

PMP [NEW YORK PEST EXPO EDITION]



Gallery



1 WELCOME TO THE EXPO Andy Linares, owner of New York-based Bug Off Pest Control Center and organizer of the annual New York Pest Expo, warmed up the crowd comprising more than 500 pest management professionals (PMPs). The theme of this year's event was "Shattering Myths" — breaking down pest control misconceptions by sharing key insights on pest biology and behavior, science-based research and anecdotes from the field. Speakers shared a plethora of new pest control innovations and technical tips.



2 FULL HOUSE Attendees filled the ballroom at the George Washington Bridge Doubletree Hotel in Fort Lee, N.J., for the 2023 New York Pest Expo on Nov. 9. This is the 23rd year Linares has hosted the event.



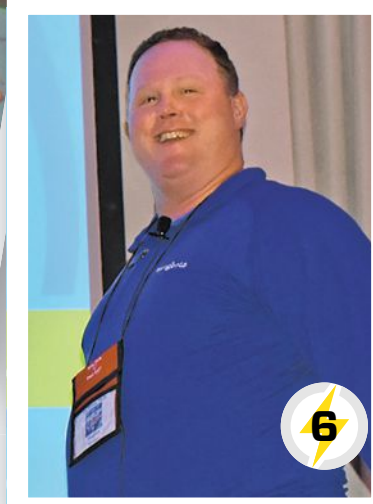
3 IPM MYTHS Dr. Claudia Riegel — director of the New Orleans Mosquito, Termite and Rodent Control Board — discussed several myths (and realities) of integrated pest management (IPM), concluding with "A lot of IPM is based on performing more-thorough pest inspections."



4 RODENT CONTROL John Murphy, CO₂ development and implementation manager for Liphatech, busted myths about rats, such as where they can be found. He urged PMPs to "Embrace a variety of control measures and step up your exclusion game. It works."



5 SETTING THE RECORD STRAIGHT Kim Kelley-Tunis, ACE, BCE, PCQI, senior director of field services for Nisus, shared: "In the state of New York, believe it or not, cockroaches are considered the No. 1 pest. ... Don't overlook drains and pipes. They are the super highways cockroaches travel to go room to room, even structure to structure in connected buildings."



6 LET'S TALK ANTS Dr. Tim Husen, BCE, PHE, PCQI, technical services manager for Syngenta Professional Pest Management, informed and entertained attendees with his "Nuisance Ants — Fact vs. Fiction" presentation: "PMPs have a mean callback rate of 6.3 percent on ant jobs. Ever calculate the total cost of a callback of one ant job — factoring in

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PHOTOS: PMP STAFF



labor time, fuel, vehicle wear and tear, and extra control materials, as well as the potential loss of a customer and his or her referrals, plus potential negative reviews on social media? The true cost of every callback is ... a lot!"

7 SPECIAL DEALS Andrej Branc, right, Americas business manager for PelGar, discussed rodent control solutions with an attendee at the 2023 New York Pest Expo. During the event, exhibiting suppliers provided a variety of "blowouts" — special one-day offers for attendees only.



8 FRONT MAN "Diamond Dale" Baker, president of J.T. Eaton, posed in front of his booth before the start of the event. As part of J.T. Eaton's booth, Baker showcased a photo of himself striking a similar pose at a previous New York Pest Expo.



9 COVERING PROS Select Insurance Agency President Frank MacDonald fielded questions from PMPs about his company's general liability, auto fleet, umbrella liability, workers' compensation and cyber-liability insurance offerings.



10 PEST CONTROL ARSENAL BASF's Northern Regional Sales Manager Todd Brown and Sales Representative Kim Geissel discussed their company's extensive lineup of pest control solutions.



11 GLUE AND MORE Chris Phillips, ACE, Catchmaster Pro's Northeast U.S. and Eastern Canada sales manager, and Lisa Viscuso, its Professional Products customer service manager, showcased the company's insect light traps and glue-based control solutions.



12 INTELLIGENT RODENT CONTROL John Phil, ACE, Bell Laboratories' senior technical representative for New York, New Jersey and Puerto Rico, shared how Bell Sensing Technologies' iQ Products help PMPs embrace data-driven rodent control, while saving considerable time: "With Bell's iQ Products, PMPs never have to check an empty trap again."