

A SUPPLEMENT TO

# PMP

Pest Management  
Professional

# Must-see exhibits



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# Must-see exhibits

## NPMA PestWorld 2023 schedule highlights

*Editor's Note: Sessions for the National Pest Management Association's (NPMA's) PestWorld 2023 annual meeting will take place at the Hawaii Convention Center in Honolulu, Hawaii. All times are Hawaii-Aleutian Standard Time. Schedule is subject to change. Visit [PestWorld2023.org/program/schedule-at-a-glance](https://PestWorld2023.org/program/schedule-at-a-glance) for the latest version of the schedule and details on each of the sessions.*

### TUESDAY, Oct. 17

**12:30 p.m. - 5 p.m.:** Opening Ceremony featuring MC Blaine Kia, followed by Exhibit Hall Grand Opening and Welcome Reception, sponsored by Envu



**9:30 a.m. - 10:45 a.m.:** Concurrent Educational Sessions

**10:30 a.m. - 1 p.m.:** Exhibit Hall and Lunch, sponsored by UPG

**1 p.m. - 3:30 p.m.:** Concurrent Educational Sessions

**5:30 p.m. - 7 p.m.:** In the Mix Reception, sponsored by Target Specialty Products, FieldRoutes, FMC and Corteva Agriscience

### WEDNESDAY, Oct. 18

**7:30 a.m. - 9 a.m.:** Opening General Session featuring Sebastian Terry, sponsored by Corteva Agriscience



**9:30 a.m. - 10:45 a.m.:** Concurrent Educational Sessions

**10:30 a.m. - 1 p.m.:** Exhibit Hall and Lunch

**1 p.m. - 3:30 p.m.:** Concurrent Educational Sessions

### THURSDAY, Oct. 19

**7:30 a.m. - 8 a.m.:** NPMA Annual Membership Meeting

**8 a.m. - 9:30 a.m.:** Industry Awards and General Session featuring Lt. Col. Jason Harris, sponsored by Syngenta

### FRIDAY, Oct. 20

**7 a.m. - 8:30 a.m.:** Professional Women in Pest Management (PWIPM) 5K and 1.5-mile Fun Run/Walk



**8 a.m. - 10 a.m.:** Exhibit Hall and Day of Service Event, sponsored by FMC

**10 a.m. - 2 p.m.:** Concurrent Educational Sessions

**4 p.m. - 6 p.m.:** PestFest: PestWorld Closing Party, sponsored by MGK

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## BASF helps PMPs ‘wave goodbye to pests’ in Hawaii

**A**loha! A rising tide of excitement is building for the BASF booth at PestWorld 2023 in Honolulu, Hawaii. On display will be several of BASF’s most trusted, established pest control products, along with cutting-edge pest control innovations that help pest management professionals (PMPs) stay ahead of the curve. In addition to these effective pest control solutions, the BASF booth will also feature an interactive, Hawaii-inspired design you won’t want to miss. Visit the booth for an epic photo op that will make for a great souvenir — along with your chance to win one of three custom, decorative surfboards. If you’re heading to PestWorld 2023, the BASF booth should be at the top of your list. See you out there!

### ‘Wipeout’ termite infestations

Among the BASF pest solutions represented at PestWorld 2023,

you don’t want to miss the opportunity to learn about the company’s termite portfolio, namely Termidor HE High Efficiency Termiticide, Trelona ATBS Annual Bait Stations, and Termidor SC Termiticide/Insecticide. At the booth, you can learn how market-leading termite solutions from BASF help PMPs deliver effective control against termites.

### Take the pressure off

Learn about the many advantages of adding pressurized treatments, or PT, to your toolkit. From the go-to power of PT Fendona Pressurized Insecticide to the proven attractancy of PT Alpine Pressurized Fly Bait, there’s a PT solution to meet just about any pest challenge.

### Smooth sailing (and surfing)

Alpine WSG Water Soluble Granule Insecticide also will be highlighted at the BASF booth. This dilutable insecticide



gives PMPs an ally in the fight against ants, cockroaches and many more pests, reducing callbacks whether PMPs have treated indoors, outdoors or even off-structure.

### Micro-mesh makes a big wave

The active ingredient in Fendona CS Controlled Release Insecticide is encapsulated in micro-mesh that ensures long-lasting coverage. Find out more at PestWorld, where a BASF team member can share the science behind this fast-acting, rainfast solution that gets down to business while boosting yours.



**BASF**  
We create chemistry



26 Davis Dr.  
Research Triangle Park, NC 27709  
[PSS.basf.us/proper-use.html](https://PSS.basf.us/proper-use.html)  
[PestControl.basf.us](https://PestControl.basf.us)

## CSI gives PMPs the Doxem Difference

**C**ontrol Solutions Inc. (CSI) is a subsidiary of ADAMA, the sixth-largest chemical company globally.

This strong partnership allows CSI to provide a wide range of products and introduce new, innovative ones.

ADAMA manufactures indoxacarb, which CSI markets under the brand name Doxem, an essential active ingredient (AI) for pest management professionals (PMPs). ADAMA has invested in innovative, cost-effective processes to manufacture this complex molecule, which has allowed CSI to offer it in a variety of new formulations.

CSI's trademarked Combination Chemistry is its foundation for innovation. CSI has launched several innovative products featuring indoxacarb alongside other AIs, including novaluron and imidacloprid. With these new combination chemistry products, CSI seeks to help PMPs reduce labor, combat insecticide

resistance, and deliver great results to its customers. Come by the CSI booth and see how the company is doing more for the pest management industry.

### Doxem Plus Fire Ant Bait

New from CSI, Doxem Plus Fire Ant Bait is a triple-mode-of-action solution for controlling fire ants all season long. It contains three AIs — indoxacarb, novaluron and pyriproxyfen — and is labeled for use in residential and commercial lawns and landscape areas, golf courses, recreational areas, and industrial sites.



Doxem Plus Fire Ant Bait works to kill the queen and workers, resulting in the elimination of the entire colony. One application controls fire ants for an entire season. Doxem Plus Fire Ant Bait is labeled for application to individual mounds or as a broadcast treatment for larger areas. Because it is not a restricted-use product, it allows applicators to use the product where they need it without the burden of additional recordkeeping.

### Doxem NXT

This groundbreaking aerosol product revolutionizes the application of indoxacarb, allowing PMPs to use one of their most trusted AIs in a whole new way. Plus, Doxem NXT includes three additional AIs for a total of four unique modes of action. Combining two adulticides and two insect growth regulators (IGRs), Doxem NXT harnesses the power of Combination Chemistry, providing a comprehensive, all-in-one solution. It is the ultimate choice for rotational pest management programs.



### Doxem Precise

Doxem Precise is a dry flowable bait formulation that is non-staining, long lasting and easy to apply. It is specially designed to flow through the Precision Delivery System (PDS), penetrating deep into cracks, crevices and voids where pests live and breed. This ease of application saves time and effort, making it a convenient option for pest management.



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CSI-pest.com



## PMPs can count on FMC

**P**est management professionals (PMPs) constantly face new challenges old solutions can't address. When a control product sets a greater standard, the breakthrough can feel instant. *A new name. A new active ingredient.* The innovation is here.

However, innovation doesn't happen overnight. It happens when a manufacturer with a sales force that listens to their customers teams up with researchers to deliver solutions that change your business for the better.

Season after season, those innovations — and that dedication — come from FMC. FMC devotes the resources and the scientific talent necessary into product development to test — and prove — impressive results. As early as the mid-1990s, FMC revolutionized pest management with Talstar (bifenthrin), setting a new bar for broad-spectrum pest efficacy and overall product quality — a reliable standard pest management professionals could trust for decades to come. More than 25 years later, the Talstar brand is still going strong.



**Innovations You Can Trust.  
People You Can Count On.**

2929 Walnut St.  
Philadelphia PA 19104  
800-321-1362  
GSS.fmc.com



Our latest innovation, Scion insecticide with UVX Technology, is engineered to effectively control the toughest pests. It maintains continuous residual for up to 90 days, even when faced with harsh surfaces, high temperatures and intense sunlight. Backed by three assurance programs — including a 75-day Mosquito Assurance program — Scion helps reduce labor costs and callbacks, without sacrificing efficacy and customer peace of mind. FMC's pipeline of pest-focused innovation will continue in 2024, with the introduction of Endius Cockroach Gel Bait.\* Stop by the FMC booth to see why *the matrix matters*.

### ENDIUS™ COCKROACH GEL BAIT

None of these innovations would be possible without the people at FMC you can count on. That reliability starts with our research and development scientists deep in trials to make sure everything FMC sells works as promised. It includes a field sales team and account managers



who go the extra mile, listening to your needs so FMC can help you meet ever-evolving business demands. That includes the FMC Assurance Programs that



deliver peace of mind on every job you do, a foundational component of the FMC True Champions Program.

FMC True Champions is built upon three pillars: Product Rewards, Business-Building Solutions and Industry Commitment. These pillars are designed to support businesses of all sizes, whether you're a single-truck operation or a large pest control company. Throughout it all, FMC has supported its distributors, embodying a commitment to the entire industry. FMC wholeheartedly lives up to its tagline: "Innovations You Can Trust. People You Can Count On."

\* At press time, Endius Cockroach Gel Bait is not yet registered for sale or use in the United States. No offer for sale, sale, or use of this product is permitted prior to issuance of the required EPA and state registrations.



## Liphatech helps ‘block’ and tackle rodents



**N**o matter how complex or challenging a rodent control problem is, count on Liphatech to help solve it. In addition to bringing the pest control market well-known leading soft bait products, Aegis bait stations and IGI Carbon Dioxide (CO<sub>2</sub>) Powered by Liphatech, the company offers an entire family of mini blocks. Liphatech blocks give pest management professionals (PMPs) choices and solutions to effectively control rodents amid a variety of infestation scenarios.

To control house mice, and Norway and roof rats, Generation, BlueMax and Maki mini blocks are formulated with second-generation anticoagulants. Liphatech’s latest addition, TakeDown II mini blocks, harness

the power of an acute rodenticide. Liphatech also offers PMPs NoTox monitoring blocks as an attractant.

Across the block family, each Liphatech mini block is designed with rodent gnawing edges and a center hole for holding securely in bait stations. However, each product in the block family has its own benefits:

- ▶ For nearly 30 years, PMPs have chosen Generation mini blocks for the effective control of rodents. Generation is formulated with the Liphatech-exclusive active ingredient difethialone. The 20-gram blocks contain appealing whole grains and seeds for natural feeding preferences in rodents.
- ▶ BlueMax mini blocks are a good option when long-lasting bait is needed. BlueMax, also formulated with difethialone, contains preservatives as mold inhibitors. Each 20-gram block lasts even in humid conditions, such as those found in food processing and commercial accounts. Palatability, along with a low crumb and scatter formulation, helps BlueMax control rodents. A blue marker dye is also included in BlueMax and can be seen in droppings.
- ▶ Maki mini blocks are palatable and can be placed in

bait stations either indoors or outdoors for maximum baiting flexibility. Made with grains and a peanut butter flavor that is attractive to rodents, these 1-ounce blocks contain the active ingredient bromadiolone and are paraffinized for moisture tolerance.

- ▶ Weighing in at just 14 grams, each TakeDown II mini block with bromethalin helps PMPs obtain fast results when fighting anticoagulant-resistant rodent populations and heavy infestations, especially those in commercial settings. The first dead rodents may appear as soon as two days after a lethal dose of TakeDown II is consumed.
- ▶ Finally, NoTox monitoring blocks are formulated to attract rodents and other nuisance animals in and around buildings. These 20-gram blocks contain no rodenticide and are designed to monitor rodent activity.

Need help determining which Liphatech mini block is best suited for your specific rodent challenges? Liphatech offers a well-tenured team of technical experts who can assist PMPs working in structural pest control management to make the best block choices.

# LIPHATECH

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## Close the loop on pests with MGK

**J**oin us at PestWorld 2023 and connect with Team MGK to discover how you can maximize your pest management program. As a company dedicated to providing innovative solutions, we are committed to helping you control your customers' pest problems and grow your business.

### Welcome to the family

We are thrilled to unveil the latest addition to the Vendetta family at PestWorld: Vendetta 360 Cockroach Gel Bait. Discover how this revolutionary rotational bait with a high-quality matrix optimizes Clothianidin performance.

Vendetta 360's novel bait matrix changes cockroaches' cuisine to help prevent them from becoming picky eaters. Containing the insect growth regulator NyGuard IGR, this newly available advanced

**Vendetta 360**  
COCKROACH GEL BAIT

**MGK**

7325 Aspen Lane N.  
Minneapolis, MN 55428  
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MGK.com/PestWorld



cockroach defense system provides dual modes of action for effective control. Vendetta 360 is an easy-to-use rotational bait that kills cockroaches where they hide.

### Close the loop on pests

We strive to meet the evolving needs of the industry by constantly improving our portfolio. With the addition of Vendetta 360, we offer a comprehensive portfolio for cockroach control you can rely on. Our range of solutions are effective for perimeter control, food-handling facilities, multi-family housing and more.

Stop by our booth to learn about our full range of solutions and get expert support. With educational expertise from seasoned professionals and

technical field specialists, we partner with you to provide consulting, training and on-site assistance.

### Advancing the future of pest control

MGK is more than just a manufacturer. We are your partner in pest control, committed to providing you with the best solutions. As a strategic partner of the National Pest Management Association (NPMA), we are excited to be part of your PestWorld experience.

We are sponsoring the Thought Leader educational sessions, and our expert team will be available at our booth to provide advice and answer questions. We also will be hosting PestFest on the beach, a chance for everyone to kick back and connect after the event.



## Neogen embraces the evolution of SureKill and beyond

**F**or more than 40 years, Neogen has provided an extensive offering of premium products to primarily protect the agricultural and food production sectors. Since then, Neogen has quickly filled a trusted niche in the professional pest management industry by introducing products under the SureKill brand. With the tagline “One Brand, Endless Protection,” SureKill offers a diverse range of solutions tailored for every pest management professional (PMP), including rodenticides, insecticides, equipment, and sanitation products.

### New promise

With the recent completion of the 3M Food Safety merger, Neogen has quickly become one of the largest providers of food safety solutions globally. Neogen has revitalized its mission statement, noting that it is *dedicated to the advancement of human and animal wellbeing through science and technology to fuel a brighter future for global food security*. Neogen is

renowned for its commitment to safeguarding food and supply systems, as well as people, from the many threats posed by pests and pathogens.

### New products

Over the past decade, Neogen has introduced products that have become go-to solutions for PMPs. Some of these include SureKill Flusher, a non-flammable pyrethrin insecticide aerosol; SureKill Command Blocks, bromadiolone bait blocks treated with s-methoprene to prevent insect infestation; and SureKill Hand Sanitizer, the solution labeled specifically with PMPs in mind.

Most recently, Neogen proudly introduced SureKill Ant Gel and SureKill Roach Gel. These gel baits utilize imidacloprid in an exclusive bait matrix that resists drying out and remains palatable to many common ant and cockroach species.

Introducing insecticide baits prompted an evolution of the SureKill brand. Though one key piece was still missing — an exterior insecticide — until now. For PestWorld, Neogen is excited to introduce SureKill Evolve SC, allowing SureKill to go where it's never gone before: outside.

SureKill Evolve SC is a suspension concentrate insecticide for use both indoors and outdoors. With the industry-trusted active ingredient deltamethrin, it offers effective knockdown and up to 90 days of residual control of listed



pests. The versatility of SureKill Evolve SC makes it an ideal choice for general pest control, mosquito applications, structural solutions, and established turf and ornamentals.

### New people

In addition to expanding the SureKill portfolio, the Neogen Professional Pest Management (PPM) team has continued to grow as well. To support increasing customer needs, Neogen's PPM team has tripled in size and now comprises five dedicated regional representatives. The team also boasts marketing, sales support, and technical experts. This expansion underscores Neogen's dedication to providing top-notch service and support to PMPs and distribution partners at a regional and national level. In addition, the PPM team is excited to welcome a newly created position of Key Accounts Manager later this year.



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## Technicide products help PMPs be their best on the job

If you're looking for long-lasting control and happy clients, then the Exacticide is a "must" for you.

Manufactured in the USA by former pest management professional (PMP) Jim Harper, the Exacticide quickly and easily applies the exact amount of dust needed to kill the target pests — including bed bugs, cockroaches, wasps, hornets, yellowjackets, spiders and more — with available extension so ladders are not needed and there is no time-consuming setup.

In addition to the Exacticide, Technicide also helps PMPs be the best on the job with its other product offerings, including:

► **Direct Connect Adapter** — This bottle adapter saves time and possible material spillage.



► **Tech-Reach Bait Pro** — This 24-inch extension device is designed to fit a 1-ounce bait tube, offering you the ability to treat further above, behind and around items to get the bait where it needs to be with ease.



► **Webster Dust Applicator** — This latest addition to the Exacticide accessory lineup injects dust from six ports, evenly distributed in the Webster head. It's ideal for taking down spider webs while also applying appropriately labeled dust.

Technicide also offers a variety of accessories for its products. Stop by our PestWorld booth or visit online to see the solutions we offer that can better your business.



► **Techni-Baiter** — This rugged, proven rodent station features a tamper-resistant, single-key locking mechanism. Each station is serviced from a standing position, eliminating the fatigue from bending, squatting and kneeling, and shortening average service time to between 15 and 20 seconds per unit.



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## Get the most from your truck with bed caps and covers from A.R.E.

Since 1969, A.R.E. has established itself as a market-leading manufacturer of truck bed caps and hard tonneau covers in North America. With more than five decades of experience and the support of our extensive network of more than 700 partners nationwide, A.R.E. consistently delivers high-quality products and innovative designs. We offer industry-specific solutions that keep pest management professionals (PMPs) well-equipped, organized, and ultimately safe and effective on the job. For example:

### Toolmaster Series

The ToolMaster Series by A.R.E. offers all the styling benefits of a fiberglass truck cap, with the added benefit that it's easily customized to meet virtually any need. Its rugged, reliable design offers several commercial-grade ladder racks and heavy-duty side and rear doors with aluminum inserts for an advanced level of privacy and security.

On the inside, sturdy toolboxes can support 120 pounds of gear and are configurable according to your specifications, with lengths from 54 inches to 80 inches depending on bed length. At the same time, the ToolMaster Series offers the styling and original equipment manufacturer (OEM)-quality exterior finish that only a fiberglass truck cap can provide. Even in standard trim, the

ToolMaster Series is a well-equipped truck cap that is ready to get to work. But for those looking for something more, the ToolMaster can be fitted with any number of optional cap accessories, including rack systems from AluRack, Yakima and KargoMaster; CargoGlide sliding bed trays; shelving systems; interior carpeting; interior light-emitting diode (LED) lighting; and keyless entry systems.

With so many options, it's great to know you can configure your cap at [4are.com](https://www.4are.com). Better yet, have a highly trained A.R.E. sales consultant help you create the ToolMaster Series cap that's profession-matched and perfect for you. Either way you build it, you get the confidence of A.R.E.'s Limited Lifetime Warranty. Learn more at [4are.com/fleet/toolmaster](https://www.4are.com/fleet/toolmaster).

### DCU Max Commercial Caps

Get the job done right with an A.R.E. DCU MAX Commercial Aluminum Cap. Our rugged T6 aluminum tubing frame features fully welded joints and corners to deliver years of dependable service, no matter how bad the weather or where the job takes you. Lightweight and durable .063-inch thick aluminum covers the exterior of the cap, resulting in a strong structural shell. Each of A.R.E.'s commercial aluminum cap models features full-length doors, complete with full weather seals, gas props, heavy-duty hinges and



easy-to-use folding T-handles with locks — making it easy to protect your tools and equipment.

There are numerous ways to complement the DCU MAX Commercial Aluminum Cap with A.R.E.-approved accessories to ensure you always get the most from your truck. From truck bed storage and slide systems to protective drop-in carpet liners and LED lighting, these accessories can transform how you work out of your truck.

A.R.E. also offers a wide selection of roof racks, supplying easy access to ladders and other supplies without giving up valuable interior space. We'll configure your cap with heavy-duty toolboxes and custom door and window packages to help you maintain organization and access your gear. Learn more at [4are.com/product/commercial\\_aluminum](https://www.4are.com/product/commercial_aluminum).



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