

THE INDUSTRY'S LEADING TECHNICAL JOURNAL SINCE 1933

PMP Pest Management PROFESSIONAL

MUST-SEE EXHIBITS



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SPECIAL ADVERTORIAL INSERT

NPMA PestWorld 2020 Schedule at a Glance

Editor's Note: All times are Eastern Daylight Time. Schedule is subject to change. Note that several "on-demand" sessions will be released each day as well. Visit PestWorld2020.org/program/schedule-at-a-glance for the latest version of the schedule and details on each of the sessions.

TUESDAY, OCT. 13

11:30 a.m. to 12:30 p.m.:

Opening Ceremony —
Sponsored by Bayer

12:30 p.m. to 2 p.m.:

Exhibit Hall Prime Time* —
Sponsored by Bayer

2 p.m. to 3 p.m.:

Concurrent Sessions

3:30 p.m. to 4:30 p.m.:

Concurrent Sessions

5 p.m. to 6 p.m.:

Rat Behavior and the Impact of COVID-Related Human Behavior Changes, presented by Dr. Bobby Corrigan, RMC Consulting, New York, N.Y. (PMP Hall of Fame, Class of 2008)

WEDNESDAY, OCT. 14

9 a.m. to 11:30 a.m.:

Exhibit Hall Prime Time* — Sponsored by Corteva Agriscience

11:30 a.m. to 1 p.m.:

Opening General Session Featuring Leon Logothetis — Sponsored by Corteva Agriscience

1:30 p.m. to 2:30 p.m.:

Concurrent Sessions

3 p.m. to 4 p.m.:

Concurrent Sessions

4:30 p.m. to 5:30 p.m.:

Beyond "The Right Thing to Do": A SMART Approach to Diversity, presented by Janet Stovall, UPS, Atlanta, Ga.

5:30 p.m. to 6:30 p.m.:

In the Mix. All attendees welcome. Presented by the National Pest Management Association's (NPMA's) Diversity Council, Leadership Networking Community, PestVets and Professional Women in Pest Management (PWIPM). — Sponsored by Corteva Agriscience, Ecolab, FMC, ServicePro

THURSDAY, OCT. 15

The Professional Women in Pest Management group (PWIPM) encourages everyone to wear pink and/or your PWIPM gear on Thursday to show your support for women in pest management.

9 a.m. to 11:30 a.m.:

Exhibit Hall Prime Time* —
Sponsored by UPG

11:30 a.m. to 1 p.m.:

Industry Awards and General Session Featuring Ben Nemtin —
Sponsored by Syngenta

1:30 p.m. to 2:30 p.m.:

Concurrent Sessions

3 p.m. to 4 p.m.:

Concurrent Sessions

4:30 p.m. to 5:30 p.m.:

PestWorld Closing Session: Nashville Nights — Sponsored by MGK

** PestWorld attendees will have access to the exhibit hall 24/7 during the convention, but booth personnel will be available to live-chat during designated Prime Time hours.*

PHOTO: PESHKOV/ISTOCK / GETTY IMAGES PLUS/GETTY IMAGES;
ON THE COVER, GETTY IMAGES; NANTONIX, MALLIA/ISTOCK / GETTY IMAGES PLUS

BASF offers game-changing chemistries for residential and commercial applications

With BASF's pest control solutions, pest management professionals (PMPs) can confidently bring customers the victories they need at home, work and beyond. BASF's playbook contains an arsenal of cutting-edge products that help you dominate even the toughest pest opponents. Together, we're a winning team. Key solutions include:

TERMITES

- In field studies, termites find **Trelona ATBS** stations very quickly. Plus, an annual inspection label means protection year-round — saving time and cutting labor costs with fewer visits to bait stations.
- **Termidor HE** controls termites with breakthrough molecular technology. It cuts time and labor costs by allowing for small trenches, few drill holes and shallow treatment depths.
- Get precise applications and a continuous zone of treatment with **Termidor HP**. This advanced injection system eliminates trenching and rodding, and allows for optimized efficiency and minimized labor.



RESIDENTIAL

- **Fendona CS** is labeled for more than 60 arthropod pests — and delivers quick results. Use this perimeter control product on a wide range of sites, including residential lawns and ornamentals.
- **Alpine WSG** lets you go almost anywhere pests go, with a flexible label for indoor, outdoor and off-structure spaces. Make plays against ants, cockroaches, fleas, stink bugs and more with this completely dissolvable, clear and odorless granule.
- For superior control in almost any conditions, **Phantom** is a breakthrough termiticide-insecticide product with non-repellent technology. It offers long-lasting control and a cost-effective solution for termites and other common residential pests.
- With undetectable, non-repellent technology, **Termidor SC** termiticide-insecticide has proven effective in perimeter pest control for spiders, cockroaches, ants, earwigs and more. Its exclusive Transfer Effect allows ants and termites to cross through treatment areas, resulting in colony elimination.



COMMERCIAL

- Discover the complete lineup of **PT Brand Pressurized Insecticides**, a series of high-performance aerosol formulations that are premixed and ready-to-use for precise crack-and-crevice application — with no extra equipment or cleanup.
 - Control entire rodent infestations within just seven days with **Selontra Rodent Bait**. The stop-feed action of its non-anticoagulant active ingredient means a little goes a long way.
 - Use the **Alpine Cockroach Gel Bait** two-reservoir rotation system to help prevent bait aversion from developing in your accounts. This fast-acting duo provides reliable control, with the active ingredient dinotefuran having been granted reduced-risk status by the U.S. Environmental Protection Agency for use in public health and food-handling areas.
- Stay tuned for a new, game-changing perimeter pest control product coming next year.



BASF
We create chemistry

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Bird-B-Gone is your partner in bird control and public health

For nearly three decades, Bird-B-Gone's products have helped pest management professionals (PMPs) stop the spread of disease by solving pest bird problems in commercial, industrial, recreational, government and residential settings across the globe.

With this year's heightened sensitivity surrounding disease and sanitization, now is the time for PMPs to provide their customers with peace of mind. Be sure to stop by Bird-B-Gone's PestWorld 2020 booth to learn how to creatively capture new revenue on the exterior of the building by eliminating pest bird activity — and the 60-plus communicable diseases they bring, including *Salmonella*, histoplasmosis, *E. coli* and West Nile virus.

Easy to install and made in the USA for same-day shipping, Bird-B-Gone's two newest products empower PMPs to deliver more sanitary structures on the first service call, every service call:

- **Avian Block** is a bird repellent that disperses methyl anthranilate into the air. The patented product



is ideal for structures, patios, dining areas, trees and more.

- Capture more business on the outside of the structure with **SpectrumV Holographic Bird Gel**.

This easy-to-use, long-lasting sensory bird deterrent is made in the USA, so PMPs get same-day shipping while saving big on material cost. Make sure you start saving a "Buck-A-Puck" today.

DAILY PRIZES, GAMES AND MORE

Don't miss your chance to have some fun, win some prizes and



learn how to grow your business through bird control: Stop by Bird-B-Gone's virtual booth to learn how you can save big on material cost, add incremental growth to your business, and take advantage of this year's amazing show specials. The team can't wait to "see" you! There will be daily prizes, live video, show specials, free samples and more.

MORE THAN JUST BIRD CONTROL

The Bird-B-Gone story started in a garage in 1992. Co-Owners Bruce and Julie Donoho and their team have steadily grown the company every single year.

Today, Bird-B-Gone owns and operates a manufacturing facility right here in the United States that makes and ships products all over the world. As the company motto says: At Bird-B-Gone, it's more than just bird control products; it's faith, family and friends.



 **BIRD•B•GONE®**
PROFESSIONAL BIRD CONTROL PRODUCTS

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CSI adds to its success by helping PMPs

2020 has been a year that none of us will forget, but the show must go on! PestWorld 2020 also will be extremely memorable, and CSI is excited to be a part of it. Visit the CSI virtual booth to discover new products and learn about its tried-and-true solutions for your business.

PRECISION DELIVERY SYSTEM

Last year, CSI introduced a game-changing technology — the Precision Delivery System and Doxem Precise — that revolutionized cockroach control in the professional pest management industry. This year, the team is at it again. CSI is rolling out a new member to the product line. Visit the CSI booth to find out more.

COMBINATION CHEMISTRY

Combination Chemistry is the foundation for innovation at CSI. The power of multiple modes

of action to battle complex pest situations and manage resistance development are what drives the company's new product development. CSI designs its proprietary blends to be easy to use, easy to measure and to take the guesswork out of using multiple active ingredients in a single application. The company will be introducing new products to this line at PestWorld; visit the CSI booth to learn more.



CSI'S PRESSURIZED SOLUTIONS

Pressurized Solutions are precision-engineered, from concept to customer. This line of fast-acting, easy-to-use products are an ideal fit for a quick knockdown of various pests. Made in the USA, these tools are university-tested so that they are proven to be effective, quality assured, and cost-effective.

COMING SOON



CSI ACADEMY

In January, CSI introduced CSI Academy. This training series allows pest management professionals (PMPs) and distributors to grow their knowledge of CSI by learning everything they need to know about CSI's best products — including the Combination Chemistry, Pressurized Solutions, Encapsulated Solutions and Bait Solutions product families. This online program is designed to make professional development quick, easy and rewarding: You can easily connect from any location, with any device. You can even earn \$50! Don't miss your opportunity to enroll for the first quarter of 2021.



Control Solutions Inc.
A member of the ADAMA Group

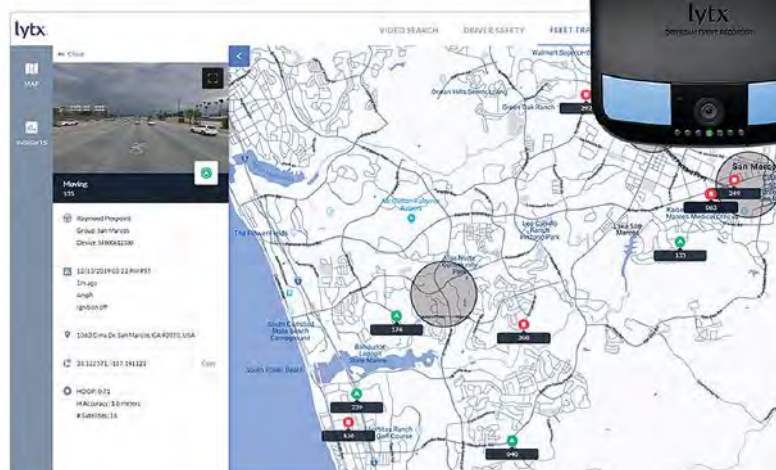
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Lytx equips your business for success with video technology

With a flexible stack of fleet tools, Lytx helps pest management professionals become more efficient, more productive, and stay on schedule. What follow are just five of the ways; visit Lytx's virtual booth at PestWorld 2020 to find out how it can improve fleet management for you and your team:

1. Service verification is easy with video. Video is the ultimate proof, so if a customer claims a pest technician didn't arrive on time, or at all, the combination of video and GPS tracking history can determine whether the customer is mistaken or if the technician should be asked for an explanation.

2. Video telematics help you protect your reputation. Every truck in your fleet represents your brand. As those vehicles spend more time on the road engaging with new customers, there's an increased chance for calls from angry customers (and non-customers) about unsafe driver behavior. With Lytx's DriveCam recorder, it's easy to access and share video on demand.



3. Video is the ultimate proof.

Traditional telematics can pinpoint where a vehicle is, confirm that a swerving incident occurred, etc., but there's no visual explanation of why the incident happened. Video telematics can show why harsh braking occurred, for example — whether it was a deer in the road or the technician driving the vehicle was on the phone and distracted. Video ensures you have the facts you need.

4. Video helps you pinpoint the biggest risks to your fleet. With video, a fleet services manager can verify what the biggest driving risks are. Distracted driving — cell phone use, eating or drinking, smoking, etc. — is certainly a problem, but data gathered from our service-based clients show the single biggest risks are following the vehicle ahead too closely, and not responding quickly enough when something happens. Video and analytics will shine a light on these and any other behaviors that pose significant risks in your

fleet, so you can coach drivers accordingly.

5. Video evidence can protect your business from false accusations.

When it comes to fleet management, video can help you win a lawsuit — or better yet, avoid one altogether. When an accident happens, you can immediately download the video to see the surrounding circumstances, or you can set an incident alert and retrieve video clips over the air for details. The Lytx team regularly sees clients who can provide this information to police and insurance providers in the immediate aftermath of an accident, allowing them to prove the company's technician was not at fault.



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Neogen helps PMPs protect public health

Since 1982, Neogen has been providing an extensive offering of premium products to keep food and animals safe from a wide variety of threats. Neogen produces its line of insecticides at its Pleasantville, Iowa-based Chem-Tech subsidiary, which was founded in 1979. Chem-Tech formulates and manufactures aerosols, liquids, dusts and more, and even offers contract filling services.

New this year for Neogen is its **SureKill Hand Sanitizer**.

It provides pest management professionals (PMPs) with protection no matter the location they are in, whether it be a service vehicle or office. Ideal for multiple uses throughout the

day, it is designed to not dry out your hands or leave you with an unpleasant odor. Available in a 7-ounce or 1-gallon foaming bottle, the formulation decreases disease-causing dermal bacteria by 99.9 percent.



INSECT CONTROL

Neogen's growing portfolio of SureKill insecticides consists of trusted and proven pyrethrum-based formulations. Its premium line of products includes aerosols, dust, ready to-use liquids and concentrates, and equipment, and are used daily by PMPs to kill, repel and flush a wide range of flying and crawling insects. The line includes:

- SureKill CT-511
- SureKill Flusher
- SureKill LD-44T Metered Insecticide
- SureKill Total Release Aerosol

RODENT CONTROL

Neogen's SureKill rodent control formulations come in a variety of formats, including blocks and place

packs, to provide PMPs flexibility to meet their customers' needs. The highly palatable baits contain the anticoagulants bromadiolone and diphacinone, convenient for everyday use, as well as the acute active bromethalin, effective for quick knockdown.

Featuring food-quality ingredients and the ability to last in nearly any climate, SureKill rodenticides provide control quickly and effectively in just small doses. They are designed to be convenient for everyday indoor and outdoor use to control rats, mice and other rodent populations. The product line includes:

- SureKill Command Blocks
- SureKill Command Place Packs
- SureKill Guardian Blocks
- SureKill Assault Blocks



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ContraPest is a pivotal ‘gear’ in your rodent IPM ‘machine’

Committed to providing long-term, innovative solutions to some of society’s most persistent problems, SenesTech has developed a contraceptive pest control tool that is making an impact and improving lives. As it expands its commercial operations, SenesTech is confident in the science — the research and development — that created its flagship contraceptive pest control tool, ContraPest.

Rat infestations are costly to various markets and verticals, with the potential to compromise brand integrity and bottom lines. ContraPest is a proven, non-lethal contraceptive pest control tool that reduces rat populations, protecting against costly and potentially damaging rebounds. SenesTech considers it the extra gear in your integrated pest management (IPM) machine that accounts for



the speed and rate at which rats reproduce.

HARNESSING RESEARCH

Research has shown that rats are smart enough to sense when their population is compromised, as recently experienced by the COVID-19 pandemic. As a result, rats will reproduce rapidly to compensate for their decreased numbers.

As cities across the country have seen, rat populations will then rebound. They can reach their original size or larger in only a few months after the use of traditional strategies. By contrast, the consistent deployment of ContraPest is key to keeping rat populations in check, no matter what is going on in the world.

ContraPest works on both male and female rats. Because of its non-lethal formula, ContraPest minimizes secondary exposure and does not pose a risk to non-target species.

As the pivotal gear your IPM machine needs, ContraPest is a collaborative tool that supports pest management professionals as they work with the public on effective, long-term solutions to reduce rat infestations.

Visit SenesTech at PestWorld 2020 to learn more about its continued commercialization efforts. Also stop by and visit [Store.SenesTech.com](https://www.senestech.com), and follow SenesTech on social media to stay up-to-date with company news and exciting developments.



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Diversify, adapt and succeed with ServSuite

C OVID-19 may have changed things up during 2020, but ServicePro has developed innovations to help you diversify, adapt and succeed. With more than 25 years of experience in the pest management industry, the makers of ServSuite continue to develop cutting-edge, custom-built solutions to help businesses rise to the challenge.



ServSuite is a scalable enterprise, cloud-based software solution especially designed and developed to meet the changing demands of pest control. With new innovations aimed at enhancing ease of use, ServSuite empowers customers to implement fully mobile operations to comply with the restrictions imposed by social distancing.

NEW USER INTERFACE LAUNCHED

The ServSuite team has developed a new, sleek and intuitive user interface, built for optimized

user experience. The new design simplifies navigation, thereby providing a seamless user experience. Now, all important tasks can be managed with just a couple of clicks, but the platform still includes robust data storage for secure account management, from desktop or mobile.

SERVSales GOES MOBILE WITH NEW NATIVE APP

In a leap forward into agile sales pipeline management, the new ServSales app can be used either as a standalone app or fully integrated with ServSuite. This new feature simplifies both office and field tasks for secure and mobile field sales management. The app includes an innovative mapping function for tech-enhanced cloverleafing and door-to-door sales. Agile prospecting is here with the ServSales app, with all the account information you need at just a click of a button. Featuring digital proposals and e-sign functionalities, the ServSales app empowers your team to become more successful in the field.

POWERFUL NEW REPORT ENGINE

The evolution of the reporting functionalities in ServSuite has advanced customizable reports to new heights. You can now build a

whole range of reports based on your business needs. From flexible report assignments based on user roles to instant report turnaround, this new functionality can make pest control business management seamless. Advanced filters and preferences, as well as a real-time notification feature for completed work orders, make managing your business easier and more efficient than ever before.

Drop by the ServicePro Virtual Booth at PestWorld 2020 to learn all about these innovations, and much more.



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Technicide designs products with PMPs in mind

Founded in 1988 by company president Jim Harper, a second-generation pest management professional (PMP), Technicide was born from his desire to meet the service needs of accounts while making life easier for technicians. Harper's product innovations include:



- Technicide's **Techni-Baiter** features a proprietary design that enables technicians to reset a trap within 16 seconds, thus eliminating the need to squat, kneel or bend over a bait station. Available in white or black, weighted or unweighted, the Techni-Baiter station accommodates snap traps and glue boards, and its rotary compartment pre-loads bait for up to four service calls. Custom company information also can be silkscreen-printed on the bait stations.

- Technicide's **Exacticide Electric Duster series** extends a technicians' reach to take the fight where the pests are. The handheld, electric battery-powered duster applies both fine-granule baits and dusts easily and accurately. The Precision Flow Control (PFC) version of the tool also comes with a multisided dial for flow control and precise application. Add-on accessories include a paintbrush dust applicator to get dust into the edges of a mattress and between sofa cushions, and a battery-powered carpet applicator attachment.



- The **Tech-Reach Bait Pro** bait applicator extension offers technicians the ability to reach far above, behind and around a customer's items. No bait is wasted, because the bait tube attaches to the end of the 24-inch extension. Engineered to be fast and accurate, with a lightweight, compact design, the extension is designed to fit all 1-ounce bait tubes.



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Confident control with Zoëcon

For more than 50 years, Zoëcon has been providing unique solutions for professional insect control, backed by science. In that time, the company has built a rich history and developed complete product lines to serve pest management professionals (PMPs) in a wide range of protocols, all from the discovery of the original insect growth regulator (IGR).

Zoëcon looks forward to PestWorld every year, and since we can't all be together in person, the company is thrilled to be a part of the first virtual PestWorld. Make sure to visit Zoëcon's virtual booth Oct. 13-16, but in the meantime, read on to learn more about the products, new innovations, and helpful resources for you and your team.

PICKS TO KILL CALLBACKS

- Zoëcon's efficacy lives in the molecules and formulations developed throughout years of building a broad and powerful portfolio. **(S)-Hydroprene** controls insects by interfering with normal hormone levels at critical development periods, thus preventing growth and/or maturation. It is highly effective in controlling insects such as cockroaches, bed bugs, drain flies, fruit flies and stored product pests in buildings and commercial establishments. Heavier than air, (S)-Hydroprene has the ability to translocate — and moves on air currents to penetrate deep into pest harborage areas.

- The **Gentrol** family of products, featuring the IGR (S)-Hydroprene, has delivered responsible solutions with bottom-line results since 1984. This translocating active ingredient



covers hard-to-reach locations to give you and your clients peace of mind knowing protection is present, no matter where it is applied. Its low toxicity in a range of formulations means you and your clients can feel secure using it in sensitive accounts.

- The **Essentria** family of products is formulated with naturally derived, plant-based active ingredients. These botanically based insecticides have been used for centuries to control and repel pests, and are exempt under Section 25(b) of the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA). The Essentria family offers natural pest control for environmentally conscious consumers.



NEW INNOVATIONS

- Powered by the core active ingredient etofenprox,

Zenprox Wasp-X 2 Spray provides immediate knockdown of wasps, hornets and yellowjackets. It is designed for indoor and outdoor use, featuring a non-staining foaming spray that reaches up to 20 feet.

- Featuring synergized pyrethrins to kill fleas, ants, ticks and other labeled pests, **ExciteR 55 Aerosol** has a flip-up nozzle that provides flexibility for indoor broadcast surface spraying and crack-and-crevice applications in hard-to-reach areas.



FREE RESOURCES, TRAINING TOOLS

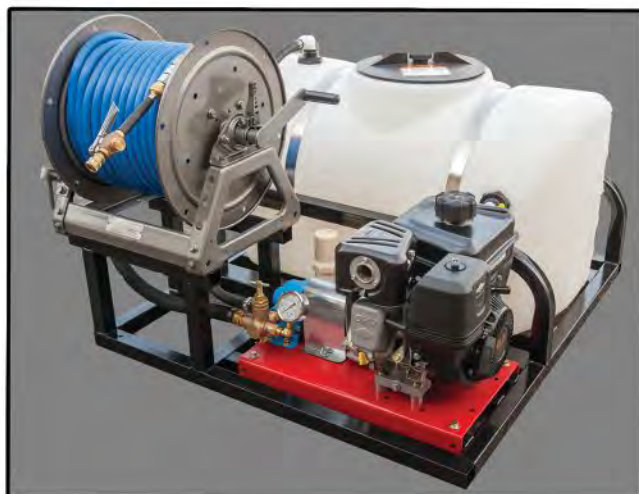
Zoëcon's website is full of valuable information, educational resources, and industry training tools. From insect identification pages and interactive solution finders, to free downloadable posters for your team, it's all there at **Zoecon.com**. Stop by the virtual booth at the National Pest Management Association's PestWorld 2020 to see even more from Zoëcon, and a chance to win prizes.



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OLDHAM

OLDHAM CHEMICALS COMPANY, INC.



*Let us
Build a Rig
to Meet
Your Needs*

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