

A SPECIAL SECTION TO

PMP

Pest Management
Professional

Control Solutions Inc.....C2

Neogen C3

Nisus C4

Technicide C5



2023 COCKROACH BATTLES

GETTY IMAGES: DZYUBA, NATBASIL / ISTOCK / GETTY IMAGES PLUS, CRISPYICON / DIGITALVISION VECTORS

SPECIAL ADVERTORIAL SECTION

Bait That Can Stand the Heat

CSI's PDS with Doxem Precise provides long-lasting results against German cockroaches

Finding reliable, proven solutions is a priority for the team at Turner Pest Control, an Anticimex company based in Jacksonville, Fla. It is why they raise insects like German cockroaches (*Blattella germanica*) to test products for themselves.

The company has 380 technicians across its 14 branches, including VP of Technical Services Wade Wilson, ACE.

Wilson says he and the team would get frustrated by using gel bait in high-heat areas like commercial kitchens, because the bait would



Wade Wilson

dry out or not stick to vertical surfaces. Adding Doxem Precise by Control Solutions Inc. (CSI) to their lineup was a game-changer, he reports: Not only could the product

withstand the high temperatures, but one application of this dry flowable bait formulation could last over 6 months.

"I spent a lot of years as a technician, and I'd always worry whether the treatment was going to last," says Wilson, who's been with Turner Pest Control for more than 20 years and in the industry for 35. "With Doxem Precise, once you put it in the proper application area, you know it's going to be there and give continuous residual bait. It's built a lot of confidence with our technicians because they know it's going to work."

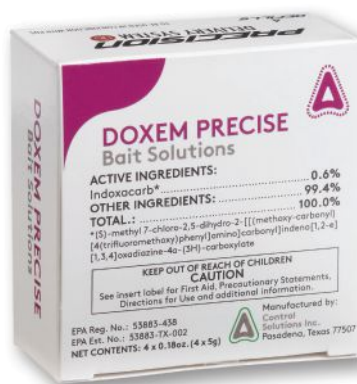
Doxem Precise is designed to flow through CSI's Precision Delivery System (PDS), which is a handheld micro-duster. The PDS penetrates deep into crevices and cracks to deliver the precise amount of product.

"Other types of dry bait tend to fall down and don't stick," Wilson points out. "The PDS is very important to have when applying because it creates static: It clings to surfaces where other products normally don't."

The cost efficiency with Doxem Precise and the PDS has been another benefit, Wilson says. Because Doxem Precise lasts for a year or more, Turner can save on money and time because there is no longer a need to reapply bait in critical areas on a monthly basis.

Another perk to using CSI's products is the support they receive from their sales representative, Josh Johnson. "He was a tech and came up through the ranks and knows the challenges we face," Wilson says.

Wilson encourages other pest management professionals to



Cockroach Battle

COMPANY: Turner Pest Control

BATTLEFIELD: 81 percent residential, 19 percent commercial

WAR STORY: Wilson and the team first tried CSI's Doxem Precise at a hospital kitchen more than a year ago. He says they estimated a couple hundred German cockroaches were present in the stainless-steel panels behind the fry line area.

"The gel baits weren't working or lasting, so we tried Doxem Precise," Wilson says. "That's when we realized it was for real."

The team was able to manage the cockroach infestation and provide reliable, long-lasting control moving forward. "We had great success and started using it from there," Wilson says. "We're able to knock out German cockroaches fairly quickly and have no more callbacks."

WEAPON OF CHOICE

PROVEN SOLUTION: PDS with Doxem Precise

WEBSITE: CSI-pest.com

add Doxem Precise and the PDS to their arsenal. "Doxem Precise will be in our rotation forever," he says. "It's a bait treatment we really rely on and have been very impressed with for German cockroach control."



COCKROACH BATTLES

No More Hiding

SureKill Flusher forces German cockroaches out and kills them on contact

When it comes to managing German cockroaches (*Blattella germanica*), the biggest challenge is locating the pockets they harbor in, says Rob Szczech, director of operations at Frame's Pest and Wildlife Control in Sylvania, Ohio.

Szczech oversees the company's day-to-day operations, including scheduling, routing, chemical and small equipment ordering, managing office staff, servicing sites and helping to open an office in Cleveland.

"My days are always full of activity where there's never a dull moment," Szczech quips.

For cockroach infestations, the company's 35 technicians first identify the type of cockroach they're dealing with on a property. Then they generate a plan, he says, adding "Our typical cockroach cleanout will be with two to five technicians, depending on the size of the location."

For the past few years, the Frame's team has been using SureKill Flusher by Neogen as part of their cleanout process to eliminate cockroach

harborage. This dry fog flushes out German cockroaches and other insects for an initial kill on contact. Szczech and his team primarily use SureKill Flusher for German cockroaches as well as for spiders, and he says it's worked wonders.

"Our technicians love it for multiple reasons, but the No. 1 reason is that it's 0.5 percent pyrethrin, and the label has more than 40 different pests labeled," Szczech says. "The non-flammable component is also a great safety feature."

Not only has the product been an effective addition to their lineup, but partnering with Neogen and their sales representative, Sarah Starinshak, has also been a benefit. "She always answers my calls, and will go above and beyond to help," Szczech says. "She is also active with the Ohio Pest Management Association, so those relationships are priceless."

Szczech encourages other pest management professionals to add the product to their toolbox, as well.



Rob Szczech



Cockroach Battle

COMPANY: Frame's Pest and Wildlife Control

BATTLEFIELD: 60 percent commercial, 40 percent residential

WAR STORY: The team used SureKill Flusher in a large restaurant that had an issue with German cockroaches, Szczech says. Frame's was called in for a second opinion, and they performed a thorough inspection to properly identify the cockroaches.

"That same night, our crew went in using SureKill Flusher, and they treated the restaurant for German cockroaches," Szczech says. "When we returned a week later for the follow-up, the number of cockroaches present dropped by 85 percent."

The team also used glue boards to monitor the situation. When they followed up another week later, the cockroach issue was 99 percent gone.

"I know that SureKill Flusher played a huge role in cleaning up this customer's kitchen," Szczech says.

WEAPON OF CHOICE

PROVEN SOLUTION: SureKill Flusher by Neogen

WEBSITE: NeogenProfessionalPest.com

"If you are not currently using a flusher, give SureKill a try. If you are using a flusher, give SureKill a try," Szczech concludes. "You may just change your mind. I know I did when I switched to SureKill. It's not just the flushing component, but the contact kill aspect that we like about SureKill."

Nisus Offers Home Runs in Tough Accounts

EcoShield finds that Nibor-D and Niban strike out cockroaches again and again

Jon Street doesn't mind playing the role of relief pitcher. That's the position he found himself in about two years ago when a pizzeria contacted his company, EcoShield Pest Solutions in Annapolis Junction, Md., about a stubborn German cockroach (*Blattella germanica*) infestation.



Jon Street

EcoShield's pest-management technician for the account was unable to solve the problem. When Street arrived, he saw why:

Thousands of cockroaches had taken over the kitchen, scurrying out of electrical outlets and across the floor. They occupied refrigerators, feeling no need to hide.

After flushing and vacuuming as many cockroaches as possible, Street took out his big gun: Nibor-D, a borate dust by Nisus Corp.

"Once we established good remediation by the second or

third month, cockroach activity dropped by almost 90 percent," says Street, general manager of EcoShield. "The pizzeria was cockroach-free within four months — and it was an account that was not doing their best when it came to cleaning."

Nibor-D is effective, Street points out, because it contains boron. While humans and pets can excrete excessive boron from their bodies, cockroaches cannot. When cockroaches ingest Nibor-D, boron builds up in their systems and interferes with their ability to transform food into energy, thus controlling the population.

Nibor-D can be used as a dust, foam or mixed into a liquid. It reaches pest hiding places like cracks and crevices, attics, wall spaces and near plumbing.

"It's an incredible product and, if left undisturbed, can last up to six months," he reports. "Nibor-D has helped us keep our overall callback rate to below 8 percent."

Street also likes Niban Granular Bait by Nisus. The low-odor product disrupts a pest's metabolism so they can't gain nutrition from food, he explains. Like Nibor-D, Niban has a broad label.



Cockroach Battle

COMPANY: EcoShield Pest Solutions

BATTLEFIELD: 98 percent residential, 2 percent commercial

WAR STORY: Street reports that German cockroach activity is high among townhomes, rowhouses and retail strip restaurants in the Baltimore, Md., market. Because these structures share walls with other homes and businesses, eliminating infestations can become more complex than usual because EcoShield must work not only with its paying customers, but also with each customer's neighbors. It can take a little diplomacy to convince everyone involved to keep trash can lids closed, trim bushes away from siding and get rid of standing water, for example. After securing client and neighbor cooperation, however, the EcoShield team typically applies flushing agents, then vacuums cracks and crevices to immediately knock down about 70 percent of the cockroach population. Next, the team uses baits and insect growth regulators to wipe out any remaining cockroaches.

"We tell customers to keep all their food in tight containers, so it's not competing with our treatment program," Street advises.

WEAPON OF CHOICE

PROVEN SOLUTIONS: Nibor-D and Niban Granular Bait by Nisus Corp.

WEBSITE: NisusCorp.com/resources-for-pest-pros

"Niban is a versatile granular bait that remains active when wet, so you can use it after rain or damp weather," Street says.

Because of the low toxicity of both products when it comes to humans and pets, Nibor-D and Niban can be easily added to green pest management programs. Street says this is something that EcoShield, which specializes in eco-friendly products, appreciates.



The Exacticide Provides Precise Protection

Outlook Pest Management uses Technicide's battery-powered duster to control cockroaches

Rudy Chavez has over 10 years of experience in the professional pest management industry. Last year, he took a leap of faith and started Outlook Pest Management in Canby, Ore. Because he's now the boss, Chavez has a lot of leeway in choosing which products to use. He has



Rudy Chavez

been piloting different materials and equipment, but one device he decided was a must is Technicide's Exacticide battery-powered duster.

Chavez has been using the Exacticide throughout his entire career, and says he never wants to find himself in a situation without it.

"It's a great tool to have on the truck," he adds. "It has benefited us in both commercial and residential infestations."

Designed and marketed by Jim Harper, a former pest management professional (PMP), the Exacticide is a handheld, battery-powered duster that is ideal for applying dusts and granules with precision. Chavez says he appreciates how well it works in a variety of situations, optimizing material usage with little to no waste.

"The Exacticide will throw light dust and fill a void, so it gets in those really hard-to-

reach areas," he says. "I also like that you can adjust to a heavy or light dust, depending on the job at hand. I can always change it up as needed."

Chavez uses the Exacticide for both commercial and residential jobs. "It's especially useful at multi-unit family housing properties," he reports. "Exacticide helps to fill in the gaps and voids to contain the cockroaches and lessens the possibility of them getting into more units."

Chavez notes that in Oregon housing construction, cold steel wall framing for both exterior walls and interior load-bearing walls is common. While it makes for strong, reinforced framing, it also creates hard-to-reach voids. With the Exacticide, however, "I'm able to get in between the steel plates," he says.

Because the Exacticide allows Chavez to treat thoroughly on the first visit, his cockroach callback rate is low — even for heavy infestations.

"The Exacticide has so many benefits, I think everyone should at least try it out," he concludes.

Cockroach Battle

COMPANY: Outlook Pest Management

BATTLEFIELD: 75 percent residential, 25 percent commercial

WAR STORY: Technicide's Exacticide duster saved the day when Chavez was treating an apartment that was not only infested with cockroaches, but bed bugs and yellowjackets as well.

With pest harborage in plumbing areas and wall voids that were hard to reach, the battery-powered duster filled every problem area.

"It is, by far, one of the best tools to have on hand when needed," says Chavez. "It's always a tool I appreciate."

WEAPON OF CHOICE

PROVEN SOLUTION: Exacticide by Technicide

WEBSITE: Technicide.com

