

# A Partnership for Progress



We'd like to invite you to join a powerful partnership that works daily to promote and advance the goals and objectives of the pest management industry - *and your company*. A unique cooperative relationship exists between the Utah Pest Management Association (UPMA) and the National Pest Management Association (NPMA). As a member, you benefit from two strong associations with a multitude of programs and resources to help you accomplish your business goals. Our strong belief in this partnership prompted us to require companies to join both associations, which has led to a powerful mix of benefits and provides a variety of services to all of our PMP members.



## Publicize Your Company's Professional Commitment

Members are entitled to display the logos of both associations on business cards, corporate letterhead, vehicles, and advertisements, which reinforce your company's professional image to customers and prospective clients.

### Consumers

As a joint UPMA/NPMA member, you'll be easy to find on the web. On the UPMA website, consumers can browse the member directory and quickly find a member company, who will meet their needs. Further, consumers can also visit

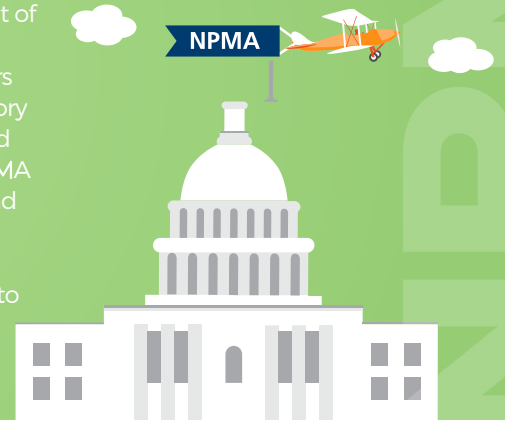


"Find a Professional" on NPMA's consumer site to locate a pest management professional near their home. The company name and contact information for all UPMA/NPMA members are listed and searchable by zip code for consumers to access.

## Your Voice in D.C. ... and Utah

UPMA and NPMA lobby on behalf of the industry to ensure your concerns as a pest management professional are heard. NPMA is the only entity that represents our industry before the U.S. Congress and federal agencies, such as the Environmental Protection Agency (EPA), Department of Labor, HUD, Department of Transportation, and the Federal Trade Commission. NPMA's government affairs staff also tracks Utah legislation, regulatory changes and policy related media -- and coordinates this information with WVPMA state association leadership. WVPMA and NPMA also work together to develop legislative strategy, talking points, and position papers that members can use to influence their state representatives.

UPMA maintains a productive relationship with regulators at the Utah Department of Agriculture and Food. UPMA also works closely with the UDAF staff to develop programs to promote regulatory compliance and best practices.



## Your Source for Training & Education

NPMA hosts the industry's leading educational events throughout the year, including the largest annual gathering in the pest management professionals in the world at PestWorld Convention



& Exposition. At PestWorld, there are 50+ different technical and management training sessions as well as 150+ exhibiting companies

demonstrating their latest products, services and developments in equipment. UPMA has made providing members with cutting-edge education a high priority. Several UPMA educational programs have been developed that not only assist members in performing their jobs more effectively, but also have made an impact outside of our industry. UPMA primary training programs include educational programs in various regions throughout the state.

UPMA offers two 2-day conferences each year, in the early spring and again in the fall. The events feature nationally renowned speakers and an outstanding exhibitor showcase. CEUs for Utah and surrounding states are offered, as well as management lectures for owners and managers.

### Communicating with Our Members

Stay abreast of breaking industry research and trends with UPMA's Newsletter. This monthly email features many industry updates, including those from UDAF. Further, you'll benefit from NPMA's PestWorld, a bimonthly magazine of valuable technical information, legislative updates, small business features, association news, and more.

## The Bottom Line: Increased Profits

When you join this partnership you add more resources to your company's operations that you might not otherwise be able to afford or justify. These are resources that you can use



to increase sales and customer satisfaction while reducing operational expenses and problems.

As a joint member of NPMA and UPMA, you have access to a wide variety of important tools, expert advice and unique benefits that you can use to run your business more efficiently and productively to become more profitable.

**For UPMA information visit [utahpest.org](http://utahpest.org). Click "Contact" to reach a UPMA officer. Contact NPMA at [npmapestworld.org](http://npmapestworld.org) or call 800.678.6722.**