

2021 VIRTUAL SPRING CONFERENCE















VENDOR GUIDE







Save The Dates!

Mark your calendars for these upcoming NEPMA events through winter 2022!

March 25-26, 2021 **NEPMA Core Coaching Program**

April 12-13, 2021 **NEPMA Core Coaching Program**

November 17, 2021 **NEPMA Fall Training**

December 03, 2021 **NEPMA WDI Recertification Class**

December 07, 2021 **NEPMA Annual Meeting & Dinner**

January 20-21, 2022 **NEPMA WDI Registry**

Visit **NEPMA.org** for registration and more information!



Thank you for joining us at the New England Pest Management Association's 2021 Virtual Spring Conference.

While we all wish we could be meeting with our exhibiting vendors and suppliers in person, we are excited to bring you this unique opportunity to connect and explore the amazing products and services from the brands and representatives you know and love.

We hope this guide serves as a year-round resource to you, and that you keep it on hand for regularly contacting your partners in pest control. Much of what we do as an association depends upon the support of our sponsors and exhibitors. During this unprecedented time in our history. Let's take the time to pay it forward and support them, simply by sharing this guide with a colleague or team member. After all, supporting one another is part of what makes this industry so great.

Print or save this guide to your computer, email it to others, and visit our vendors' pages at www.nepma.org to learn more about the latest and greatest innovations and trends in their arsenals to help you conquer all your pest-related challenges.

Be sure to stay in touch throughout the year by following us on <u>Facebook</u> (@nepest) and <u>LinkedIn (@nepma)</u>. And as always, you can visit us on the web at <u>NEPMA.org</u> for the latest up-to-date information.

We look forward to connecting with you throughout the year!

Tom Drapeau, ACE

Des Desper

NEPMA President

Freedom Pest Control Company

 $(978)\ 887\text{-}7900\ |\ \underline{\text{Tom@CallFreedomPest.com}}$



Thank You, Sponsors!

GOLD LEVEL





















SILVER LEVEL





The Chemical Company

Karen Boniface

201-805-6696 karen.boniface@basf.com www.basf.com/us/en

FUN FACT: A past job of Karen's included standard attire of jeans, hiking boots and a hardhat.









Danny White

609-954-9594

danny.white@bedbugcentral.com



http://senscionline.com/sensci-new-product-lineup/

FUN FACT: Danny Loves Beer!!!!

NEW IN 2021 from SenSci®



SenSci® Pyramid™

- Specifically designed to be effective for capturing bed bugs
- Can be used with SenSci® Activ^{CR™}
- Combines the proven effectiveness of a pitfall trap with the affordability of a glueboard
- Captures other insects too!



SenSci® Activ^{CR™}

- New controlled release delivery system
- Can be used with SenSci® Pyramid™ glueboard
- · Lasts 3+ months once vial is activated
- Clips into redesigned SenSci® Volcano™



redesigned SenSci® Volcano™ • Redesigned with a new cavity to secure the

- Redesigned with a new cavity to secure the SenSci® Activ^{cR™}
- Can be used with the original SenSci® Activ™
- New design same effectiveness

(Bottom will still maintain its clear design, photo is of 3D model)



SenSci® University Presents Virtual BedBug Boot Camp!

- New virtual format same quality education
- New pricing and offerings exclusively for Virtual BedBug Boot Camp attendees
- Next class scheduled for March 24-25, 2021

(Formally known as BedBug University Boot Camp)

To learn more about new products VISIT BELOW: http://senscionline.com/sensci-new-product-lineup/





Kelley Altland 860-918-9229

KAltland@belllabs.com www.belllabs.com



FUN FACT: Kelley has been riding horses for 27 years. She has owned her Quarter Horse Calvin for 15 years.

NEW!



VERSATILE & ECONOMICAL TRAP PROTECTION



- Tamper-resistant trap cover with EVO® key
- Holds either 2 T-REX® or 2 T-REX® traps in each EVO® TUNNEL™
- Economical way to protect traps and non-targets at accounts
- Can be secured horizontally or vertically, such as on fences or pipes, via cable ties
- Low, long profile for discreet placement
- The T-REX® rat trap, when used with EVO® TUNNEL™, meets NAWAC animal welfare standards
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- EVO® TUNNEL™ can also be used for:
 - Mini-Rex™ mouse traps
 - Trapper® Max glue boards
 - Trapper® Mouse glue trays







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Richard D. Spigler II, BCE

443-722-9669 richards@amvac.com www.amvac.com



Fun Fact: He is a big fan of many New England breweries!



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\$2.50 OFF



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Offer is valid Feb. 1–Mar. 31, 2021. Learn more at AMVAC.COM/Navigator-SC

Must purchase from an authorized AMVAC Environmental Products distributor

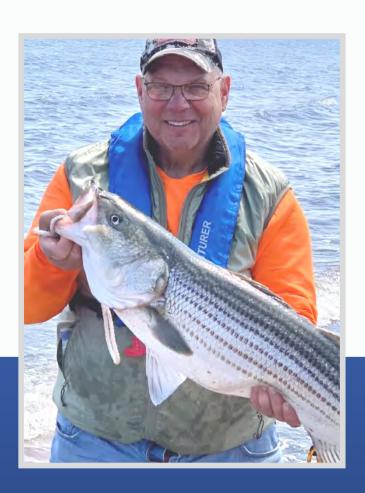
NAVIDATUR SL is an EPA registered product. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties Please check with your state agency responsible for pesticide registration to ensure registration status.





Ed Dolshun (347) 525-8493

edolshun@catchmaster.com www.catchmasterpro.com



FUN FACT: Ed's truck is almost always packed for a fishing expedition.







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ENSYSTEX

Steve Goscinsky 203-482-0778

sgoscinsky@ensystex.com http://www.ensystex.com



FUN FACT:

Steve started in this business in June, 1969 after his first year of college. That was a year before the EPA was established and DDT was still on the market! He had a summer job, or internship as its now called, on the food safety team in a Quaker Oats cookie plant (Burry Biscuit).

The BITHOR SC Special is back and better than ever!

Purchase Bithor SC during the promotion to earn rewards ranging from flashlights to high-performance spray rigs.









Vectothor Harrier

Dual Powerlight

Accuthor Sprayer

About Bithor SC

Active Ingredients: Imidacloprid - 5.0%, Bifenthrin - 4.0%

Product Type: Suspension Concentrate

Pests Controlled: Bed bugs, ants (including carpenter), fleas, spiders, flies, mosquitoes, cockroaches, ticks, crickets, centipedes, chinch bugs, scorpions, gnats, beetles, moths, pillbugs, midges, springtails, wasps, yellow jackets, earwigs, firebrats, and over 100 other pests.

Application Site: Indoors, perimeter, outdoors, lawn, ornamental

Promotion runs April 1 - August 31

866-FOR-THOR

ENSYSTEX.COM

Bithon'sc



ACCUTHOR XL Spray Rig - 50 Gal

Steve Goscinsky 866-863-7152 sgoscinsky@ensystex.com

Power up with ADJUTHOR

Greater application longevity & uniformity.

- **Spreader Sticker**
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Steve Goscinsky 866-863-7152 sgoscinsky@ensystex.com



Kevin Moran, BCE (617) 366-1716

kevinm@forshaw.com www.forshaw.com/info



FUN FACT: Kevin's head is hard enough to break a toilet!



FORSHAW UNIVERSITY

Learning at Your Fingertips

FORSHAW University is the premier virtual training center for PMPs looking to expand their knowledge of pest control and grow professionally.

STRUCTURAL PEST MANAGEMENT COURSES

- Ants: Biology, Behavior, and Control
- Biting Flies: Biology, Behavior, and Control
- Cockroaches & Termites: Biology, Behavior, & Control
- Filth Breeding Flies: Biology, Behavior, & Control
- Introduction to Pest Groups
- NPMA Bed Bug Basics
- NPMA New Hire Training for Service Technicians
- NPMA Pollinator Awareness Training
- NPMA Rodenticide Stewardship
- Social and Solitary Hymenoptera: Biology, Behavior, & Control
- Using Pyrethroids Responsibly For Effective Pest Management

PROFESSIONAL DEVELOPMENT

- Safe House Project Training
 - Learn how to Spot, Report, and Prevent Sex Trafficking in the community you work and live.

Child sex trafficking is happening in homes all across America.



The average age a person is first trafficked is 12 years old.



40% of child sex trafficking victims are sold by a family member.



Only 1% of sex trafficking victims in the U.S. are ever identified.

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APP FEATURES





Ordering

made easy from anywhere



Forecast

product needs and identify purchasing trends



Inventory Management

improves visibility and cost control



allows for insight into technician usage

CUSTOMER PORTAL FEATURES





Inventory

Manage internal inventory including assigning divisions for techs to access, repackage quantities to distribute and maintain inventory stocks and product thresholds.



Reports

Quick access to published reports



Replenishment Plan

Manage monthly Replenishment Plan and view previous product history.





Chip Hughes 904-999-7074 chiph@labelsds.com

FUN FACT

2nd Generation PMP



Debbie Hughes 904-609-0123 debbieh@labelsds.com

FUN FACT

Cat Lover



Shelby Anderson 904-609-0123 shelbya@labelsds.com

FUN FACT

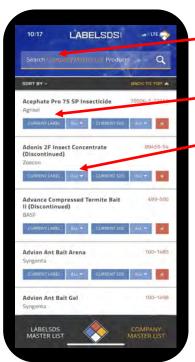
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PRODUCT INFORMATION PAGE



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Peter Daniello (401) 440-3705

PDaniello@neogen.com neogenprofessionalpest.com



FUN FACT: In his spare time, Peter enjoys playing and coaching softball, and working on projects around the house.



- Dual-action Imidacloprid active provides quick results with primary and secondary control
- Unique bait matrix allows for treatments to vertical surfaces while staying palatable for extended applications
- 40 gram bait syringes provide up to 1,000 applications at the recommended application rate
- SureKill gel baits are labeled for indoor and outdoor applications in residential, commercial and food handling establishments

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Frank MacDonald 914-337-2161

frank@selectagency.com www.selectagency.com



FUN FACT: Frank grew up as the son of an owner-operator pest management professional.

AS SEEN IN **Pest** Management

ADVERTORIAL



Over 4,000 Pest Management Companies Can't be Wrong

Joe Pestana, president of JP Pest Services, admits the company's move to Select Insurance was more practical than anything else. "The company we were with was going bankrupt," he says. "They were an offshore captive that suffered from mismanagement. We knew (Select Insurance Owner) Phillis MacDonald, and turned to her to provide the coverage we needed."



"Phillis and Frank both understand our business not only my business, but the industry as a whole. They give very good counsel on where our

exposures are, and what we should have in place to protect our organization. They have my best interest at heart, and view our needs as the same needs they would have if it were their company."

> Joe Pestana, President, JP Pest Services, Milford, N.H.

• Select Insurance Agency is a family-owned and operated business that provides insurance products specifically tailored to meet the risk management needs of the pest management industry in over 45 States Nationwide.

- General Liability
- Automobile & Fleet Coverages
- Workers' Compensation
- Umbrella
- Commercial Property
- Employment Practices Liability
- Commercial Crime
- Canine Mortality
- Mold Liability
- As former pest management professionals, Select's owners understand that every pest management professional operates his or her business differently, resulting in a variety of exposures and risks. Select considers each business individually before developing a pest management insurance program and
- Select Insurance Agency is a proud member of the National Pest Management Association, and maintains many state and



ADVERTORIAL



More Than 4,000 Pest Management Companies Can't be Wrong

Floral Park, N.Y.-based Dial-A-Bug Pest Control

has been working with Select for nearly 25 years.



"Phillis and Frank are synonymous with reliability and trust. The timely fashion in which they answer our questions and provide us with needed

documents is second to none. Our business has grown dramatically in the past 20 years, and it's because we've always tried to surround ourselves with the best in the business for whatever our needs are. It's no big secret that for insurance in our industry, it's Select Insurance."

Joel Fagin, Co-Owner

Select Insurance Agency is a family owned and operated business that provides insurance products specifically tailored to meet the risk management needs of the pest management industry in more than 45 states nationwide.

- General Liability
- Automobile & Fleet Coverages
- Workers' Compensation
- Umbrella
- Commercial Property
- Employment Practices Liability
- Commercial Crime
- Canine Mortality
- Mold Liability

As former pest management professionals, Select's owners understand that every pest management professional operates his or her business differently, resulting in a variety of exposures and risks. Select considers each business individually before developing a pest management insurance program and assigning a carrier.

Select Insurance Agency is a proud member of the National Pest Management Association and maintains many state and regional memberships as well.





Nate Jarry (833) 237-2297

njarry@teamnissannh.com

www.teamnissannh.com/ new-vehicles/commercialvehicles



FUN FACT: Nate has been with Team Nissan going on 14 years!

NPMA FRANCHISEE PROGRAM

Big Discounts on New Nissan & Infiniti Vehicles for NPMA Members

Nissan offers an exclusive program for NPMA members and Association Partners eligible to purchase a New Nissan or Infiniti vehicle with exclusive incentives established by Nissan and NPMA Organization. This is another tremendous benefit for NPMA Members.



Easy Steps for Franchisee Purchase:

- Apply for a certification code on https://www.nissanusa.com/business-fleet.html, a) click Fleet;
 b) click Program Enrollment; c) scroll down to Get Certification Code; d) Follow instructions and select Franchisee for "Type of Fleet Business"
- 2. Once the NPMA Fleet Certification Code is created, you're eligible for the aggressive incentives below.
- 3. Minimum vehicle order quantity: One (1)



Nissan



NPMA Member / Partner 2021MY Incentive

2021	Versa	\$2,250
2021	Sentra	\$2,500
2021	Altima	\$3,500
2021	Maxima	\$5,500
2021	LEAF	\$4,250
2021	Frontier	\$6,650
2001	Titan/XD	\$7,650
2020	Pathfinder	\$6,000

2021 Armada 2021 Kicks \$5.750

\$2,750

2021	Rogue	\$3,250
2021	Rogue Sport	\$3,500
2021	Murano	\$5,500
2021	NVP	\$4,250

2021	Q50	\$6,000
2021	Q60	\$6,000
2021	QX50	\$4,000
2020	QX60	\$6,500
2021	QX80	\$10,000

Infiniti



VESERIS

George Williams (800) 888-4897 or 781-939-3144

George.Williams@Veseris.com www.pestweb.com



FUN FACT:

When I started in the industry baits were just introduced and you had to fill your own cartridge tubes from a larger tub with a tongue depressor. Such a tedious task and complete waste of resources! Oh yeah... and we used deodorized kerosene in our B&G sprayer Vs water because it would destroy the waxy exoskeleton of the insect....and anything else it touched! #OLDDOGSRULE





Learn more what Veseris can do for you... www.youtube.com/watch?v=EPZ_fPYbVac



Learn more what inventory manager can do for you... www.youtube.com/watch?v=0sJfpsdSK4E



Learn more what ProTraining can do for you... www.youtube.com/watch?v=UTW8o6Oy7OA

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Jeff Palko

Office: (610) 595-2100

Cell: (201) 213-6368

jpalko@westernpest.com KDeChristopher@westernpest.com

www.westernfumigation.com

FUN FACT: Jeff is a boat-a-holic! He is a retired coach of soccer and basketball. Most of all he loves spoiling his grandchildren.



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Power Post Beetles

Old House Borers

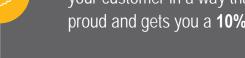
Moths

Carpet Beetles



Directly for you as a subcontractor, providing the fumigation to your customers through your business

Selling the service you brought us in for directly to your customer, taking care of your customer in a way that makes you proud and gets you a 10%* finder's fee.



*Finder's fee is based on 10% of the full amount we charge the customer you brought to us.







Ian Hebert

608-571-8418

ihebert@thermastor.com www.santa-fe-products.com

Fun Fact: Ian likes to race motorcycles (both dirt and street).



When it comes to tackling the harmful effects of excessive moisture, you should never settle for anything but a Santa Fe or Ultra Aire by Santa Fe dehumidifier. Engineered and manufactured in America, we take great pride in setting the standard in dehumidification. Not only are our dehumidifiers commercial-grade and easy to install, every free standing and ducted dehumidifier comes equipped with a MERV-13 filter for superior air filtration.





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To say we stand behind our products is an understatement. While most manufacturers offer only a 1-year warranty, every Santa Fe or Ultra Aire by Santa Fe dehumidifier is backed with an industry-leading, unmatched warranty. You're not just buying a dehumidifier, you're buying peace of mind.



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Mike Goldstein

p) 800-800-1819 x1364 m) 717-940-5495

mgoldstein@woodstream.com www.woodstreampro.com



FUN FACT:

Mike collects antique mouse & rat traps!





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Next Generation Power-Kill™ with 24/7 Monitoring

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Expertly engineered for effective control indoors and outdoors

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PERFECT FOR



















Brandon Thoms

(800) 762-0301 x628 bthoms@workwave.com www.pestpac.com

FUN FACT:

Brandon has a Broadcasting degree and lives in NJ with his wife, two sons, and two dogs.

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Dave Colbert 847-495-4700 x1112

DaveC@gmt-inc.com www.buyxcluder.com

FUN FACT:

When Dave goes to the office he rides his bike 8 miles each way!

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Proven & affordable exclusion solutions

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Gabriel Gliwa (267) 530-4043

ggliwa@central.com www.zoecon.com



FUN FACT:

Gabriel played rugby for 5 years all throughout New England before moving back to Philadelphia.



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- A great tank-mix partner

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Kevin Connally 804-339-1871

kevin.connally@bayer.com www.bayer.com/en



FUN FACT: The puppy's name is Charlie O.



The Suspend PolyZone long-lasting residual formulation is available in 30-gallon drums.

Perimeter Treatments # Mosquito Control # Food Handling Areas

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.

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Marillian@buonopestcontrol.com www.nepma.org/pwipm

FUN FACT:

Marillian was the first woman President of NEPMA. "Marillian" is a combination of her 2 grandmothers: Marie and Lillian = Marillian.



Allie Allen, BCE 607-220-6417

aallen@pestworld.org www.npmaqualitypro.org



FUN FACT:

FUN FACT: Allie's undergraduate degree is in entomology.



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Ask us how accreditation can improve your business: QualityPro@pestworld.org













Spring 2021 Vendor Guide Directory

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443-722-9669

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www.amvac.com

BASF

Karen Boniface

201-805-6696

karen.boniface@basf.com

www.pestcontrol.basf.us

Bayer

Kevin Connally

804-339-1871

kevin.connally@bayer.com

www.bayer.com/en

Bed Bug Central (SenSci)

Danny White

609-954-9594

danny.white@bedbugcentral.com

http://senscionline.com/sensci-new-

product-lineup/

Bell Laboratories Inc

Kelley Altland

860-918-9229

KAltland@belllabs.com

www.belllabs.com

Catchmaster

Ed Dolshun

(347) 525-8493

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Ensystex

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203-482-0778

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Debbie Hughes

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Shelby Anderson

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Peter Daniello

401 440 3705

PDaniello@neogen.com

www.neogenprofessionalpest.com

PWIPM New England

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617-489-3008

Marillian@buonopestcontrol.com

www.nepma.org/pwipm



QualityPro

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607-220-6417

<u>aallen@pestworld.org</u> www.npmaqualitypro.org

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<u>ihebert@thermastor.com</u> <u>www.santa-fe-products.com</u>

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Frank MacDonald

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Team Nissan

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Veseris

George Williams 800-888-4897 or 781-939-3144 George.Williams@Veseris.com www.pestweb.com

Spring 2021 Vendor Guide Directory

Western Fumigation

Jeff Palko

Office: (610) 595-2100 Cell: (201) 213-6368

jpalko@westernpest.com;

<u>KDeChristopher@westernpest.com</u> <u>www.westernfumigation.com</u>

Woodstream

Mike Goldstein
p) 800-800-1819 x1364 m)717-940-5495
mgoldstein@woodstream.com
www.woodstreampro.com

Workwave

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