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UPCOMING EDUCATION OPPORTUNITIES

PRESENTED BY NMPMA AND WINFIELD SOLUTIONS

The New Mexico Pest Management Association is providing NMDA updates, an interactive learning environment, panel discussions, CEU's, class polling and vendors during the CEU Tour of New Mexico.

September 26, 2017 – NMPMA Annual CEU Tour
Las Cruces, NM

September 27, 2017 – NMPMA Annual CEU Tour
Winfield/Albuquerque, NM

Please contact Larry Wills at ldwills@landolakes.com with questions.

NMPMA Tech Training Classes

Four each General CEU's and four each WDO CEU's each day

December 8, 2017

[Registration Information](#)

Please contact Dixie at Winfield for more information (505) 243-1518

STUDY: SPRAYS WITH DEET, PMD BEST AT KEEPING MOSQUITOES AT BAY

A recent study conducted by New Mexico State University and published in the *Entomological Society of America's Journal of Insect Science* found that the most effective protection against mosquitos is still spray-on products containing DEET (diethyltoluamide) or PMD (p-Menthane-3,8-diol). Of the products tested, “wearable” devices and sonic repellants were largely found to be ineffective in repelling *Aedes aegypti* mosquitoes, the species that can spread the Zika virus.

Full details about the study’s findings can be [viewed here](#).

DEPARTMENT OF HEALTH INFORMS COUNTY OF ZIKA VIRUS

The New Mexico Department of Health (DOH) visited Otero County to meet with county commissioners to discuss the latest updates on the Zika virus in the state. The meeting served to educate county residents on how to prevent the virus from entering Otero County’s borders and how to prevent human infection. The virus has not been found in Otero County, however, the species of mosquitoes that carries the virus is present within the county.

Details about the meeting can be [read here](#).

BOOST YOUR BOTTOM LINE

SMART STRATEGIES FOR INCREASING PROFITABILITY

When you think about business growth, what’s the first thing that comes to mind? If you’re like most business leaders, it’s probably profits. After all, without a healthy amount of revenue, a business will not survive for very long. In fact, 82 percent of businesses that fail do so because of cash flow problems, according to a U.S. Bank study.

Fortunately, the market research firm Sageworks reports that profits are on the rise for many small-to-medium businesses across the country, a segment posting an average 7.3 percent annual sales growth last year for businesses earning less than \$10 million in annual revenues. So, how can you claim a piece of this pie and increase revenues for your business?

Keep reading for some pest control profit-boosting tips.

[CONTINUE READING](#)

GET INVOLVED NMPMA WANTS YOUR INPUT!

NMPMA is only as strong as our members and we want more of you to become actively engaged in association leadership. We are seeking volunteers to join the

NMPMA board of directors. This is a great opportunity to meet people, gain experience and make a difference across the organization.

If you are interested in filling a board position or learning about additional volunteer opportunities, please contact Marty DeFord at AOKINSPECTIONS@hotmail.com.



PESTWORLD 2017 HOTEL INFORMATION

Every year, NPMA gathers thousands of pest management professionals from across the globe to offer opportunities for information sharing, provide access to the latest products, services, and technologies in the 100,000 square foot exhibit hall, and generate critical thinking in world-class educational sessions.

Don't delay! Make sure to book your hotel for [PestWorld 2017](#), October 24-27 in Baltimore, MD. NPMA has secured hotel room blocks at the following [hotels](#) near the convention center: Hilton Baltimore Convention Center, Sheraton Baltimore and Marriott Inner Harbor at Camden Yards.

Make your [reservation](#) today.



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