



**UPMA**  
Utah Pest Management Association



# 2022 FALL CONFERENCE

November 10–11 / Lehi, Utah





# SCHEDULE OF EVENTS

The Utah Pest Management Association invites you to join us for the 2022 Fall Conference! Spend 2 days networking with vendors to learn about the best products & services in the industry and earn those valuable continuing education credits by attending sessions with our top notch speakers!

## THURSDAY, NOVEMBER 10 TECHNICIAN'S DAY

**7:00 AM–5:00 PM**  
Fall Conference Registration

**7:00 AM–8:00 AM**  
Breakfast & Exhibits

**8:00 AM–8:05 AM**  
Welcome & Opening Remarks

**8:05 AM–9:00 AM**  
Termiticides

*Dr. Phil Koehler, University of Florida, Gainesville, FL*  
Termites have been controlled in a variety of ways in the past. This program covers methods of termite control from log cabin solutions to current baits and residual soil termiticides.

**9:00 AM–10:00 AM**

Regulatory Update  
*Henry Nahalewski, Utah Department of Agriculture & Food, Salt Lake City, UT*  
In this session, a representative from the Utah Department of Agriculture and Food (UDAF) will provide an update on regulations and issues that you need to know in order to stay up to date and compliant, including the new rule issued in September 2021! Don't miss this valuable chance to hear what your regulators have to say, and ask them any questions you have been wondering about.

**10:00 AM–10:30 AM**

Refreshment Break & Exhibits



**10:30 AM–11:30 AM**

Pest Control Nightmares  
*Dr. Phil Koehler, University of Florida, Gainesville, FL*  
This session will cover actual instances of technicians doing really bad practices. It is hard to believe some of these stories are true.

**11:30 AM–12:30 PM**

Lunch & Exhibits  
Sponsored by NISUS™

**12:30 PM–1:30 PM**

Debunking Myths About Spiders & Scorpions: An Arachnophile's Perspective  
*Dr. Dawn Gouge, University of Arizona, Maricopa, AZ*  
Is it true that all spiders are venomous? Are there dangerous arachnids in Utah? Separate fact from fiction in this engaging session that covers the arachnid basics and beyond. Learn how to properly identify some of Utah's most important arachnids, discover the health risks associated with these venomous pests, and learn how scorpion ecology can inform better management practices in this engaging session!

# REGISTRATION FORM

## RATES

	Early Bird Rate Ends Oct. 7th	Regular Rate Oct 8th–Nov 3rd	Onsite Rate After Nov 4th
<b>MEMBER</b>	<b>\$105</b>	<b>\$130</b>	<b>\$155</b>
<b>NON-MEMBER</b>	<b>\$205</b>	<b>\$230</b>	<b>\$255</b>

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

Main Contact's Name \_\_\_\_\_ Main Contact's Phone \_\_\_\_\_

Main Contact's Email \_\_\_\_\_

## ATTENDEE(S)

Name	Title	City, State	Email
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

REGISTRATION TOTAL \$ \_\_\_\_\_

## PAYMENT INFORMATION

Check enclosed  # \_\_\_\_\_ (enclosed & payable to UPMA)

Credit  VISA  MASTER CARD  AMEX

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Security Code \_\_\_\_\_

Cardholder Name \_\_\_\_\_ Signature \_\_\_\_\_

## 3 WAYS TO REGISTER:

**1. MAIL:**  
Send completed form to:  
UPMA  
10460 North St.  
Fairfax, VA 22030

**2. ONLINE:**  
Visit [Utahpest.org](http://Utahpest.org)

**3. EMAIL:**  
Send completed form to:  
[mmoloney@pestworld.org](mailto:mmoloney@pestworld.org)





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We create chemistry

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**1:30 PM–2:30 PM**

Formulations: How Much Does That Bug Juice Cost?

*Matthew Remmen, Bayer, Pittsburgh, PA*

Pesticide labels are legally enforceable, i.e. the label is the law, and it is critical to be able to comprehend labels to safely and appropriately apply pesticides. Take a deep dive into label language in this session so you can better comprehend the label. The goal of this presentation is to have you understand the various types of statements found on pesticide labels. In particular, distinguishing between mandatory, advisory, and factual statements and what each type of statement means and which is enforceable. In accomplishing that, you will be better able to comply with the label requirements when making pesticide applications.

**2:30 PM–3:00 PM**

Refreshment Break & Exhibits

**3:00 PM–4:00 PM**

Tailoring a Management Strategy for Common Cockroach Pests

*Santos Portugal, ABC Home & Commercial Services of Austin, Austin, TX*

For PMPs, cockroaches are one of the most common and difficult pests they encounter. Being able to accurately identify the cockroach species you are dealing with, and understanding its specific biology and ecology, can help a PMP formulate an effective and integrated treatment plan. This presentation will discuss some of the major cockroach species that PMPs encounter in the field and will present options on how to deal with them as well as conditions that may contribute to their presence.

**4:00 PM–5:00 PM**

Summer Flying, Blood Sucking, and Stinging Pests Around Utah

*Edna Alfaro Inocente, Sprague Pest Solutions, Tacoma, WA*

Flying Insects present control challenges for Pest Management professionals. Many flying insects are inactive during the winter and become active during the summer. These include both solitary species such as mosquitoes and social insects including yellow jackets and wasps such as the European paper wasp. Biting and stinging insect are often a nuisance but can pose a potential threat to human health, sending more than half a million people to the emergency room every year. Health threats include allergic reactions as well as mosquito borne diseases such as West Nile virus, and various types of Encephalitis. When dealing with these flying insects we need to protect ourselves from stings, bites and safely eliminate the problem. Controlling these pests requires effective IPM programs which can include nest treatments for social insects, perimeter control, as well as public health surveillance and other mosquito control techniques.

**5:00 PM–6:00 PM**

Ant ID Crash Course

*John Longino, University of Utah, Salt Lake City, UT*

Utah is home to over 100 species of ants, but just a few of them are routinely encountered by people as yard or house pests. I will discuss the biology of these common species and give tips on how to identify them.

## THANKSGIVING POINT: THE SHOW BARN

3003 N. Thanksgiving Way, Lehi, UT 84043

UPMA's 2022 Fall Conference will take place at Thanksgiving Point in the Show Barn. Thanksgiving Point is located twenty minutes south of Salt Lake City, Utah, off Interstate 15. Thanksgiving Point acts as a refuge from everyday life - a unique location showcasing the beauty and majesty of nature in countless ways...from dinosaurs to dahlias. Not only does Thanksgiving Point host events in Utah County, but it's also the perfect destination for a variety of fun things to do and see including the 55-acre Ashton Gardens and the Museum of Ancient Life, which is one of the world's largest dinosaur museums. There's also dining at the Tower Deli and Harvest Restaurant. One of the most popular locations at Thanksgiving Point is the Museum of Natural Curiosity. This museum features more than 400 interactive exhibits for children of all ages to play, interact, and learn.

UPMA Fall Conference attendees will receive a discounted room rate of \$114/per night plus taxes at the Springhill Suites by Marriott Lehi at Thanksgiving Point. Attendees can book online by visiting the UPMA Fall Conference website or call the Springhill Suites Reservations Team at 1-801-341-6970 and reference UPMA to receive the group rates.

Reserve your room by October 26, 2022, to receive the discounted room rate. After October 26, rooms and rates are subject to change.

## FRIDAY, NOVEMBER 11 MANAGER'S DAY

**8:00 AM–12:00 PM**

Registration

**8:00 AM–9:00 AM**

Breakfast & Exhibits

**9:00 AM–10:00 AM**

Driver Safety: How to Keep Your Technician's Safe on the Road

*Michael Jensen, Saela, Orem, UT*

Your technicians are on the road all day long and ensuring they are safe is must! In this session you'll hear from Saela's Safety Manager as he discusses the benefits of implementing safety features, such as camera systems to your company vehicles. Attendees will be able to leave this session with new ideas about how to execute vehicle inspections, use videos for safety demonstrates, and how to keep vehicle safety on the forefront of your technician's busy schedules.

**10:00 AM–11:00 AM**

Paying Your Employees: Wage and Hour Flash Points

*Dan Ragan, Seay Management Consultant, Inc., Orlando, FL*

When paying employees, it's not so much the amount you pay them, but how you pay them. You

can pay your employees a good wage but if it's not done according to the Wage and Hour regulations, there can be some significant exposure. In this workshop, we cover (1) timekeeping methods, (2) exempt/ non-exempt classifications, (3) overtime, (4) payment for commissioned outside sales employees, and (5) the 7(I) exemption from overtime, which most pest management employers use for greater productivity and better management of payroll costs.

**11:00 AM–11:30 AM**

Refreshment Break & Exhibits

**11:30 AM–12:30 PM**

Making Your Employee Handbook Your Friend

*Dan Ragan, Seay Management Consultant, Inc., Orlando, FL*

An employee handbook is key for all pest management employers because it shows that you are treating all of your employees fairly and equally. However, employers of less than 15 employees may need fewer policies. Find out about the policies you need to have in your employee handbook, such as new dress code regulations and Best Practices for PTO, holidays and ironing out the wrinkles in your drugs and alcohol policy, particularly marijuana and synthetic drugs.

**12:30 PM–12:45 PM**

Closing Remarks

## THANKS TO OUR SPONSORS

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Fairfax, Virginia 22030



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