiny, detailed characters that set one pest apart from another. This hands-on course will be designed to show you some of the major features

of ants and ticks in the southeast to help you properly identify a pest to guide you in appropriately choosing a management strategy. You won't want to miss this very informative session!

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12:00 p.m. - 1:30 p.m.

Luncheon and Exhibits

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CONCURRENT SESSIONS

1:30 p.m. - 2:30 p.m.

T Understanding and Completing the Revised NPMA-33 Form

Brittany Campbell, Ph.D., BCE, National Pest Management Association, Fairfax, VA

This presentation will highlight notable changes on the revised NPMA-33 forms, including further clarification of recommendations for treatment, the elimination of extraneous inspection information, and additional flexibility in treatment recommendations. Anyone who regularly performs WDI inspections will want to attend this session to fully understand the changes on the form and guidelines for completing the forms.

H Proper Truck Maintenance & Safety: What Regulators Look for During an Inspection

Jerry Seabolt, Tennessee Department of Agriculture, Nashville, TN

Keeping your truck properly maintained is essential to keep you and the environment safe from potential hazards. Furthermore, it keeps you and your company out of potential liability issues. A part of making sure pest control companies keep their trucks held to the right standard are regular field inspections of trucks. Field inspections by your local regulatory office is a real possibility so don't miss this session on what a field inspection is like and how to maintain your truck to pass inspection and remain safe.

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NEW FOR 2020

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2:30 p.m. – 2:45 p.m.

Refreshment Break

2:30 p.m. – 2:45 p.m.

T Creating a Safety Program as a Top Priority in Pest Control

Richard Spencer, ACE, Arrow Exterminators, Atlanta, GA

Many hazards face PMP's as they perform important work to protect public health and property. From slips, trips, and falls when using ladders to vehicle safety, all aspects of a well-rounded safety program should always be top of mind during each treatment. This talk will cover how to create, and follow, a safety program to protect every worker on the job site.

4:00 p.m. – 5:00 p.m.

T Regulatory Update: What You Need to Know About Arkansas, Mississippi and Tennessee Rules and Regulations

Seth Dunlap, Arkansas State Plant Board, Little Rock, AR

Jasper Cobb, Mississippi Department of Agriculture & Commerce, Mississippi State, MS

Jerry Seabolt, Tennessee Department of Agriculture, Nashville, TN

Online marketing is the baseline for today's advertising efforts; however, pest management firms have a long history of finding creative ways to get the word out about their services. In this panel discussion, hear from companies who have tried "something completely different" and find out what works...and what doesn't.



Beale St.

SOUTHERN

2020 CONFERENCE

February 11-12, 2020
Hilton Memphis, Memphis TN

Please print or type clearly. Please complete one form per person. Photocopy form for additional registrants or register online at www.npmapestworld.org.

Name _____ Title _____

License/Certification # _____ Exp.Date _____ State _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email (required) _____

REGISTRATION FEES

Member Registration	Early Bird (By 1/20/20)	Regular (After 1/20/20)	On-site (After 2/7/20)	Total
1st Attendee	\$175	\$225	\$275	\$ _____
Each Additional Attendee	\$100	\$150	N/A	\$ _____
Daily Fee (per person)	\$150	\$150	\$195	\$ _____
Hands On Learning Program*	\$50	\$50	\$60	\$ _____
Non-Member Registration				
1st Attendee	\$230	\$280	\$330	\$ _____
Each Additional Attendee	\$155	\$205	N/A	\$ _____
Daily Fee (per person)	\$200	\$200	\$245	\$ _____
Hands On Learning Program*	\$65	\$65	\$75	\$ _____
Total Amount Due				\$ _____

*Must accompany a full registration from your company

FULL REGISTRATION INCLUDES: Two days of conference programming, exhibit hall access, two lunches, two breakfasts, and four refreshment breaks. REGISTER EARLY! Fees increase onsite.

CANCELLATION POLICY

Refunds will be made on the following schedule. All refund requests must be made in writing.
More than 31 days before the first day of the event: 100% refund
Within 25-31 days before the first day of the event: 75% refund
Within 18-24 days before the first day of the event: 50% Refund
Within 11-17 days before the first day of the event: 25% Refund
Within 10 or less days out: No refund

PAYMENT INFO

Check (payable to NPMA) Enclosed Visa MasterCard

Name on Card _____ Card # _____

Exp. Date _____ Sec. Code _____ Signature _____

3 WAYS TO REGISTER



Mail to: NPMA
10460 North Street
Fairfax, VA 22030



Online:
www.npmapestworld.org



Email:
mmercado@pestworld.org

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