



NEPMA

New England Pest Management Association

VIRTUAL Fall Training VENDOR GUIDE

Accompanying the NEPMA 2022 Virtual Fall Training Seminar.
For more information visit www.NEPMA.org.



NEPMA

New England Pest Management Association

SAVE THE DATES

MARK YOUR CALENDARS FOR THESE UPCOMING NEPMA EVENTS!

Annual Membership Dinner Meeting

December 7, 2022

Crowne Plaza
Woburn, MA

WDI Recertification Class

December 8, 2022

Moose Lodge
Marlborough, MA

WDI Certification Class

January 26 & 27, 2023

Crowne Plaza
Woburn, MA*

Massachusetts Pesticide Applicator Core Exam Coaching Program

February 23 & 24, 2023

Virtual*

Spring Training & Awards Dinner

March 2, 2023

Clarion/Holiday Inn
Taunton, MA*

Massachusetts Pesticide Applicator Core Exam Coaching Program

March 23 & 24, 2023

Virtual*

**Recertification Credits Available*

Find all event and registration details at www.nepma.org



NEPMA

New England Pest Management Association

Thank you for joining us at the New England Pest Management Association's 2022 Virtual Fall Conference.

The virtual training allows us to provide credit opportunities to companies throughout our region and bring world-class speakers to you. While we miss the chance to meet with our suppliers in-person, we are excited to provide this guide to help you 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. Feel free to share this guide with a colleague or team member. After all, supporting one another is part of what makes this industry so great. In addition, 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 and business challenges.

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

We look forward to connecting with you throughout the year!!

Tom Drapeau, ACE

NEPMA President

Freedom Pest Control Company

(978) 887-7900 | Tom@CallFreedomPest.com



THANK YOU SPONSORS!

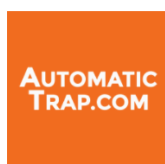
Gold Level



Silver Level



Fall Training Exhibitors





Gabriel Gliwa

(267) 530-4043
ggliwa@central.com
www.zoecon.com



FUN FACT: Played rugby for 5 years all throughout New England before moving back to Philadelphia.

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SCAN TO
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Dave Colbert

847-495-4700 x1112
DaveC@gmt-inc.com
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FUN FACT: When he goes to the office he rides his bike 8 miles each way.

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www.pestweb.com



FUN FACT: I met an energetic and eccentric entomologist (Austin M. Frishman, Ph.D.) at SUNY Farmingdale University-Cornell Cooperative Extension in 1991. After his amazing lecture and some chit-chatting over coffee (he of course was a banana & cranberry juice) he suggested I should make pest control my career. It was the best decision I ever made and I am thankful for my 30+ year friendship with Doc.



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*Brian Smith, Veseris rep
Philadelphia, PA*

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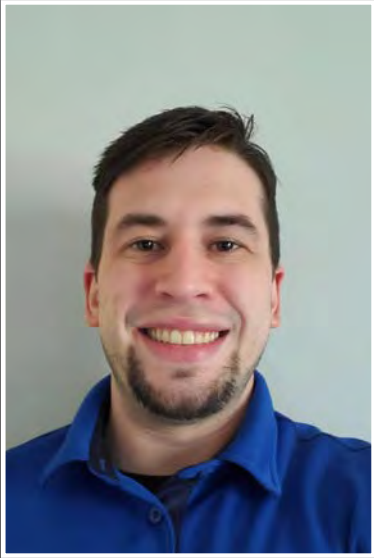


**FLEXIBLE BAIT THAT HELPS
PROVIDE EFFECTIVE CONTROL**

*ONE 16-POUND PAIL INCLUDES EIGHT 2-POUND BAGS OF BAIT.



SANTA-FE
DEHUMIDIFIERS



Ian Hebert

608-571-8418

ihebert@thermastor.com

FUN FACT: Ian likes to race motorcycles
(both dirt and street).



Dane Malmberg

309-208-0033

dane@jobsitemarketinggroup.com

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John Singletary, ACE

571-369-0879

johns@nisuscorp.com

<https://nisuscorp.com/>



FUN FACT: John is a BBQ nut that has competed and placed in KCBS events. He loves to find new and interesting food to put on the smoker.

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Kevin Moran, BCE

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kevinm@forshaw.com,
kellys@forshaw.com
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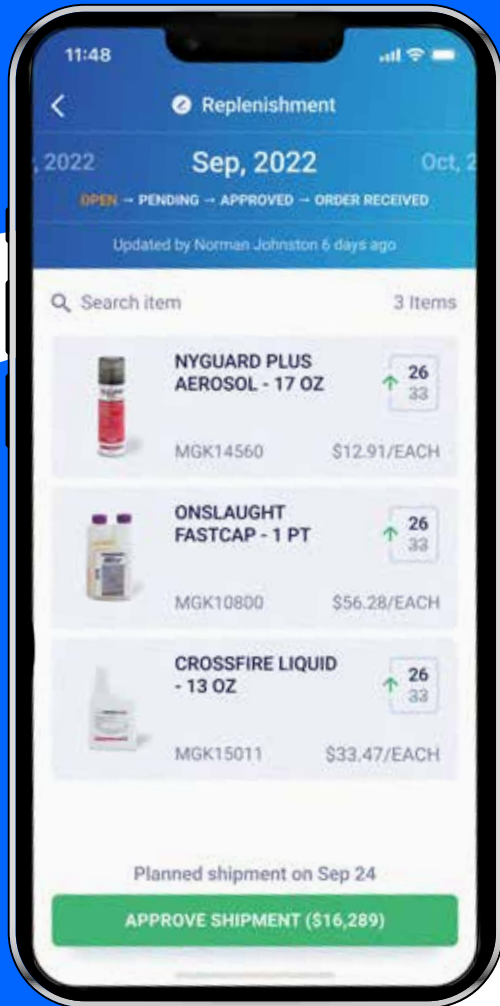
FUN FACT: Kevin's head is hard enough
to break a toilet.

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Ordering

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DOWNLOAD



*Can Your Business Afford
To Not Have **ForeSight**?*





SETTING THE STANDARD IN

PEST MANAGEMENT DISTRIBUTION.

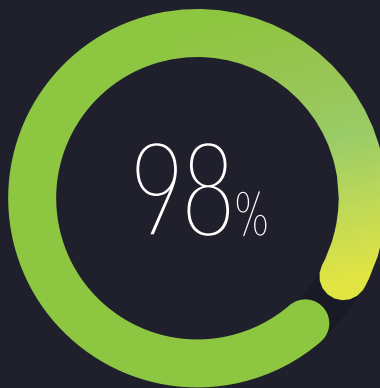


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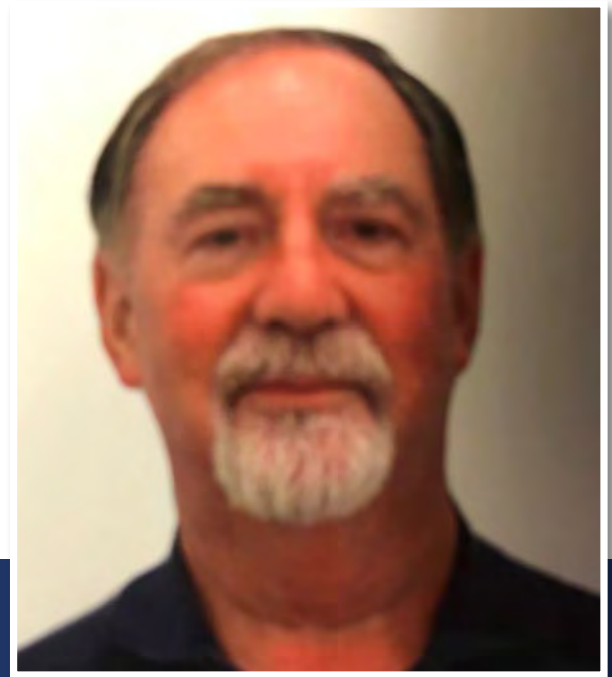
WHERE FAMILY, SOLUTIONS, AND INNOVATION MEET.
WWW.FORSHAW.COM



ENSYSTEX



Steve Goscinsky



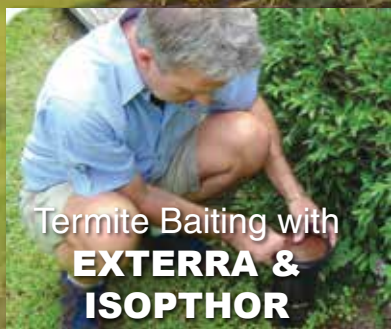
203-482-0778

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).

A pest problem could be anywhere,
ENSYSTEX has you covered.



ensystex.com

Steve Goscinsky
203-482-0778
sgoscinsky@ensystex.com



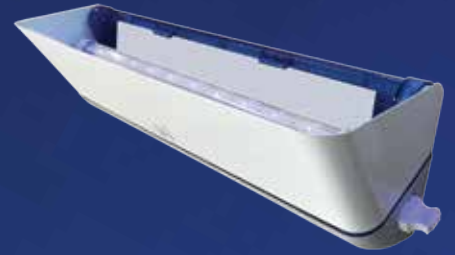
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FLYING INSECT CONTROL

LED technology offers clear energy savings over traditional lighting technologies. Coupled with our unique DYNAMIC OSCILLATION PULSE TECHNOLOGY™, a highly proprietary logarithm that creates fluctuations in the light beam that are imperceptible by people, but greatly influence and improve fly catch rates, VECTOTHOR LED is truly lighting the future for insect control. VECTOTHOR LED lamps are better for the environment and better for your pocket since they use up to 50% less energy than traditional lights. Each lamp has a three (3) years life-span and they contain no environmental pollutants such as lead or mercury.

Vectothor Falcon LED

Area coverage:	538 ft ²
Light source:	15 W ASTRON ECO-LED UV-A™ LAMP
Weight:	approx. 4.5 lb with light tubes fitted
Material:	HDPE chassis with full metal front panel
Degree of protection:	IP 20
Mounting position:	Wall mounted
Dimensions (LxWxD):	19.5" x 5.75" x 6.5"



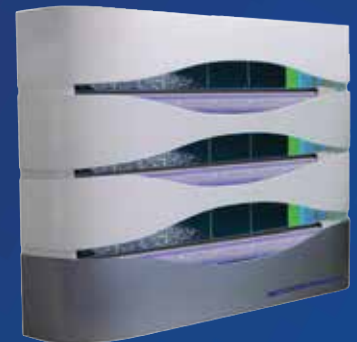
Vectothor Osprey LED

Area coverage:	1076 ft ²
Light source:	2 x 15 W ASTRON ECO-LED UV-A™ LAMPS
Weight:	approx. 9 lb with light tubes fitted
Material:	Coated steel casing, cover/grid ABS plastic
Degree of protection:	IP 20
Mounting position:	Wall mounted
Dimensions (LxWxD):	18.5" x 14" x 4"



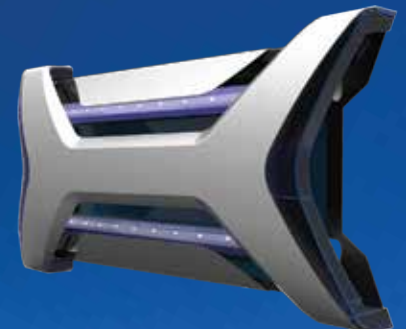
Vectothor Peregrine 3 LED

Area coverage:	1614 ft ²
Light source:	3 x 15 W ASTRON ECO-LED UV-A™ LAMPS
Weight:	approx. 13 lb with light tubes fitted
Material:	Coated steel casing, cover/grid ABS plastic
Degree of protection:	IP 20
Mounting position:	Wall mounted
Dimensions (LxWxD):	20.5" x 14.5" x 6"



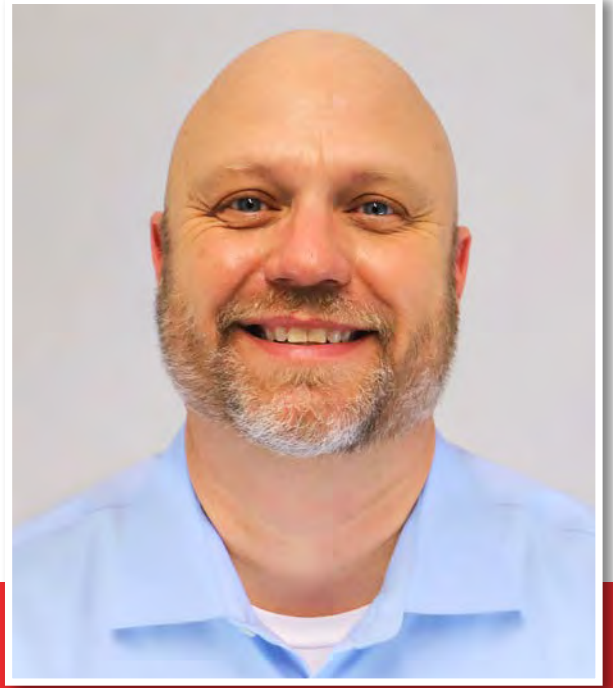
Vectothor Buzzard LED

Area coverage:	861 ft ²
Light source:	2 x 15 W ASTRON ECO-LED UV-A™ LAMPS
Weight:	approx. 10 lb with light tubes fitted
Material:	Coated steel casing, cover/grid ABS plastic
Degree of protection:	IP 20 (drip proof)
Mounting position:	Wall or ceiling mounted
Dimensions (LxWxD):	21.25" x 12.25" x 4"





Chris Phillips ACE



929-441-0040

cphillips@catchmasterpro.com

www.catchmasterpro.com

FUN FACT: If the suns out and warm,
Chris is on his boat floating!



DISCREET

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Traps, kills, conceals

LOW PROFILE

Low profile designed to fit in hard-to-reach areas

Covered top conceals trapped insects

Ideal for high moisture areas



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*Great for discreet deployment in commercial kitchens, offices
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Dual glue boards for maximum catch area
Screened cover for discreet placement

VECTOR 15



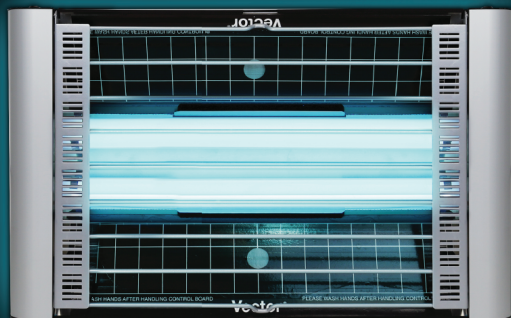
Lightweight and discreet, easy to install and service

PLASMA ONE



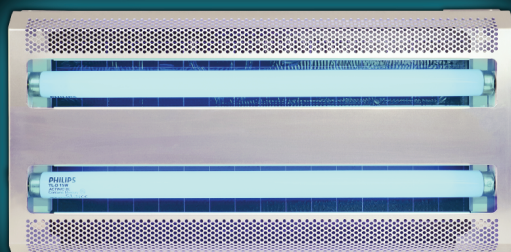
Narrow profile for maximum placement options
Ideal for front of house usage

PLASMA GRILLED



Grilled cover makes inspection a snap

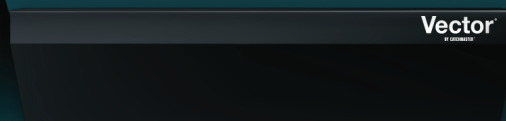
VECTOR 30



Sleek, industrial design utilizing airplane-grade aluminum

-NEW-

VECTOR OPTIMA BLACK & WHITE



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Covered catch area for discreet control



Kelley Altland

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FUN FACT: Kelley has been riding horses for 30 years. She has owned her Quarter Horse Calvin for 17 years.

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- Effective control indoors and out; an excellent, all-purpose bait
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- Available in blox or soft bait
- An acute bait, FASTRAC knocks the rodent population down to a manageable level*
- Less bait required versus anticoagulants**



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Photos may not be representative of label-consistent bait placement

*Rodents may consume a lethal dose in a single feeding, which may result in population knockdown

**Rodents may consume a lethal dose and cease feeding on bait in a single night, resulting in less bait used in comparison to anticoagulant rodenticides

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- CHARGE
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Eric Picard



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<https://www.us.envu.com/>



We create chemistry

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.



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Outsmart rats and mice with Selontra[®] rodent bait.

Rats and mice are notoriously cunning at evading most treatments, which is why you need a solution that's smarter than them in every way: **Selontra** rodent bait.

Its cholecalciferol-based formula with 99% food-grade ingredients delivers a taste rodents can't resist and even controls those resistant to traditional anticoagulants.¹

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1. Edward F. Marshall. Cholecalciferol: A Unique Toxicant for Rodent Control. DigitalCommons@University of Nebraska-Lincoln, Proceedings of the Eleventh Vertebrate Pest Conference. 1984.


Always read and follow label directions.

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Protect your customers' favorite places and spaces

Protecting homes from pest damage and helping create safe, comfortable environments is what pest management professionals do.

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Water Soluble Granule Insecticide

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Don McCandless



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<https://www.aprehend.com/>

FUN FACT: Don has actively practiced Okinawan and Filipino Martial Arts for 40 years.

Aprehend[®]

Biological Bed Bug Control

Field tested and proven
to work for bed bug
elimination and prevention

Aprehend Saves Time and Money

Less prep
Fast application
Fewer follow ups
Up to 3-month residual



"Aprehend allows me to cut out my automatic follow up services increase my profit margins, and offer my customers a proactive solution.

It's like Bed Bug Magic!"

—Gary Andrews, Prudential Pest Management, MI



"We **swear by Aprehend** or bed bug services."

—Bill Armbuster, Sting Operation Pest Control, PA



"Aprehend is more cost effective because on average a treatment can be completed in 2 hours or less as opposed to an average of 8 hours with a heat treatment. This **reduces labor costs and other costs** incurred through heat treatments."

—Jake Brittingham, Rid A Pest Inc, NC



L.I.B.I.

Long Island Bed Bug Inspections

Another day, another bed bug job, another bottle of Aprehend, **another satisfied customer.**"

—Scott Palatnik, Long Island Bed Bug Inspections, NY

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protocol today.**

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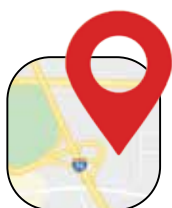
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Natural Urban Pest Control



Allie Allen, BCE



607-220-6417

aallen@pestworld.org

www.npmaqualitypro.org

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



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FUN FACT: Marillian was the first female President of NEPMA. “Marillian” is a combination of her 2 grandmothers: Marie and Lillian = Marillian.

**AUTOMATIC
TRAP.COM**

Jeff Jacobs



(707) 931-4551

Jeff.Jacobs@AutomaticTrap.com

www.AutomaticTrap.com

FUN FACT: Things not to ask about when you call if you want to get any business done... Fishing, Bass Fishing, Kayak Fishing, Paddleboard Fishing, Hockey, Football, Baseball, Globetrotting, Fantasy Sports, The Perfect Trip to _____, Cycling, Fatherhood, Canines, Multitasking, Sci-Fi, Best Restaurants in _____, Tacos, Pizza, Stocks, Real Estate.



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Introducing the new **Smart Trap Kit** & **Goodnature App**




- The Smart Trap Kit gives you more data
- You will know when your trap has killed a pest
- It records the day, time and air temperature at the time of kill



- When you check your trap, the Smart Cap sends this data to the Goodnature App via Bluetooth™
- You receive notifications when you need to replace your lure and gas
- This helps provide constant control against pests



 **AUTOMATIC SELF-RESETTING**
Ingenious design that kills 24 rats or mice before needing a replacement canister.

 **TOXIN FREE**
The lure and the trap itself are completely toxin free. No risk of poisoning pets, livestock or wildlife.

 **QUICK KILL**
Mice and rats are killed instantly.

 **RUGGED DESIGN**
The Goodnature A24 operates without electricity, in any weather conditions and temperature.

The Ideal Alternative To Rodenticides with 3 Ways to Deploy



A24 Rat & Mouse Home Trapping Kit With Portable Trap Stand

- **Our most popular unit** that you can move easily to different locations, attracting rats and mice with our Lure Tasters & Automatic Lure Pump
- Available with your choice of the (1) Smart Cap, (2) Digital Strike Counter or (3) on its own
- **Save on a Case of 12;** see reverse for details



A24 Rat & Mouse Outdoor Trapping Kit With Trap Mount

- The pragmatic solution that started it all, screws and a mount let you simply deploy each trap and eliminate rats and mice efficiently
- Available with your choice of the (1) Smart Cap, (2) Digital Strike Counter or (3) on its own
- **Save on a Case of 12;** see reverse for details



A24 Professional Trapping Kit With Trap Box Enclosure

- Gives professionals all the benefits of the A24 on a larger scale, allowing for constant control of rat and mouse pests while simultaneously securing your traps and making them accessible only for professional maintenance
- Exclusively available with the Digital Strike Counter
- **Only available by Case of 6;** PMP's save 25% or more

Sensitive Trapping Areas?



Smart OR Classic PMP Starter Kit

- 5 x A24 Home Trapping Kit with Portable Trap Stand
- → **Your Choice of Smart Cap OR Classic Counter**
- 5 x Do-It-Yourself Lure Basket
- 5 x A24 Trap Mount
- 2 x Pre-Feed Rat & Mouse Lure Pouch (1x Chocolate, 1x Nut Butter)
- 10 x CO₂ Gas Canister Refill
- 10 x Automatic Lure Pump (5 x Chocolate, 5 x Nut Butter)
- [Professional Installer Page Link](#)

PRICE: \$999.99

Total Value: \$1,122.40
+ Free Shipping
1 Per Truck Recommended
1-Time Buy



Smart OR Classic PMP Sampler

- 2 x A24 Home Trapping Kit w/ Counter
- → **Your Choice of Smart Cap OR Classic Counter**
- 2 x Do-It-Yourself Lure Baskets
- 2 x Pre-Feed Lure Pouches (Choc. & Nut Butter)
- 2 x Automatic Lure Pumps (Choc. & Nut Butter)
- 2 x A24 Trap Mount
- 5 x CO₂ Canister Refills
- [Professional Installer Page Link](#)

PRICE: \$425.00

Total Value: \$442.30 + Free Shipping

How the A24 Works



Sniff sniff



Kapow!



Auto-reset



Sniff sniff...

• Then, Data Sent to Goodnature App via the Smart Cap



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Kurt Anderson



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FUN FACT: My name backwards is Truk.

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