

NEPMA

NEW ENGLAND PEST MANAGEMENT ASSOCIATION, INC.

2020 VENDOR GUIDE



Accompanying the NEPMA 2020 Virtual Fall Training Seminar & Expo
For more information visit www.NEPMA.org.

NEPMA

NEW ENGLAND PEST MANAGEMENT ASSOCIATION, INC.

Thank you for joining us at the New England Pest Management Association's 2020 Virtual Fall Conference. While we all wish we could be meeting with our exhibiting vendors and suppliers in person, we are excited to bring you this unique opportunity to connect and explore the amazing products and services from the brands and representatives you know and love.

We hope this guide serves as a **year-round resource** to you, and that you keep it on hand for regularly contacting your partners in pest control. Much of what we do as an association depends upon the support of our sponsors and exhibitors. During this unprecedented time in our history, let's take the time to pay it forward and support them simply by sharing this guide with a colleague or team member. Supporting one another is part of what makes this industry so great.

Print or save this guide to your computer, email it to others, and visit our vendors' pages to learn more about the latest and greatest innovations and trends in their arsenals to help you conquer all your pest-related challenges.

Be sure to save the dates for the upcoming events listed in the guide, and follow us on Facebook and LinkedIn! As always, you can visit us on the web at NEPMA.org for the latest up-to-date information.

We look forward to connecting with you throughout the year!

President

Galvin J. Murphy, Jr.



Yankee Pest Control, Inc.,

Malden, MA

(781) 397-9923

NEPMA

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GOLD LEVEL



SILVER LEVEL





The Chemical Company

Karen Boniface



201-805-6696

karen.boniface@basf.com

www.basf.com/us/en

FUN FACT: A past job of Karen's included standard attire of jeans, hiking boots and a hardhat.



BASF

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With its fast colony kill and impressive labor savings, **Selontra** rodent bait delivers real advantages for your business. It controls entire infestations in just seven days*, and it's effective against anticoagulant-resistant rodents. Its shortened baiting program uses less bait than conventional rodenticides, and the stop-feed action of the active ingredient, cholecalciferol, makes a little go a long way: rodents eat only enough for a lethal dose. Delivering proven efficacy with lower labor and material costs, **Selontra** rodent bait takes care of business while making yours more efficient.

See proven results at pestcontrol.basf.us

Selontra[®]
Rodent Bait

Always read and follow label directions.

* US Field Trials: Indiana Grain Farm (2017); NC Pig Farm (2016)
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■ - BASF

We create chemistry

Spider control that means business

Fendona® CS controlled release insecticide

Spiders beware. **Fendona CS** controlled release insecticide features an advanced micro-encapsulation for broad coverage that stubbornly clings to spider legs, web threads and the surface of egg sacks for fast kill. It preserves the active ingredient, alpha-cypermethrin, to provide up to 90-day residual control of brown recluse, cellar and black widow spiders. And it reduces spider sightings and costly callbacks, so you can protect your customers and your bottom line.

To learn more, visit pestcontrol.basf.us or contact your BASF Sales Specialist.

Always read and follow label directions.

Cardoza Research Consulting, 2016. Fendona is a registered trademark of BASF. © 2020 BASF Corporation. All rights reserved.



Kevin Connally

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kevin.connally@bayer.com

www.bayer.com/en



FUN FACT: The puppy's name is Charlie O.

“Temprid gives me more longevity between regular services. It really lasts the gap that comes up between services. We use Temprid all summer long – no ifs, ands or buts. Every technician.”

– **Steve Tanksley**, Pinpoint Pest Control, San Diego



Temprid[®]
FX

When you're ready to ditch the callbacks, it's Time for Temprid.

It's your go-to solution for increased efficacy, ease of use, decreased callbacks, and unmatched flexibility. Its co-milled, dual active technology delivers increased power – controlling over 50 hard-to-kill pests indoors or out. If you're ready for powerful control, *it's Time for Temprid.*

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.

Bayer Environmental Science, A Division of Bayer CropScience LP, 5000 CentreGreen Way, Suite 400, Cary, NC 27513. For additional information, call toll-free 1-800-331-2867.

www.environmentalscience.bayer.us. Not all products are registered in all states. Bayer, the Bayer Cross and Temprid are registered trademarks of Bayer. ©2020 Bayer CropScience LP.

Stays where others can't.

*Lasts where
others won't.*



The Suspend PolyZone long-lasting residual formulation is available in 30-gallon drums.



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POLYZONE[®]

Get unstoppable staying power for tough conditions.

Suspend PolyZone is formulated to stay where it's applied for up to 90 days—even in tough, wet conditions. And with its expanded label that includes food-handling locations, it keeps working in more places than ever before.

// Perimeter Treatments // Mosquito Control // Food Handling Areas

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.

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Danny
White

609-954-9594

danny.white@bedbugcentral.com

<http://sencionline.com/sensci-new-product-lineup/>

FUN FACT: Danny Loves Beer!!!!

COMING IN 2021 *from* SenSci®



SenSci Pyramid

- Specifically designed to be effective for capturing bed bugs
- Can be used with SenSci Activ^{CR}
- Combines the proven effectiveness of a pitfall trap with the affordability of a glueboard
- Captures other insects too!



SenSci Activ^{CR}

- New controlled release delivery system
- Can be used with SenSci Pyramid glueboard
- Lasts 3+ months once vial is activated
- Clips into redesigned SenSci Volcano



redesigned SenSci Volcano

- Redesigned with a new cavity to secure the SenSci Activ^{CR}
- Can be used with the original SenSci Activ
- New design – same effectiveness

(Bottom will still maintain its clear design, photo is of 3D model)



SenSci University Presents Virtual BedBug Boot Camp!

- New virtual format – same quality education
- New pricing and offerings exclusively for Virtual BedBug Boot Camp attendees
- February 10-11, 2021

(Formally known as BedBug University Boot Camp)

To learn more about new products **CLICK BELOW:**
<http://sencionline.com/sensci-new-product-lineup/>



www.SenSciOnline.com



Kelley Altland
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www.bellabs.com



FUN FACT: Kelley has been riding horses for 27 years. She has owned her Quarter Horse Calvin for 15 years.

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Provide rodent technology at a price that requires PMPs to use at every account:

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AVAILABLE SOON IN



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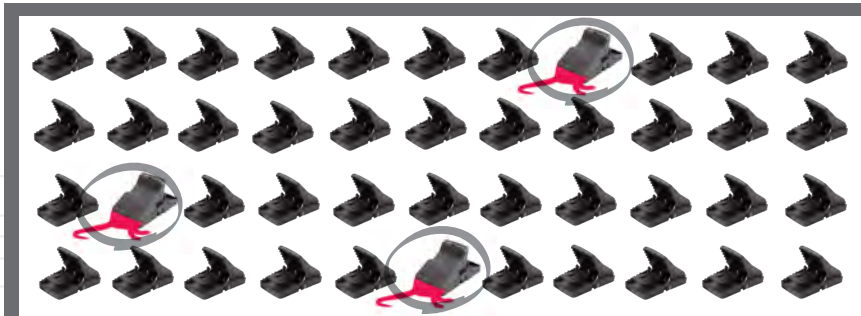
TRAPPER 24/7 iQ



TRAPPER T-Rex iQ



Protects **ENVIRONMENT** **AMBUSH** iQ



- PMPs without iQ™ check every trap.
- PMPs with iQ™ check only triggered traps.

WHICH PMP DO YOU WANT TO BE?

- PMPs without iQ™ don't know when rodents are entering bait stations.
- PMPs with iQ™ know when and where rodents are traveling and have the timestamps to prove it.

WHICH PMP DO YOU WANT TO BE?



GET THE FACTS. SOLVE THE PROBLEM AND ELEVATE YOUR CUSTOMER'S EXPERIENCE, AFFORDABLY.

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BELL'S PREMIUM ACUTE SOFT BAIT FOR YOUR TOOL BOX



PRODUCT FEATURES:

- An acute bait, FASTRAC knocks the rodent population down to a manageable level
- Less bait required versus anticoagulants
- Extensively researched and tested
- Manufacturing process ensures contact with sachet paper, maximizing bait acceptance
- 8g sachet, approx. 227 sachets per pail

Note: pending registration in California

PRODUCT
Fastrac Soft Bait 4lb pail x 2/cs

CODE
XS2024

PALLET QTY
84 cases



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FUN FACT: Ed's truck is almost always packed for a fishing expedition.



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Aprehend[®]

Biological Bed Bug Control

Dr. Nina Jenkins
800-891-8610, x0

njenkins@conidiotec.com
<https://www.aprehend.com/>



FUN FACT: Nina spends winters
enjoying competitive masters
alpine ski racing!

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We'll add your logo and contact information to the back of the brochure. You can then print your own or share it electronically. Or, we'll send you 50 non-branded copies. Free for Aprehend professionals!

Simply call or email:
orders@conidiotec.com

Protect people and property with Aprehend.

Libraries, hotels, churches, and anywhere people can share bed bugs, Aprehend stops infestations from developing.

Sold only to professionals, Aprehend is a revolutionary biopesticide for the elimination and prevention of bed bugs.

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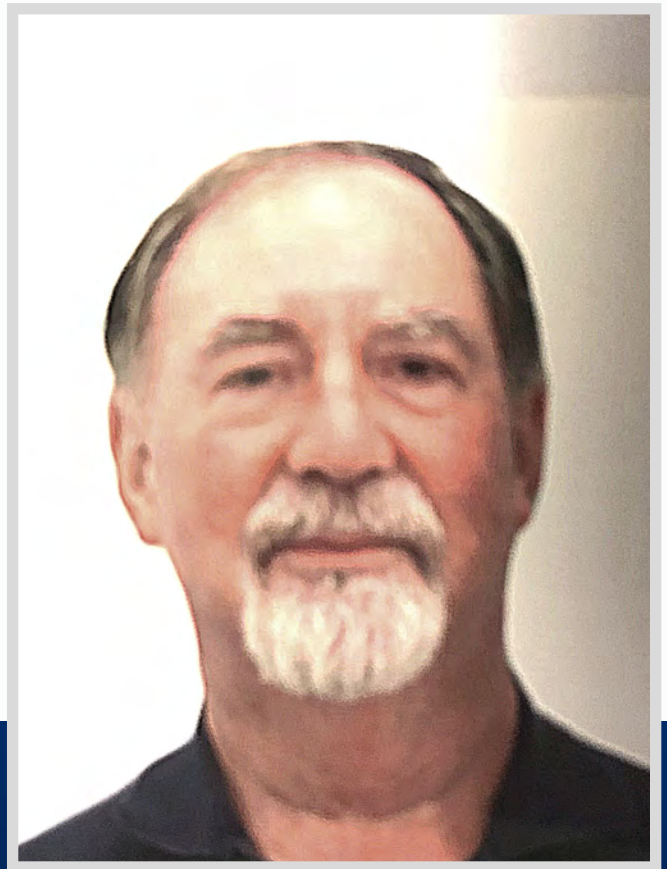
ENSYSTEX

Steve Goscinsky

203-482-0778

sgoscinsky@ensystemex.com

<http://www.ensystemex.com>



FUN FACT:

Steve started in this business in June, 1969 after his first year of college. That was a year before the EPA was established and DDT was still on the market ! He had a summer job, or internship as its now called, on the food safety team in a Quaker Oats cookie plant (Burry Biscuit).

ADJUTHOR

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Providing 360° Protection

- Greater application longevity and uniformity.
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- Can be used on exterior structures, trees, ornamentals, foliage, and lawn.
- Compatible with all THOR liquid products as well as most competitors'.



BITHOR SC

Imidacloprid + Bifenthrin

The combination of Imidacloprid and Bifenthrin provides a one-two punch to take down pyrethroid resistant insects like mosquitoes, bed bugs, flies, and cockroaches. In fact, BITHOR controls over 100 different pests!

MAXXTHOR

Bifenthrin

Maxxthor SC combines the active ingredient bifenthrin in a stable, easy-to-use formulation that is suitable for almost any pest problem. Maxxthor SC can be used both indoors and outdoors, and is labeled for the treatment of more than 75 different pests.

RODENTHOR

The **RODENTHOR** line consists of rodent block bait, soft bait, rat bait stations and snap traps. Both baits contain the advanced anticoagulant, single-feeding active ingredient bromadiolone. Rodenthor products are labeled for use in a wide range of locations, including in and around homes and residential buildings, food processing facilities, industrial, commercial, agricultural and public buildings, and similar manmade structures.

**PMP-proven active ingredient • Highly palatable formulations
More bait for your money: two extra pounds per tub!**



Durable, quality products • Easy to open / Easy to set



Kevin Moran, BCE
(617) 366-1716



kevinm@forshaw.com
www.forshaw.com/info

FUN FACT: Kevin's head is hard enough
to break a toilet!

ForeSight is an Innovative Mobile App that allows for easy & fast product ordering.

APP FEATURES



made easy from anywhere



product needs and identify purchasing trends



improves visibility and cost control



allows for insight into technician usage

CUSTOMER PORTAL FEATURES



Managers can edit existing products available to technicians by reassigning division and repackaging to the quantities the techs check out



Quick access to all published reports



Manage products in monthly replenishment plans



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FORSHAW, a leading distributor in the pest management industry, has partnered with Safe House Project, a national leader in the fight against Sex Trafficking in America, to provide training to all pest management technicians.

12

The average age a person is first trafficked is 12 years old.



40% of child sex trafficking victims are sold by a family member.



Only 1% of sex trafficking victims in the U.S. are ever identified.

Learn to: [Spot](#), [Report](#), and [Prevent Trafficking](#) in the communities you serve.

Learn more by visiting FORSHAW.com/SafeHouseProjectPartnership

WWW.FORSHAW.COM

Marketing@Forshaw.com



Peter Daniello
(401) 440-3705

PDaniello@neogen.com
neogenprofessionalpest.com



FUN FACT: In his spare time, Peter enjoys playing and coaching softball, and working on projects around the house.

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Command Blocks and Place Packs utilize Bromadiolone as single feed, second generation anticoagulant.

Assault Blocks contain Bromethalin, a single feed formulation that makes rodents want to stop feeding after consuming a lethal dose.

Guardian Blocks provide everyday control with the proven first generation anticoagulant, Diphacinone.



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REACHLOCAL[®]

PART OF THE USA TODAY NETWORK



Kelly Fillion
508-333-0385

Kdecollibus@reachlocal.com

<https://www.reachlocal.com/us/en>

FUN FACT: Kelly
is an identical mirror image twin
(she is right handed and her twin is left).



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Frank MacDonald
914-337-2161

frank@selectagency.com
www.selectagency.com



FUN FACT: Frank grew up as the son of an owner-operator pest management professional.

ADVERTORIAL



Over 4,000 Pest Management Companies Can't be Wrong

Joe Pestana, president of JP Pest Services, admits the company's move to Select Insurance was more practical than anything else. "The company we were with was going bankrupt," he says. "They were an offshore captive that suffered from mismanagement. We knew (Select Insurance Owner) Phillis MacDonald, and turned to her to provide the coverage we needed."



"Phillis and Frank both understand our business — not only my business, but the industry as a whole. They give very good counsel on where our exposures are, and what we should have in place to protect our organization. They have my best interest at heart, and view our needs as the same needs they would have if it were their company."

— Joe Pestana, President,
JP Pest Services, Milford, N.H.

"Select has the ability to get to the source of a solution and push to get it resolved. They understand the system, and strive to achieve a reasonable outcome for their client."

Pictured: Frank and
Phillis MacDonald,
Select Insurance
Agency

• **Select Insurance Agency** is a family-owned and operated business that provides insurance products specifically tailored to meet the risk management needs of the pest management industry in over 45 States Nationwide.

- General Liability
- Automobile & Fleet Coverages
- Workers' Compensation
- Umbrella
- Commercial Property
- Employment Practices Liability
- Commercial Crime
- Canine Mortality
- Mold Liability
- As former pest management professionals, Select's owners understand that every pest management professional operates his or her business differently, resulting in a variety of exposures and risks. Select considers each business individually before developing a pest management insurance program and assigning a carrier.

• **Select Insurance Agency** is a proud member of the National Pest Management Association, and maintains many state and regional memberships as well.



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ADVERTORIAL



More Than 4,000 Pest Management Companies Can't be Wrong

Floral Park, N.Y.-based Dial-A-Bug Pest Control, has been working with Select for nearly 25 years.



"Phillis and Frank are synonymous with reliability and trust. The timely fashion in which they answer our questions and provide us with needed documents is second to none. Our business has grown dramatically in the past 20 years, and it's because we've always tried to surround ourselves with the best in the business for whatever our needs are. It's no big secret that for insurance in our industry, it's Select Insurance."

— Joel Fagin, Co-Owner

Select Insurance Agency is a family owned and operated business that provides insurance products specifically tailored to meet the risk management needs of the pest management industry in more than 45 states nationwide.

- General Liability
- Automobile & Fleet Coverages
- Workers' Compensation
- Umbrella
- Commercial Property
- Employment Practices Liability
- Commercial Crime
- Canine Mortality
- Mold Liability

As former pest management professionals, Select's owners understand that every pest management professional operates his or her business differently, resulting in a variety of exposures and risks. Select considers each business individually before developing a pest management insurance program and assigning a carrier.

Select Insurance Agency is a proud member of the National Pest Management Association and maintains many state and regional memberships as well.

Pictured: Frank and Phillis MacDonald, Select Insurance Agency



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[www.teamnissannah.com/
new-vehicles/commercial-
vehicles](http://www.teamnissannah.com/new-vehicles/commercial-vehicles)



**FUN FACT: Nate has
been with Team Nissan
going on 14 years!**



George Williams
(800) 888-4897
or 781-939-3144

George.Williams@Veseris.com
www.pestweb.com



FUN FACT:

In 1989 I just started in the industry part time as a technician in NYC while I went to college. My boss said I need credits for my license and to learn about ants. One evening I was sent to the Cornell Cooperative Station on the campus of SUNY-Farmingdale to see a seminar on carpenter ants. This very intelligent, energetic, eccentric Ph.D. entomologist wearing insect antenna on his head was moving around the room lecturing on ants. For over 2hrs I was fascinated by the science of pest control and more so the speaker. When it was done I said, "Perhaps I can make this a career." If not for that amazing night with Dr. Austin M. Frishman who knows what path I would have taken. I am fortunate for the friendship Doc and I formed over the next three decades.

November's Featured Products and Promotions

Products of the Month



\$5 OFF

Cyzmic® CS \$5.00 off per 32 oz bottle
Product 838707 - Promo code 844694



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PestPartners365

Online Exclusives



\$2 OFF
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\$2.00 off per bag of 10
Product 837861 - Promo code 844693
Excludes private label

Discounts available for end users only. National accounts ineligible to participate.

1-800-888-4897

pestweb.com/promotions



Jeff Palko

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**FUN FACT: Jeff is a boat-a-holic!
He is a retired coach of soccer
and basketball. Most of all he
loves spoiling his grandchildren.**

EXPERIENCE MATTERS

CHOOSE THE FUMIGATION COMPANY WITH THE RIGHT EXPERIENCE

When you need to offer fumigation services to your customers, be sure to choose the right partner for the job. Bring in the company with the experience, the know-how, and the history of providing successful fumigation services to the New England area. That's us.

We're the largest fumigation service company in the Northeast/ Mid Atlantic region. We have the experience and expertise to provide you with:

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- ✓ Restaurants

RESIDENTIAL SERVICES

- ✓ Bed Bugs
- ✓ Power Post Beetles
- ✓ Old House Borers
- ✓ Moths
- ✓ Carpet Beetles

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FLEXIBLE AND SENSITIVE TO
YOUR BUSINESS. YOU CHOOSE
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*Finder's fee is based on 10% of the full amount we charge the customer you brought to us.

WOODSTREAM™

Mike Goldstein

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m) 717-940-5495

mgoldstein@woodstream.com

www.woodstreampro.com



FUN FACT:

Mike collects antique mouse & rat traps!



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- Thumb grips allow for safer trap setting
- Catch-no catch detection
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- Instant alerts for kills and activity
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- Proactive hotspot data and insights



PERFECT FOR





Dave Colbert

847-495-4700 x1112

DaveC@gmt-inc.com

www.buyxcluder.com

FUN FACT:

When Dave goes to the office he rides his bike 8 miles each way!

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applications



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Gabriel Gliwa
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ggliwa@central.com
www.zoecon.com



FUN FACT:

Gabriel played rugby for 5 years all throughout New England before moving back to Philadelphia.



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Marillian Missiti
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www.nepma.org/pwipm

FUN FACT:

Marillian was the first woman President of NEPMA.
“Marillian” is a combination of her 2 grandmothers:
Marie and Lillian = Marillian.



Allie Allen, BCE
607-220-6417



aallen@pestworld.org
www.npmaqualitypro.org

FUN FACT: Allie's undergraduate degree is in entomology.



QualityPro sets national standards for pest management and recognizes companies that demonstrate their commitment to professionalism. Earn accreditation to help professionalize our industry, gain national recognition, and begin using a toolbox of resources valued at \$15,000, including:

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<http://sencionline.com/sensci-new-product-lineup/>

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<https://www.aprehend.com/>

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www.nepma.org/pwipm

QualityPro

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aallen@pestworld.org

www.npmaqualitypro.org

Reachlocal/ Local IQ

Kelly Fillion

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DIRECTORY

Select Insurance Agency

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For more information visit www.NEPMA.org.

November 12, 2020

PWIPM Webinar: Why a SEO Friendly Website Matters, Before Navigating the World of Creepy Targeted Ads

Hear from 16 year digital marketing expert Kelly Decollibus-Fillion of Reachlocal as she discusses why a SEO friendly website matters, before navigating the world of creepy targeted ads! Topics that will be discussed include the ins and outs of social media, google searches, ad words, facebook ads, and search engine optimization (SEO). Visit the website to learn more. Everyone is welcome to attend!

Register:

tinyurl.com/NEPMAPWIPM2020

All of November and November 7

NEPMA Veterans Day Service Project

NEPMA is encouraging all member companies to do something in November to honor veterans. Make a donation, participate in an event, celebrate the veterans that work for you! Whatever you do, post to Facebook/LinkedIn and tag New England Pest Management Association so we can share your story. If you are interested in placing flags at the Bourne Cemetery in MA, please e-mail galvinjr@yankeepest.com for details. Tentative date is November 7th.

November 19, 2020 at 7:00 PM EST

Wicked Hard Trivia Night with NEPMA

Get your team together (or play on your own) and join NEPMA for a fun night of virtual trivia. Plan on signing in a few minutes early so we can start promptly at 7pm. Folks will need two devices – one to access zoom and the other to answer questions on www.McMEnt.live. We'll cover the rules of engagement when everyone is signed in. This event is open to all. There will be some pest questions, but not all! The event is free to join.

Join (Zoom) at 6:50pm on the 19th:
<https://tinyurl.com/NEPMATrivia>

December 2, 2020 3-4pm

Annual Meeting (Election of Directors)

While we can't be together for the annual dinner this year, we are still hosting an annual meeting to report on the state of the association and hold our election of the NEPMA Board of Directors.

Register in advance: <https://tinyurl.com/NEPMAAnnualmtg>

Complete a proxy: <https://www.surveymonkey.com/r/NEPMAvote>

December 4, 2020

WDI Recertification Class

Virtual:

nepma.org/training-and-education/wdi-program/

January 21-22, 2021

WDI Registry Workshop

TBD, expected to be in NH

Let NEPMA help celebrate your best and fund a future star!

The following programs are now accepting applications:

- NEPMA Woman of Excellence Award
- Professional of the Year Award
- NEPMA Student Scholarship

All this and more at www.nepma.org. Stay in touch throughout the year on social media: FB & LinkedIn

