

THE INDUSTRY'S LEADING TECHNICAL JOURNAL SINCE 1933

PMP Pest Management PROFESSIONAL



MUST-SEE EXHIBITS

THE NATIONAL PEST MANAGEMENT ASSOCIATION PRESENTS

PESTWORLD 2016
MAKING CONNECTIONS • FINDING ANSWERS • INCREASING PROFITS

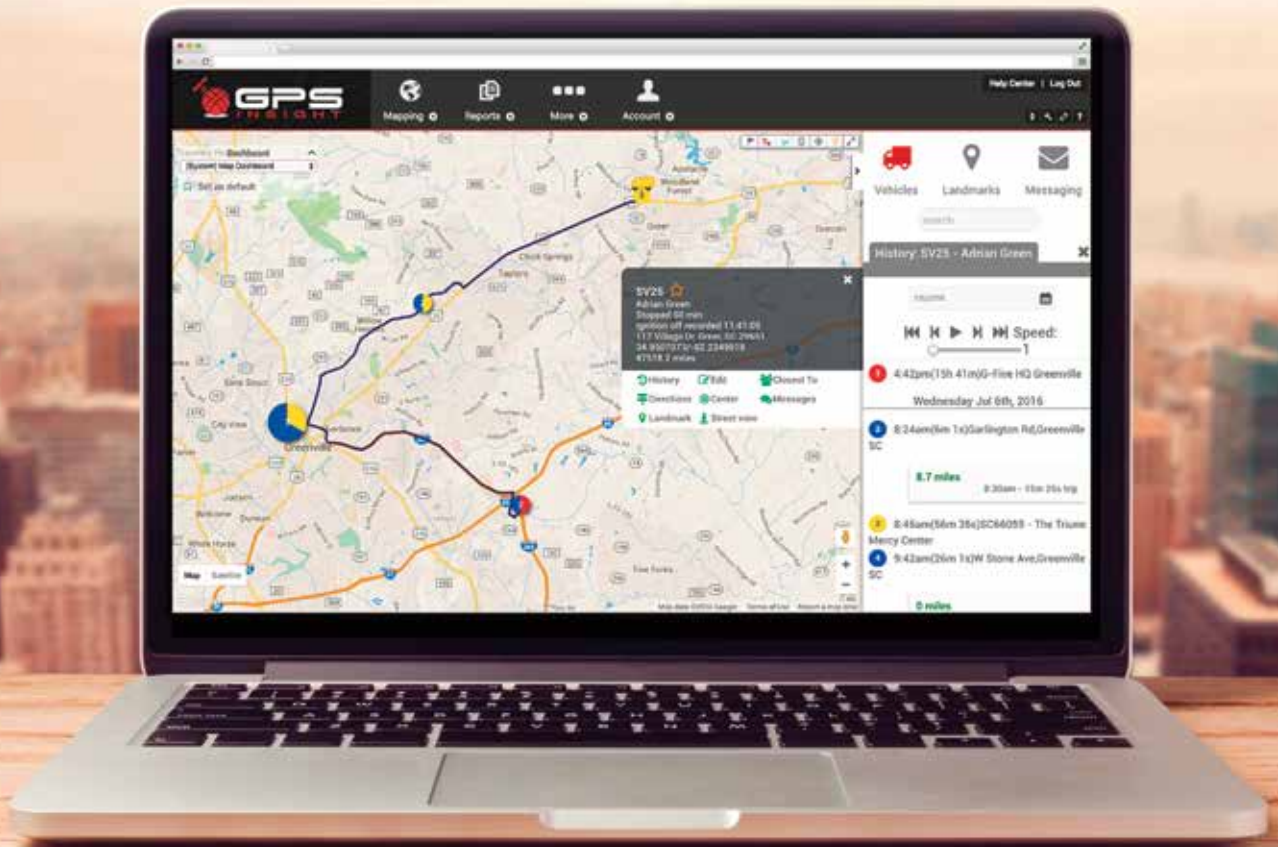
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Fleet Intelligence

For Your Pest Management Business



VEHICLE & ASSET TRACKING SOLUTIONS

GPS Insight works with pest management businesses that have fleets of vehicles and other mobile assets to solve your unique business challenges through increased revenue, reduced costs, and reduced risk.



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PESTWORLD 2016

BOOTH #
116

☎ 866-477-4321 🔗 GPSINSIGHT.COM

Amcan helps PMPs give customers good nights, better days



People spend more than one-third of their lives in bed. AmCan has been helping people sleep more comfortably for more than 25 years — and is helping pest management professionals (PMPs) extend that peace of mind to their customers, too.

AmCan has been at the forefront of the protective bedding needs of the hospitality, healthcare, public housing, non-profit housing and pest management bedding markets. It has grown into one of the largest suppliers of bed protection that is waterproof, dust allergen-proof and bed bug-proof, helping to ensure pest management customers get a restful night's sleep.



In addition, Amcan now offers Hot House Heat Chamber Jr. and Sr. sizes, specifically designed for PMPs to penetrate even dense furniture with 140° F heat to help eradicate bed bug infestations. The units have been independently lab tested and certified.

THE IMPACT OF BED BUGS TODAY

In a recent survey by the National Pest Management Association (NPMA), bed bugs were determined to be consumers' highest concern. Controlling bed bugs continues to be a challenge across the country, at home and while traveling. Amcan's

patented BugStop seal has been independently tested and certified in conjunction with its fabrics and construction to be both bite- and escape-proof by bed bugs.

Proactively addressing the problem remains the best solution to prevent a major incident. Encasing every mattress and box spring could prevent numerous return trips to the same customer by reducing bed bugs' access to a close food supply.



96 Atlantic Ave.
Lynbrook, N.Y. 11563
AmcanProducts.com
877-411-0053



Glue boards, traps and more from AP&G

AP&G is celebrating 65 years of service to the professional pest management industry in part by relocating from Brooklyn, N.Y., to a 171,000-sq.-ft. facility in Bayonne, N.J. From its new, larger headquarters, the company continues to produce a variety of rodent and insect control products. Among its offerings this year at PestWorld are:

- The **72MB Glue Board Series** is available in a variety of strengths and signature scents to fit a given account's needs. Featuring a 30-sq.-in. trapping surface, the traps will not harden, even after the release paper is removed, for at least one full year when used under normal conditions.
- The **288i and 100i Insect Traps & Monitors** are pre-baited with food-grade molasses and are easy to use and retrieve. They feature an adhesive backing for placement anywhere and in any position — even upside-down.
- **Catchmaster Gold Stick Fly Traps** feature proprietary, non-toxic



Granular Fly Bait — with no offensive odor and no mess. The traps are clean, long-lasting and effective in high and low temperatures. They can be used in facilities inspected by the U.S. Department of Agriculture and U.S. Food & Drug Administration.

- Economical and simple to use, **Powder-Coated Multi-Catch Mouse Traps** feature smooth inner rims without sharp edges, making it easy to quickly dispose and replace Catchmaster 72TC glue boards. The traps are designed for

use in schools, medical facilities and other sensitive accounts. They feature a durable finish and provide discreet black and white color options for specific placements.

- The **814CM Clothes Moth Traps** feature an all-natural attractant using naturally occurring pheromones to attract webbing clothes moths and case-making clothes moths and interrupt breeding cycles. The attractant is designed to be fast-acting and long-lasting. With a printed grid and integrated pest management (IPM) chart, the glue traps function as a non-toxic monitoring device for both proper species identification and easy population observation.



75 E. 2nd St.
Bayonne, NJ 07002
CatchmasterPro.com
800-458-7454



Aprilaire helps PMPs deliver humidity control solutions for pest prevention

Providing humidity control — and delivering comfortable, healthier indoor air — has been the business of Aprilaire since its inception in 1938.

Aprilaire products have been imitated, but never duplicated. It has expanded on its line of Indoor Air Quality (IAQ) solutions to include thermostats, ventilation, air purifiers, humidifiers and dehumidifiers. Its commitment to providing innovative IAQ solutions continues today, and includes ongoing programs of testing, engineering, research, product refinement and practical experience.

As a leader in the heating, ventilation and air-conditioning (HVAC) industry, Aprilaire has worked closely with associations such as the Air-Conditioning and Refrigeration Institute (ARI) and the American Society of Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE) to design effective, efficient and reliable products.



Aprilaire is committed to its trade partners in the HVAC industry, as well as to pest management professionals (PMPs) — offering products that are not available in retail settings and providing quality customer service. Its complete line of dehumidification solutions meet the need of PMPs to address excess moisture and humidity issues in crawlspaces, basements and through the whole home.

Controlling humidity levels offers customers added protection against pest re-infestations, promoting improved customer satisfaction for PMPs. This allows Aprilaire to deliver on its continued promise to create a healthier, more comfortable home environment while improving energy efficiency and helping to protect the structural integrity of the home.

DEHUMIDIFIER BENEFITS TO PMPS

- **EASY INSTALLATION** – Convertible top and side air discharge locations, small cabinet and no P-trap. Digital control walks the installer through initial setup.
- **BASEMENT AND CRAWLSPACE MODELS** – Excess moisture in basements and crawlspaces creates odors, promotes mold growth and foundation damage. Unlike small portable units, Aprilaire has a full line of dehumidifiers with the capacity to meet the demanding moisture removal needs of basements and crawlspaces.
- **DURABILITY AND WARRANTY** – Five-year bumper-to-bumper warranty, 15-plus year system life expectancy and e-coated coils that resist corrosion.
- **PREVENT OVER-COOLING** – Help reduce high humidity in homes where shorter air conditioner run times fail to remove enough moisture for optimal comfort.



1015 E. Washington Ave.
Madison, WI 53703
AprilairePartners.com/pest
800-334-6011





Bird B Gone
Manufacturing Facility

Bird-B-Gone celebrates 25 years of service

Bruce and Julie Donoho started Bird-B-Gone out of their home in 1992. Since the first spike design was patented, Bird-B-Gone has grown to offer more than 400 affordable and humane bird control products — from bird spikes manufactured in its facilities in Santa Ana, Calif., to the latest in laser bird deterrent technology.

When you partner with Bird-B-Gone, you become part of its family. You benefit from the expertise of its staff (with more than 90 years of combined experience), quality products and service, on-site training, sales leads, free marketing materials and more.

The 25th anniversary celebration will kick off at PestWorld next month. Celebrate with Bird-B-Gone throughout 2017, with special discounts, increased support and training, along with some special events coming to cities all over the country.

HIGHLIGHTS

- Bird-B-Gone's products are manufactured in the USA. They are designed to meet the highest standard of quality in the industry and offer long guarantees.
- Bird-B-Gone University, a free training course, was established in 2006. Over the past 10 years, more than 3,500 individuals looking to expand their primary bird management business or add an additional service to their existing business have graduated from the University.
- Bird-B-Gone makes it a priority to stay on top of the latest advancements in the bird control industry. It incorporates new technologies with tried-and-true methods to optimize its products for bird management professionals.



15375 Barranca Parkway,
Building D
Irvine, CA 92618
BirdBGone.com
800-392-6915



Burrtec Co. Ltd. keeps pests out, profits in

Burrtec specializes in sealing brushes for doors and roller shutters. It supplies a variety of brushes to pest management professionals (PMPs) in Japan, and has the top share of door sweeps and roller



Kimihiko Suematsu
President

shutter brushes in the country.

The Burrtec team combines the experience, know-how and technical capabilities they have fostered over many years to solve pest

problems on the factory floor. They're now looking to expand their expertise and use of their quality products worldwide.

With exclusion being an important aspect of integrated pest management (IPM), the new BURRAT Samurai armor door sweep was developed based on PMPs' requests for a high-quality rodent deterrent. It features a stainless steel frame with a surface finish



that is impervious to the teeth of rodents. There are bristle length options for rats or mice. Installation is simple, and replaceable brushes are available.

Burrtec also features the BURRCUT Flex door sweep, which prevents the entry of insects (including German cockroaches), dust, wind and snow through all gaps in industrial environments, restaurants, museums, and more. Easily mounted on door edges with strong double-sided tape,

the elastomer rubber frame makes it easy to cut to fit your dimensions and/or to make cutouts. The flexible frame can even be fit to curved doors.



1-4-12 Nakano-cho
Miyakojima-ku,
Osaka 534-0027
JAPAN
Burrtec.co.jp/english



CleanBrands guarantees durability, protection

It's no secret that bed bugs aren't going anywhere. In fact, the number of reported bed bug cases are on the rise. That is why CleanBrands has created a product that can withstand continued wear and tear and outlast the life of the bed bug.

The CleanRest PRO mattress and box spring encasements



Peter Daniello
Account Manager

come with a 10-year, no-rip commercial warranty. They are engineered to be bed bug-proof, tear-proof and waterproof, and were designed with stretchy side walls, for ease of installation.

CleanBrands is committed to innovation, and has developed patented technology that keeps bed bugs out. The company's MicronOne fabric blocks out anything larger than 1 micron, and its Zip-N-Click zipper locking mechanism ensures the most vulnerable place on an



encasement stays secured. By using CleanBrands' tear-proof encasements, pest management professionals (PMPs) can reduce their number of callbacks and get ahead of customer complaints.

In an ever-changing, technology-crazed society, customer satisfaction is more important than ever. With social media, apps and websites that are dedicated to consumer reviews, customers have the ability to share their pest management service experience — positive or negative — in the palm of their hands. It is crucial that PMPs manage their reputation and brand. By using quality products in their day-to-day services, they can influence the customer experience.

“We are committed to our customers' success, and want everyone to have the same level

of confidence in our product as we do,” says CleanBrands Pest Control Account Manager Peter Daniello. “If you haven't yet had the opportunity to work with our encasements, we pride ourselves on our free sample program. Stop by our PestWorld booth, or call or visit us online anytime.”



CleanBrands
The Healthy Living Experts™

240 Bald Hill Rd.
Warwick, RI 2886
CleanBrands.com
877-215-7378



GPS Insight delivers efficiency to PMP fleets

GPS Insight understands that every professional pest management fleet has different challenges and needs, and its global positioning satellite (GPS) tracking solutions were built with that in mind. By providing flexible GPS tracking solutions that are tailored to your pest control business, the company gives you the information you need to oversee fleet operations and ultimately reduce costs, reduce risk, and increase revenue.



Rob Donat
Founder and CEO

Using GPS Insight, you can expect to save big money on fuel and labor costs, improve

fleet safety with insight to driver behavior and enhance dispatching with real-time location and status updates, the company says. You'll also make your customers happy with accurate estimated times of arrival (ETAs), proof of service and quick emergency response.

PRAISE FROM THE PROS

“Speeding is down. Accidents are down. Total mileage per service is down. Gas expense is down. I am happy to recommend them to anyone!”

— *Scott Gneiting, Owner, Bug Pro Pest Control, Newport Beach, Calif.*

“Having GPS Insight allows us to now tell customers what date, time, and how long we were there to service their homes.”

— *Dayton Hilton, Owner, Dayton's Pest Control, Knoxville, Tenn.*



“It has paid for itself. I don't have a problem paying for it each month, because without it, I know our costs would be a lot more.”

— *Fred Willey, President, Invader Pest Management, Glendale, Ariz.*



7201 E. Henkrl Way
Scottsdale, AZ 85255
GPSInsight.com
480-663-9454



Kness Manufacturing Co. celebrates Ketch-All's centennial

As a young, widowed father of six, Austin Enos "Brick" Kness took a job with Audubon (Iowa) High School as a custodian in 1924. Mice were prevalent at the school, and led Kness to the idea of the "box"



Brick Kness
Founder



Kathy Kness Wauson
President

trap. He built the first trap from a square oilcan, a tuxedo tobacco can, a spring from a curtain rod and the wood base from a crate. The first night he set his trap, he captured five mice. He was elated and showed the teachers and his friends. He was encouraged to build others

for his friends and to seek a patent.

By 1927, Kness Mfg. Co. was formed to produce the Ketch-All Automatic Mousetrap and another of Kness' inventions, the Roto-Bow tree saw.

Other popular products in the company's ever-expanding product line include the Pro-Ketch Multiple Catch Mousetrap, Snap-E Mousetrap and Big Snap-E Rattrap — as well as its most recent product, the Nara Lure, a rodent attractant.

As Kness Manufacturing looks forward to celebrating its



centennial in 2017, it continues to provide pest professionals with the Ketch-All Multiple Catch Mousetrap. But the company, led since 1986 by Kness' granddaughter Kathy Wauson, also has some new products in the pipeline. Learn all about them at the company's booth at PestWorld next month.



Kness Mfg. Co., Inc.

2053 Highway 5 South
Albia, IA 52531-0070
Kness.com
800-247-5062



ServicePro keeps PMPs connected to techs, customers

ServicePro is the creator of ServSuite, a web-based, multi-browser, pest management professional (PMP) enterprise software solution. Service Pro focuses on office task automation — saving its customers from unnecessary paperwork, and helping them better manage their time and money.

ServSuite's core modules offer a way for PMPs to schedule technicians' workdays, to visually

route their scheduled services, do invoicing and billing, do inventory, fleet management, email marketing, and a lot more. In the last couple of years, Service Pro has extended ServSuite's mobile functionality by working on integrated solutions with its mobile application.

The ServicePro Mobile App is a complete companion to the ServSuite desktop version. The desktop and mobile solutions can be synced, to provide a connection between services performed out in the field and tasks completed in the office. This creates a paperless environment to help save on time, money and labor costs.

The mobile app is fully integrated with ServicePro's GPS Module, so in addition

to work order completion, invoicing, billing and credit card processing, PMPs can also follow technicians' daily routes and get full reports on their driving behavior, as well as every turn they decide to take.



Dick Deering, founder and CEO of ServicePro, with his son, COO Andy Deering, and daughter, CIO Kim O'Connor.

NEW FOR 2016

Two new ServicePro features are also being highlighted at PestWorld next month:

- **ServSales** provides the ability to manage sales prospects for various sales processes, including cloverleaf and door-to-door sales.
- **ServSign** allows PMPs to digitally sign forms, proposals and contracts, and even store them automatically on a customer account.

While at the ServicePro booth, also make sure to ask about **ServSensor**: The remote monitoring solution watches over your inspection sites 24/7, sending you updates on rodent or wildlife activity.

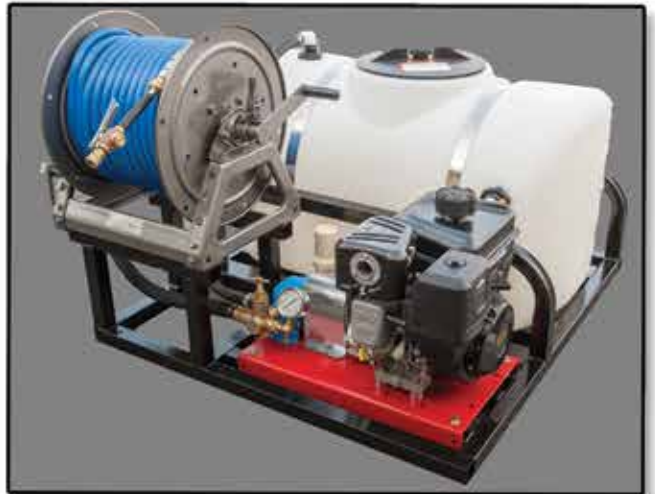


1535 Georgesville Rd.
Columbus, OH 43228
ServicePro.com
614-874-4300



OLDHAM

OLDHAM CHEMICALS COMPANY, INC.



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Build a Rig
to Meet
Your Needs*

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www.OldhamEquip.com

1-800-888-5502