

THE INDUSTRY'S LEADING TECHNICAL JOURNAL SINCE 1933

PMP Pest Management PROFESSIONAL

MUST-SEE EXHIBITS



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Amvac expands line, expands your control

During PestWorld, Amvac will debut two additions to its portfolio:

- **Avesta CS** is a powerful insecticide used as an effective perimeter application for residential and commercial sites. It can also be used to eliminate pests in and around poultry houses.
- Controls dozens of pests, including ants, cockroaches, spiders, flies and ticks.
- Active ingredient: lambda-cyhalothrin.
- Available in 8- or 32-oz. easy-to-use, squeeze-and-pour bottles.



A VESTA CS



Navigator SC is an effective pre- and post-construction termite control product, offering professionals exterior perimeter/localized interior (EP/LI) applications. Use it to kill a variety of subterranean termites

and protect homes against future infestations.

- Protects against more than termites, controlling other perimeter pests like ants.
- Active ingredient: fipronil.

COMPLEMENTS PROVEN PRODUCTS

Avesta CS and Navigator SC are the ideal complement to the Nuvan product line — including the Nuvan ProStrips family line and Nuvan Directed Spray Aerosol — for control of bed bugs, bed bug eggs, ants, cockroaches, bees, wasps, flies and other labeled pests. Also part of this line is the Nuvan Fog family, made up of Nuvan Fog 5%, Fog 4EC and Fog 2EC. The fog line is an extension that focuses on killing flying and crawling insects most commonly treated in industrial areas, such as flies, mosquitoes, wasps, gnats, moths, cockroaches, ants, silverfish and various beetles.

In addition, ProVerde is the Amvac line of environmentally friendly pest management

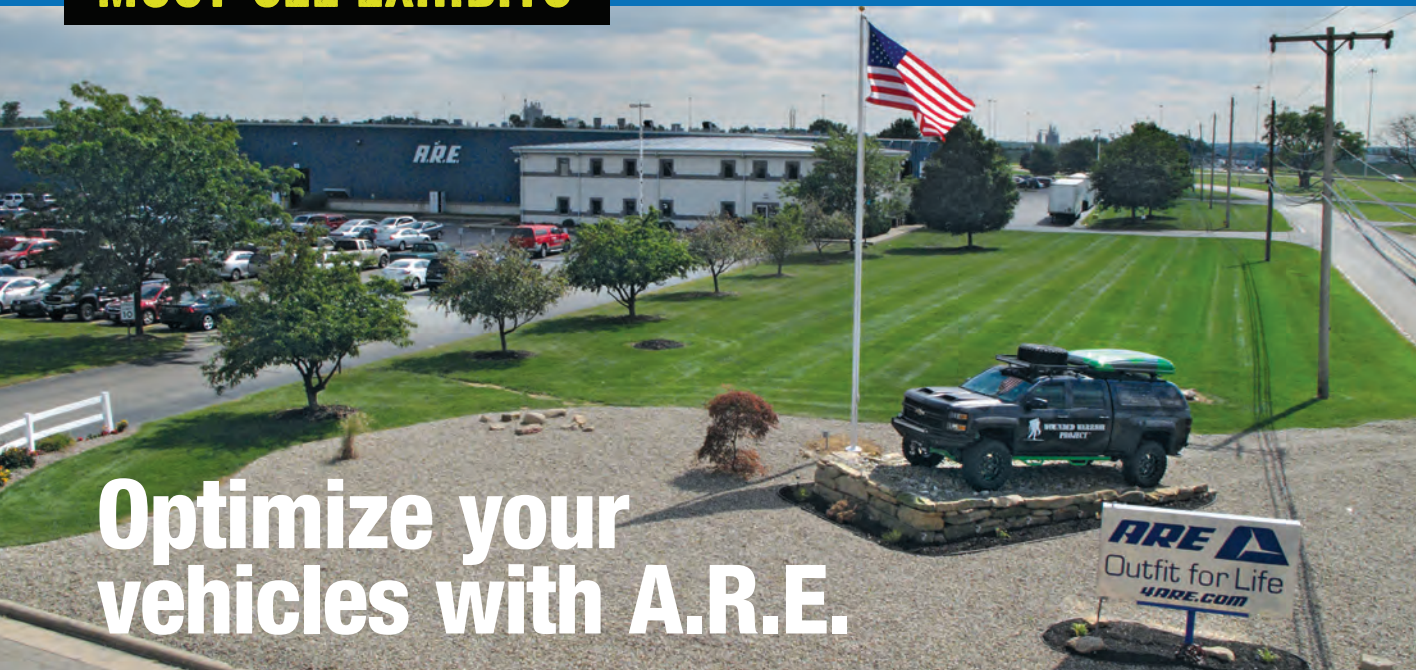
products. Available as a broad-spectrum spray or dust, as well as a targeted wasp and hornet spray, ProVerde harnesses the synergistic compounds of non-toxic, botanical-based ingredients for exceptional performance. It's exempt from the Federal Insecticide, Fungicide & Rodenticide Act (FIFRA) 25(b), and is considered to be safe for use around humans and pets.

PROVERDE™



4695 MacArthur Ct., #1200
Newport Beach, CA 92660
Amvac-Chemical.com
888-462-6822





Optimize your vehicles with A.R.E.

A.R.E. Accessories LLC manufactures truck caps and tonneau covers for light- and medium-duty pickup trucks. The company, founded in the late 1960s, started off building wood-framed truck caps out of a small garage located in the heart of Ohio's Amish country. Starting with just three employees, A.R.E. has now grown to more than 600 employees across three ISO 9001:2008 certified manufacturing facilities and one West Coast distribution center, achieving the ability to serve all of North America.

A.R.E. manufactures a variety of different bed covers, with quality and innovation as the foundation for each new product birth. Today's market demands style and function, and A.R.E. has gone to

great lengths to develop models to meet the needs of various industries and trades. When it comes to pest management, A.R.E. offers specific solutions designed to keep technicians organized and safe while on the job.

For more than 48 years, the focus of A.R.E. has been quality, service and innovation — to manufacture quality fiberglass and aluminum truck caps and tonneau covers. From its humble beginnings, A.R.E. has grown by taking a personal approach to understanding and meeting customers' needs. A.R.E.'s trained and dedicated customer service staff is there to ensure outfitting your truck for the job at hand is as quick and easy as possible. Because not all companies and technicians have the same needs in how their pickup trucks are outfitted and organized, A.R.E. and its authorized distributors are there to walk you through the many available products and options. There is sure to be a solution that will help keep your equipment safe, secure and organized.



heavy-duty aluminum, the **Deluxe Commercial Unit (DCU)** is popular for its ability to fit specific needs. 4are.com/product/commercial_aluminum

- The **ToolMaster Series** truck cap blends the styling benefits of fiberglass while maintaining functionality. It is available in three different model profiles (V, CX, MX), each with their own unique properties. 4are.com/fleet/toolmaster
- The **3DL Series** tonneau cover is built off the platform of the award-winning LSII Series tonneau cover, but adds improved access and organization for your truck bed with its side access points. 4are.com/fleet/3dl



400 Nave Rd. SE
Massillon, OH 44646
4ARE.com
330-830-7800



PRODUCT HIGHLIGHTS

- With more than 200 different variations, and constructed of

Sweep your competition with Burrtec products

Burrtec supplies to pest management professionals (PMPs) in Japan a variety of sealing brushes for doors and roller shutters, and notes that it has the top share of door sweeps and roller shutter brushes in the country. It's now offering its products and expertise worldwide.

PRODUCT HIGHLIGHTS

Because exclusion is an important aspect of integrated pest management (IPM), the Burrat Samurai armor door sweep was



Kimihiko Suematsu
President

developed based on PMPs' requests for a high-quality rodent deterrent. There are bristle length options for rats or mice. Installation is simple, and replacement brushes are available.

Various tests have proven that rodents are also unable to chew through the Burrat's high-quality stainless steel frame. To learn more, watch a three-and-a-half-minute,



Brush components are replaceable.

humorous, anime-influenced installation video online at [YouTube.com/watch?v=bbU2wie15rY&feature=youtu.be](https://www.youtube.com/watch?v=bbU2wie15rY&feature=youtu.be). The video explains how unscrupulous rats can get underneath your client's doors, even with rubber door sweeps, The Burrat Samurai Armor door sweep takes into account the height of the rodents and their skull size to ensure your clients are protected.

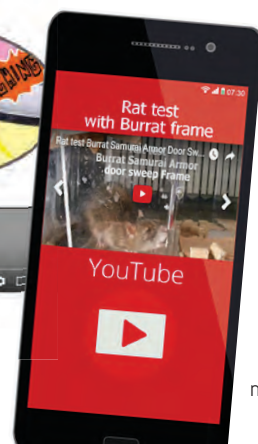
Why do PMPs need a Burrat Samurai Armor door sweep? If the door has a gap of approximately 1/4 inch or more, a rodent could pass through the gap. Their teeth are very strong — so it has to be a stainless steel frame to prevent entry!



Two bristle heights are available, for rats or mice.

BURRTEC CO., LTD

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Miyakojima-ku,
Osaka 534-0027
JAPAN
Burrtec.co.jp/english



CleanBrands offers free samples, shipping program for PMPs

At CleanBrands, we believe in being good partners. In fact, innovation, technology, quality and customer service are the cornerstones of our business. We have invested years in developing an encasement line that can withstand the rigors of all your bed bug jobs, without sacrificing comfort for your customers. We are invested in helping make your jobs easier, more efficient, and more profitable.

By using our encasements, you can reduce the number of callbacks and get ahead of customer complaints.

“We are successful when our customers are successful, which is why I have invested so many resources to develop a comprehensive partnership program for our qualifying PMP partners.”



Peter Daniello
Pest Division
Director of Sales



In an ever-changing, technology-crazed society, customer satisfaction is more important than ever. With social media and apps/websites that are dedicated to consumer reviews, customers have the ability to share their experience — positive or negative — in the palms of their hands. It is crucial that you're managing your reputation and brand. By using our high-quality encasements in your day-to-day services, you can influence the customer experience, and protect your reputation.

But don't just take our word for it. We want you to put our product to the test. CleanBrands offers a comprehensive and generous free sample program for qualifying pest management professionals (PMPs). We believe in our product; we stand by it with a 10-year warranty, and we want you to believe in it, too. Stop by our PestWorld booth for details.

In addition to our free sample program, we also offer free freight on monthly orders, tools and resources to help you sell encasements on every residential and commercial job, with a dedicated support staff to answer all of your questions. We are committed to our customers' success, and want everyone to have the same level of confidence in our product as we do.



CleanBrands
The Healthy Living Experts™

240 Bald Hill Rd
Warwick, RI 02886
CleanBrands.com
877-215-7378



GPS Insight tailors solutions to your fleet

GPS Insight understands that every professional pest management fleet has different challenges and needs, and its global positioning satellite (GPS) tracking solutions were built



Rob Donat
Founder and CEO

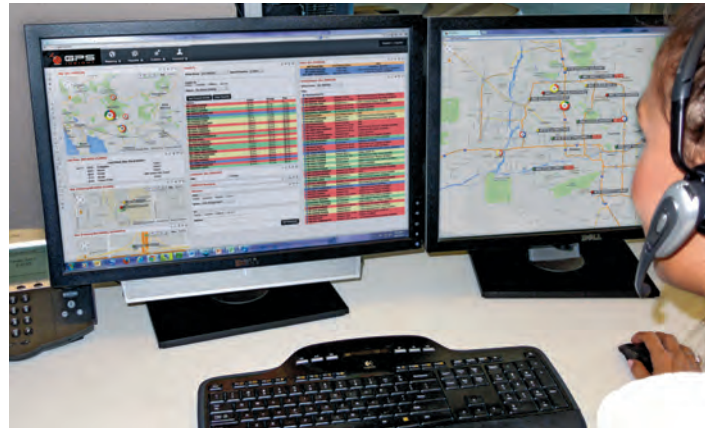
were built with that in mind. By providing flexible GPS tracking solutions that are tailored to your business, the company gives you the information you need to oversee fleet operations and ultimately reduce costs, reduce risk and increase revenue.

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.

"Speeding is down. Accidents are down. Total mileage per service is down. Gas expense is down," reports Scott Gneiting, owner of Bug Pro Pest Control, Newport Beach, Calif. "I am happy to recommend them to anyone!"

Fred Willey, president of Glendale, Ariz.-based Invader Pest Management, agrees: "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."



AT THE GPS INSIGHT BOOTH...

- View Live Demos of the company's award-winning GPS tracking solutions.
- Get your copy of the 2017 State of the Fleet Management Marketplace Report.
- Prepare to be amazed by our world-class magician.
- Receive great giveaways!



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



Kness Pest Defense is poised for continued growth

Build a better mousetrap and the world will beat a path to your door.

That's exactly how Kness Mfg. Co. Inc. got started in 1924 by its founder, Austin Enos "Brick" Kness, who invented the first multiple-catch mousetrap while working as a janitor at a high school in Audubon, Iowa. Mice were invading the lunches of students, so the enterprising young inventor took matters into his own hands and created the prototype for the Ketch-All Multiple Catch Mousetrap.

Strategically located in the Midwest, Kness' team of experienced industry professionals has supplied and manufactured innovative, reliable and easy-to-use pest management products for more than 90 years.

In May 2017, the family-owned manufacturer launched a corporate rebranding initiative, focusing on the world-renowned quality of Kness' pest control products and its exclusive production process. The company's new brand and positioning — "Kness Pest



Defense, Your Best Defense" — embodies both its rich history and its plans for moving forward.

NEW TO DEBUT

• **KritterSense**, an innovative electronic monitoring system, allows the user to connect the device to a range of traps — including snap traps, multiple-catch traps, live animal traps and bait boxes. Krittersense features both a Wi-Fi and cellular system to allow communication

from almost anywhere. Once in place, users can set a preference of notification of triggers by text message, email and app notification.

• **Flies-No-More Solar Trap** features a solar-powered LED light attractant and a banana-scented glue board, which are designed to attract flies and other insects. Kness' new fly trap is easy to inspect, and the scented glue board can be quickly replaced when it has reached its capacity.



P.O. Box 70
Albia, IA 52531
Kness.com
800-247-5062



Neogen unveils rodent control lineup for 2017



Neogen is proud to celebrate 35 years as a leading company in biosecurity, and wants to share its excitement with industry professionals like you at PestWorld 2017. Neogen's extensive history in manufacturing industry-leading rodenticides for the agriculture market has now expanded to bring advanced rodenticide

solutions to the professional pest management market.

Introducing the SureKill Rodenticide lineup for 2017:

- **SureKill Guardian** blocks contain the multiple-feeding anticoagulant diphacinone with a food-quality grain mix, formulated without wax for high palatability and weatherability. This bait is ideal for maintaining rodent populations once control is gained.
- **SureKill Assault** blocks contain bromethalin, ensuring a bait that provides quick cleanouts while controlling anticoagulant-resistant rodents. When your customers depend on you to eliminate populations of rodents in the shortest amount of time, SureKill Assault blocks are the solution.
- **SureKill Command** blocks and place packs provide the

single-feed, second-generation bait bromadiolone to solve the dual-purpose needs of today's industry leaders. For everyday rodent control needs — be they maintenance or quick control — SureKill Command will meet expectations.

Neogen has found that its success is driven by your continued partnership and support. We understand that protecting your customer is top priority, and our comprehensive line of SureKill products is available to meet your customer's demands. From insect and rodent control products to application equipment, the SureKill brand is backed by more than 30 years of specialty manufacturing capabilities. Our commitment to high quality insect and rodent control products makes SureKill your new partner in effective pest control.



620 Leshar Place
Lansing, MI 48912
Neogen.com
517-372-9200



Protect-A-Bed has your customers covered

Protect-A-Bed offers a complete, non-chemical bed bug detection, protection and prevention system. From small parcel heat treatment, to passive detection, and long-lasting mattress and box spring protection, the Protect-A-Bed pest defense system is designed to not only be effective, but to add value to both your commercial and residential services.

Stop by the Protect-A-Bed booth during PestWorld to learn how its pest defense system can improve your onsite results, reduce labor costs and increase effectiveness.



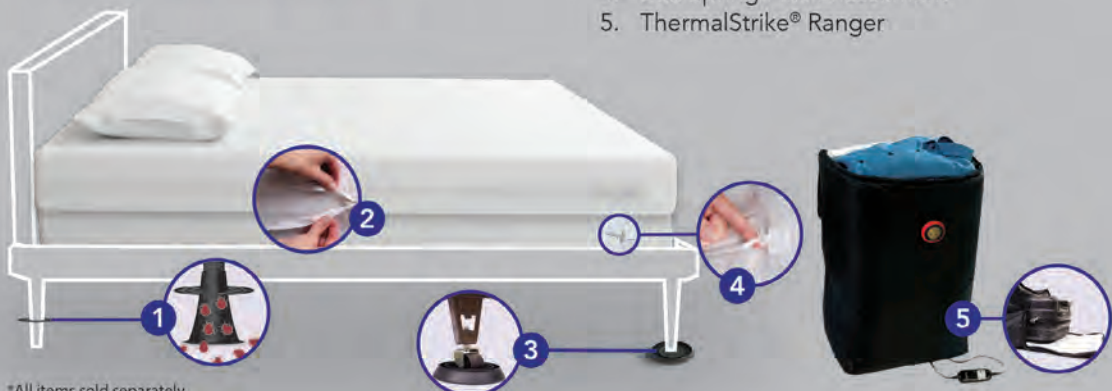
1500 S. Wolf Rd.
Wheeling, IL 60090
ProtectABed.com
866-297-8836



PROTECT-A-BED Every Mattress Needs Protection[®] **ULTIMATE PEST DEFENSE SYSTEM**

Our products work together to provide engineered protection while giving you early detection.

1. LightsOut[®] Bed Bug Armour
2. AllerZip[®] Smooth Bed Bug Encasement
3. LightsOut[®] Bed Bug Detector
4. Box Spring Plus Encasement
5. ThermalStrike[®] Ranger



*All items sold separately

ServSales is a one-stop PMP business solution

ServSales helps customers run a smoother business, by helping increase sales efficiency and revenue. It's a prospect and sales management software platform that can also be considered a lead management program or a customer relationship management (CRM) solution for all businesses operating in the pest management industry.

Its functionality exists in the ServSuite core application, too, but because it's completely mobile-friendly, it can also be used on a tablet while completing services out in the field.

It can be used to automatically populate an address that is nearby the houses that are already being serviced. The interactive map allows for easy updates, managing and adding new prospects. It uses a device's location services, and Google Maps to show detailed street or satellite information. It then pulls the address right from Google to avoid having to enter it. This is useful for door-to-door sales, summer sales programs and cloverleafing, to name a few.

Last but not least, ServSales can be used to put together a proposal

on the spot, as well as digitally sign documents like proposals. It's equipped with a scheduling feature that helps keep information organized. Its Calendar function allows scheduling various tasks throughout the sales cycle, including leads, callbacks and proposals.

NEW FOR 2017

Route Optimization allows you to create the best version of your technician schedules and routes, and create the most effective agenda for your busy week. You can select the routes and date range, and choose from the module's various optimization options — taking into account technician shifts, lunch hours, work days, holidays, etc. It uses advanced algorithms for scheduling and rescheduling that allow a user to pick the best available routes, by simply dragging and dropping the event in the calendar. Users can set a Buffer Time, referring to the time range in which they would want the service to be scheduled.

The functionality algorithms of Route Optimization will stop services and technicians from overlapping, allow for scheduling at a given time range, and allow for

easily editing the route start time. Technicians can even leave minutes available for new sales, building in a time gap on a certain route that they will use to expand business in the area. You can receive various reports on how much you've saved with Route Optimization, such as mileage improvement, U-turn count, left turn count, and total drive time saved.

Also new for ServSuite in 2017 is the ability for a company to create a personalized customer feedback survey. Surveys can be emailed to customers right after a service has been performed, or at any conveniently chosen other time. The email can contain a description of the service provided, and details on the technician who provided it.



ServSuite[™]
by ServicePro

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



New brand identity, expanded footprint for Target Specialty Products

This spring, Target Specialty Products debuted its comprehensive rebranding effort, complete with a refreshed logo and upgraded website. The reimagined look reflects the integration of Residex into the Target Specialty Products brand, further establishing its position as a principal distributor of pest management solutions and supplies across a growing network — with 41 branch locations in the United States and Canada.

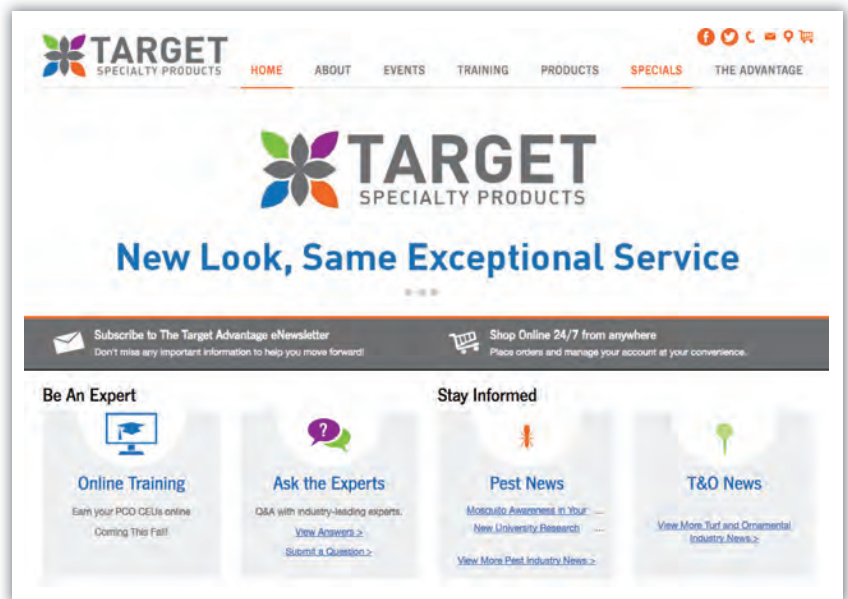
Target Specialty Products' 2016 acquisition of Residex, the largest privately owned specialty

“Our hope is that our upgraded online presence will deliver improved engagement, enriched content, and enhanced functionality to our audiences.”

Todd Ferguson
Head of Target Specialty Products



15415 Marquardt Ave.
Santa Fe Springs, CA 90670
Target-Specialty.com
800-352-3870



chemical distribution business in the United States, increased the distribution company's footprint to the Midwest, Southeast and Northeast and positions the expanded company as an undeniable leader in the marketplace. The merger presented the opportunity to blend the characteristics of Residex and Target Specialty Products' respective logos in order to create a unified look and feel for the newly established identity. The renovated website unites the two brands, enhances e-commerce offerings and creates national access to provide increased convenience for suppliers and consumers.

“Through this cohesive integration, Target Specialty

Products has reimagined our overall brand aesthetic and online offering to provide the most modern and efficient user experience,” says Todd Ferguson, head of Target Specialty Products. “Our hope is that our upgraded online presence will deliver improved engagement, enriched content, and enhanced functionality to our audiences.”

The continued rollout of Target Specialty Products' rebrand will include updated building signage, uniforms, vehicles and company literature to align with the new design. Come visit the Target booth at PestWorld to learn about upcoming product specials, training in new products and regulatory issues, and more.

Oldham

CHEMICALS COMPANY, INC

Introducing

Fendona™ CS

Controlled Release Insecticide

Fendona CS Insecticide combines an advanced encapsulation with the active ingredient alpha-cypermethrin to provide powerfully effective perimeter pest control.



**Powerful perimeter
pest control -
Now and Later**



**Ask about
our free
B&G offer**

- **Fast-acting and long-lasting:** New formulation with unique encapsulation technology kills insects fast and is highly effective for months on labelled pests.
- **Sustainable and efficient:** Decreases labor costs with the option to extend application intervals for mosquitos, and reduces callbacks for perimeter pest accounts.
- **Flexible and effective:** Labelled for more than 60 arthropod pests and a broad range of use sites including structural and lawn and ornamental.

www.OldhamChem.com

1-800-888-5502