

# 2021 Nebraska Urban Pest Management Conference

Virtual Event | February 18-19, 2021  
Program & Vendor Guide



Nebraska Urban Pest Management Conference



We create chemistry

# Fendona<sup>®</sup> CS controlled release insecticide means business

Serious perimeter pest control that helps protect your customers and your bottom line. **Fendona CS** controlled release insecticide includes an advanced micro-mesh encapsulation technology that preserves the active ingredient, alpha-cypermethrin. Fast-acting and long-lasting, it's labeled for more than 60 arthropod pests and a broad range of surfaces and use sites, making it your premier perimeter pest solution.

To learn more, visit [pestcontrol.basf.us](http://pestcontrol.basf.us) or contact your BASF Sales Specialist.

Always read and follow label directions.

Fendona is a trademark of BASF. © 2021 BASF Corporation. All rights reserved.



# PROGRAM OF EVENTS

## THURSDAY, FEBRUARY 18

All live sessions are in Central Standard Time (CST)

**8:00 a.m. – 8:10 a.m.**

Welcome and Opening remarks

*Carl Braun, President, Nebraska State Pest Control Association*

**8:15 a.m. – 9:15 a.m.**

Pest Management and Vector Control in the US Department of Defense: Oh! The Places You Can Go!

*Stan Cope, Ph.D., AP&G*

This lively and humorous session will focus on how pest management is handled in the US Department of Defense (DoD). We will cover the status of DoD's Medical Entomology community and look at pest management during various military operations. The final section will cover 12 global, real-life scenarios from CAPT (retired) Cope's 24-year Navy career.

**9:25 a.m. – 10:25 a.m.**

Keen Observation:

The Key to Successful Pest Management;

*Kevin Thorn, ACE, Thorn Pest Solutions*

As pest management professionals, we are not simply applicators. Pest management is a science and involves so much more than simply applying pesticides. And we know that "cookie-cutter" pesticide application programs typically give poor results. In fact, our success is dependent on our understanding of pest biology and using that knowledge to know where to look, what to look for, and how to prevent and eliminate pests. We must become keen observers. This presentation will help every pest professional understand the importance of understanding pest biology and putting that knowledge into practice.

Sponsored by



**10:35 a.m. – 11:35 a.m.**

Good Bugs Bad Bugs

*Jody Green, Ph.D., BCE, Urban Entomologist, Nebraska Extension Educator*

What classifies an organism as a pest? Could it be the situation, location, population, education, or all the above? Of the hundreds and thousands of described insect species, only a low percent-age are considered pests. Learn how to quickly identify some of the most common urban pests in residential settings, and how to effectively communicate with your clients to achieve an effective IPM program. Showcasing your knowledge of "good bugs" and "bad bugs", helps promote the value of your service, which is more secure than one built on panic and fear.

Sponsored by **ENSYSTEX**

**11:45 a.m. – 12:45 p.m.**

Public Enemy #1 (& 2): Controlling Nuisance Ants and Spiders

*Tim Husen, Ph.D., BCE, BASF*

This session will examine the applicability of IPM in managing the #1 and #2 revenue generating urban pests – nuisance ants and spiders. It will focus on reducing ant and spider associated callbacks (reservice visits) with IPM (identification, inspection, monitoring, physical control, mechanical control, cultural control, and chemical control).

Sponsored by



We create chemistry

**12:45 p.m. – 1:45 p.m.**

Lunch

**1:45 p.m. - 2:45 p.m.**

Why "IPM" has Failed to Eliminate German Cockroach Infestations: A Case for Assessment-Based Pest Management (APM)

*Dini Miller, Ph.D., Virginia Tech University*

Believe it or not, we can eliminate German cockroach infestations with no resident cooperation. All that is required is putting out enough gel bait in a way that cockroaches find delicious...Bait Tacos. Dr. Miller describes the importance of assessing the German cockroach population size to determine how much bait volume is needed. She also discusses how the German cockroaches consume bait best when left undisturbed prior to feeding. Low income housing has been "treated" with spray formulation insecticides for 50 years, and German cockroaches are now very resistant to all of our pyrethroid-based formulations. We must update our control methods to eliminate the German cockroaches of the 2020s. We do this by using Assessment-based Pest Management.

Sponsored by



**2:55 p.m. – 3:55 p.m.**

Creating a Top-Notch Bed Bug Program

*Brittany Campbell, Ph.D., BCE, NPMA, Fairfax, VA*

The cryptic nature of bed bug behavior is one of the most troublesome aspects of bed bug detection and control. In the 20 years since bed bugs re-emerged as an important structural pest, new technologies have been considered and many have been put to good use. In this session, learn about recent bed bug related research into their biology and control and how you can use this knowledge to create a top-notch bed bug program.

**4:00 p.m. - 5:00 p.m.**

Rodent Control and IPM

*Sylvia Kenmuir, MSC, BCE, BASF*

New laws in other states are changing how our industry performs rodent management in 2021. This is the perfect time for companies nationwide to reassess their approach to rodent management services. This talk will look at how to conduct a "program checkup" and will look at the products (modes of action) and services you offer, the training given to your technicians and customer communication and education on the importance of rodent management.



*“Temprid gives me more longevity between regular services. It really lasts the gap that comes up between services. We use Temprid all summer long – no ifs, ands or buts. Every technician.”*

– **Steve Tanksley**, Pinpoint Pest Control, San Diego



**Temprid**<sup>®</sup>  
**FX**

*When you're ready to ditch the callbacks, it's Time for Temprid.*

It's your go-to solution for increased efficacy, ease of use, decreased callbacks, and unmatched flexibility. Its co-milled, dual active technology delivers increased power – controlling over 50 hard-to-kill pests indoors or out. If you're ready for powerful control, *it's time for Temprid.*

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.

Bayer Environmental Science, A Division of Bayer CropScience LP, 5000 CentreGreen Way, Suite 400, Cary, NC 27513. For additional information, call toll-free 1-800-331-2867. [www.environmentalscience.bayer.us](http://www.environmentalscience.bayer.us). Not all products are registered in all states. Bayer, the Bayer Cross and Temprid are registered trademarks of Bayer. ©2020 Bayer CropScience LP.



# briostack

## Briostack Pest Control Software

The most innovative, all-in-one pest control software that scales as you grow.



---

Optimize Your Office

Enable Your Techs

Drive Your Sales

---



"I swore I would never switch software companies again. But Briostack made the data conversion so easy. If you're thinking about switching software, don't even hesitate."

*Jerry, Guardian Pest Control*

Sign up with Briostack by the end of March for a free month of service!

Visit [briostack.com](http://briostack.com) to request a demo.

**SAVE FEB. 1-28, 2021**



**\$1 INSTANT OFF**



**Niban™**  
**Granular Bait**  
**10 Lb. Bag**  
**# 1505046**



**\$5 INSTANT OFF**

**Tekko™ Pro**  
**Insect Growth Regulator**  
**16 Oz. Bottle**  
**# 1503435**



**\$6 INSTANT OFF**

**Gentrol Point Source™**  
**Roach Control Device**  
**20 Devices / Box**  
**# 1503435**



**TRAPPER® 24/7 IQ**



**4 Traps / Case**  
**# 1510764**

**\$24.16**

**Never Check An Empty Trap Again**

- **PLACE TRAPS ANYWHERE**  
Technicians can place IQ traps in hard-to-reach locations and know if there is a rodent capture, without having to visually inspect each device.
- **STREAMLINE SERVICE**  
Once PMPs are on-site, they will know which traps need to be serviced, saving time and limiting disturbances at their customer.
- **TRACK RODENT BEHAVIOR**  
Helps PMPs answer the question of why rodent activity is spiking in certain places, at certain times.

**CONVENIENT WAYS TO SHOP**

**ONLINE** 

**BY PHONE** 

**PICK UP AT STORE** 

**SAME/NEXT DAY DELIVERY** 



**\$5 INSTANT OFF**



**SenSci Activ**  
**Bed Bug Lure**  
**12 Lures / Box**  
**# 1506360**



**\$.50 INSTANT OFF**



**Rodent Stop**  
**Rodent Proofing Compound**  
**12 Tubes / Case**  
**# 1506360**



**\$165**

**Precision Delivery System**  
**Doxem Precise Starter Kit**  
**Starter Kit**  
**# 1511102**



\*Not Registered in CA & HI

**TECHTIP**

**Have You Considered Granular Baits?**

Selecting the right pesticide formulation can be challenging, given all of the effective options available to pest management professionals. Some things to consider are:

- Target pest
- Area or surface applying in/on
- Application technique required PPE & equipment
- Training Required
- Storage requirements
- Cost

(\*Always read and follow the product's label!\*)

Bait formulations are extremely popular with professionals as they incorporate an active ingredient into an attractive food matrix and take advantage of pests' foraging behavior to gain control. Baits vary in their formulation from liquid to gel to solid granular. Depending on the situation, granular baits could be a great addition to your pest management program. They are one of the most versatile bait formulations in the industry. Many of them are labeled for outdoor and select indoor use, are fairly easy to apply, come ready to use, and are labeled for various pests in many cases. As with any bait formulation, pest acceptance is key to success. Be sure to familiarize yourself with the target pest's foraging habits to make your most informed formulation selection decision.

**BUSINESS GROWTH WEBINAR SERIES**

**PRODUCT SHOWCASE:**  
**Maximizing Revenue with These Mosquito & Tick Products**

WITH:

FLOWZONE | ROCKWELL LABS  
THERMACELL | WOODSTREAM

DATE:

Thursday, February 25, 2021

TIME:

10:30am PST/1:30pm EST

For more details or to register: <https://bit.ly/36kw2jp>



# PROGRAM OF EVENTS

## FRIDAY, FEBRUARY 19

All live sessions are in Central Standard Time (CST)

### 8:00 a.m. – 8:10 a.m.

#### Welcome and Opening remarks

*Carl Braun, President, Nebraska State Pest Control Association*

### 8:15 a.m. – 8:45 a.m.

#### Pest Regulatory Update

*Tim Creger,*

*Nebraska Dept. of Agriculture Pesticide Program Manager*

The presentation will cover changes to state statutes and regulations that affect the pest control industry, changes to specific pesticide labels that are used by the pest control industry, and changes to the state pesticide applicator certification program beginning in 2022.

### 8:50 a.m. – 9:50 a.m.

#### Pesticides and You: Working Safely

*Todd Johnson, Rentokil*

This presentation takes us back to the basic knowledge of pesticides and working with them safely. We wear personal protective equipment (PPE) but do we know if we are wearing the appropriate PPE? How do we coach our technicians to understand pesticide safety and know where to get the information to make the right decision. In our industry, we must always be prepared to handle pesticides and that includes the unfortunate spills that occur and how to handle those spills

Sponsored by **briostack**

### 10:00 a.m. – 11:00 a.m.

#### WDI: Who and Why?

*Glen Ramsey, Orkin*

In this session, Glen will discuss the identification and biology of the common wood boring beetles, termites, and fungi. In true IPM fashion, we will highlight the root causes and the need for moisture control.

### 11:00 a.m. – 12:00 p.m.

#### Lunch

### 12:00 p.m. - 1:00 p.m.

#### A Call to Arms: Flanking Fly Populations in Urban Environments

*Jimmy Pitzer, Ph.D., Cal Tech*

The goal of this presentation will be to reinforce the importance of non-insecticidal integrated pest management (IPM) techniques used for urban fly populations. A heavy emphasis will be placed on recognizing and identifying pest flies, as well as the importance of conveying the message that pest tolerance and a long-term commitment on the part of the client is imperative to fly management program success. Insecticide resistance among pest fly populations, coupled with an ever-increasing push for non-insecticidal solutions by the public necessitates an IPM approach. This presentation will provide education regarding the importance of identification and biology (life cycle) of commonly encountered urban pest fly species, as well as a discussion of current insecticide alternative effectiveness. An undertone of fly management rather than fly control will be a common thread throughout the presentation. Instilling this idea in all parties will play an important role in the success of any program used to mitigate fly populations in urban environments.

Sponsored by



### 1:10 p.m. – 2:10 p.m.

#### Myths and Fallacies About Mosquito Control: What Customers Believe and How It Impacts Sales and Service

*Stan Cope, Ph.D., AP&G*

There is lots of misinformation when it comes to mosquitos and mosquito control. However, if something is repeated often enough, or it is on the internet, then it must be true! Customers will believe these false 'facts' and use them as reasons not to purchase your mosquito service. Learn fact from fiction and gain valuable pointers on how to communicate this knowledge.

### 2:15 p.m. – 3:15 p.m.

#### Fumigation Review

*Jerry Heath, BCE, Industrial Fumigant Co.*

The session will review fundamentals of fumigant gas behavior that influence safety and performance that are relevant for both of the fumigant active ingredients currently available, sulfuryl fluoride (Pro-fume, Vikane) and phosphine (many products). Safety procedures and fumigation management plan (FMP) requirements, including gas detection equipment and respiratory safety equipment, will be discussed. Regulatory developments will be explained, especially re-registration of phosphine which seems likely to require significant new label requirements.

### 3:15 p.m. – 3:45 p.m.

#### Closing

*Carl Braun, President, Nebraska State Pest Control Association*



A Vesperis customer growth story

# From three techs to the Top 100: Gaining the guidance to grow

## Customer

**Jason Payne**  
President, Payne Pest  
Management

## Challenge

Find the right products and guidance to navigate San Diego’s complex, heavily regulated market.

## Solution

Gain hands-on purchasing, training, and operations support from Vesperis’ industry experts.

## Results

A #90 placement in PCT’s Top 100 List with multiple business locations serving all of Southern California.

## Finding the way forward

Densely populated and temperate year-round, San Diego is a major hotbed for pest activity. Combined with the strictest label regulations in the country, it’s an especially tough place for smaller businesses to keep up with the constant stream of operational challenges.

Jason Payne wanted to take Payne Pest Management to the next level. So he reached out to the only industry partner willing to help his family-owned business: Vesperis.

**“Vesperis helps me with more than orders and shipping info. It’s the whole picture, from pests and training to regulatory changes and inventory management.”**

## Getting the complete package

Jason and his team turned to their Vesperis rep as their primary source of industry information. No matter the ask, they were able to work together to find a solution — helping with everything from managing pest pressures and regulatory changes to getting product promotions and shipping updates.

As the PPM team grew, so did Jason’s reliance on Vesperis. Jason and his managers continue to use PestWeb to manage their just-in-time inventory, aligning their techs’ routes with local ProCenter locations for product pickups. And with multiple PPM locations separated by California traffic, PestWeb also provides a way for the entire team to stay on the same page for training, products, and regulations.

## A bigger business — and reputation

In just four short years, Jason’s team grew from three employees to over 50. PPM now serves all of Southern California with new locations in Orange County and Los Angeles. And most recently, the business was recognized for its explosive growth with a #90 ranking in PCT’s prestigious Top 100 List.

Jason’s not done yet. He’s doubling down on his lean, organic approach to growth — with the support of his customers, his team, and Vesperis.

© 2020 ES OpCo USA LLC. All Rights Reserved. The Vesperis mark, logo, and other identified trademarks are the property of ES OpCo USA LLC or its affiliates.

How can Vesperis make an impact on your business?

**Find out by visiting [PestWeb.com/grow](https://www.pestweb.com/grow) or calling 800-888-4897.**





# Mix & Match Any 4

**Bithor SC**  
**Maxxthor SC**  
**Prothor SC 2**  
**Adjuthor**



## Adjuthor Spreader Sticker

- Greater application longevity and uniformity.
- Reduces chemical use, while increasing performance.
- Improves wash off resistance to your application and provides UV protection.
- Can be used on exterior structures, trees, ornamentals, foliage, and lawn.
- Compatible with all THOR liquid products as well as most competitors'.

## Prothor SC2 Imidacloprid

Prothor contains the active ingredient imidacloprid. Imidacloprid's high degree of popularity is directly related to its high level of activity against important turf and ornamental pests and its ability to translocate in a treated plant to the point of pest attack against the plant. In particular, imidacloprid is highly effective against pests that attack below ground.

## Maxxthor SC Bifenthrin

Maxxthor SC combines the active ingredient bifenthrin in a stable, easy-to-use formulation that is suitable for almost any pest problem. Maxxthor SC can be used both indoors and outdoors, and is labeled for the treatment of more than 75 different pests.

## Bithor SC Imidacloprid + Bifenthrin

The combination of Imidacloprid and Bifenthrin provides a one-two punch to take down pyrethroid resistant insects like mosquitoes, bed bugs, flies, and cockroaches. In fact, BITHOR controls over 100 different pests!



# VENDOR DIRECTORY

## GOLD SPONSORS

### **BASF Pest Control Solutions**

Jared Harris  
jared.harris@basf.com  
(314) 724-4050  
[www.basf.com](http://www.basf.com)

### **Target Specialty Products**

Doug Bennett  
doug.bennett@target-specialty.com  
(816) 517-1425  
[www.target-specialty.com](http://www.target-specialty.com)

### **Veseris**

Jeromy Baumbach, ACE  
jeromy.baumbach@veseris.com  
(402) 206-3242  
[www.pestweb.com](http://www.pestweb.com)  
[www.veseris.com](http://www.veseris.com)

## SILVER SPONSORS

### **Bayer Environmental Science**

Nate Peterson  
nate.peterson2@bayer.com  
(417) 509-3560  
[www.backedbybayer.com](http://www.backedbybayer.com)

### **BrioStack Software**

Michael Kennedy  
Michael.kennedy@briostack.com  
(208) 577-0781  
[www.briostack.com](http://www.briostack.com)

### **Ensystem, Inc.**

Donald Stetler  
dstetler@ensystem.com  
(281) 217-2965  
[www.ensystem.com](http://www.ensystem.com)

## BRONZE SPONSORS

### **AP&G Co., Inc.**

Liz Turner  
lturner@catchmasterpro.com  
(347) 889-0258  
[www.catchmasterpro.com](http://www.catchmasterpro.com)

### **Slingshot**

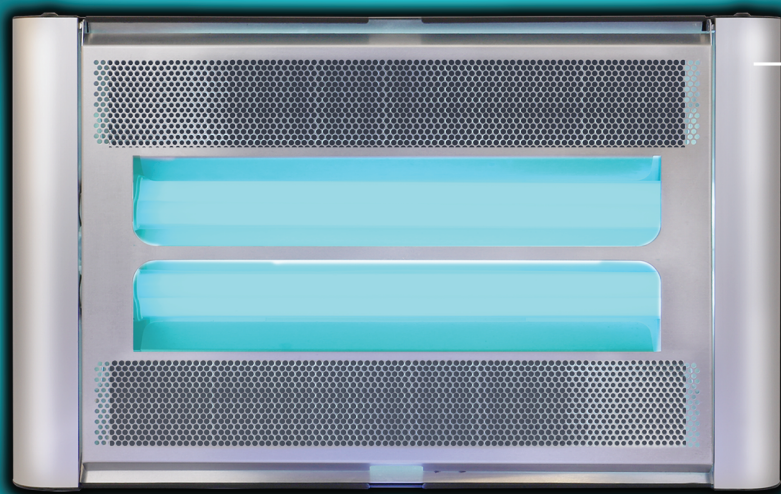
Cameron Beecher  
sales@getslingshot.com  
(435) 261-9282  
[www.getslingshot.com](http://www.getslingshot.com)

### **Syngenta**

Mike Weissman  
mike.weissman@syngenta.com  
(636) 399-1702  
[www.syngentapmp.com](http://www.syngentapmp.com)

# The New Dynamic Duo!

Catchmaster is proud to be the new home of the industry-standard Vector lights



**PLASMA SCREENED**

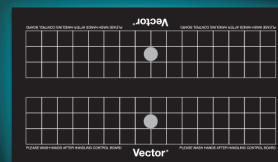
4 5 0 9 1 6 1 3

**QUICK,  
SLEEK,  
LIGHTWEIGHT**

**72 WATTS  
OF INSECT  
ATTRACTION**

**DUAL GLUEBOARDS  
PROVIDE MAXIMUM  
CATCH AREA**

**FASTEST CATCH  
IN THE  
VECTOR FAMILY**

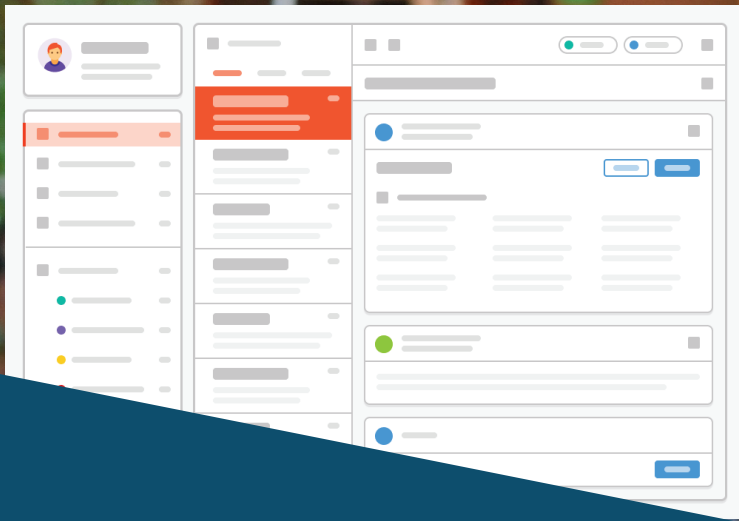


45091612

# Vector<sup>®</sup>

BY CATCHMASTER<sup>®</sup>





# Answer First. Answer Fast. 24/7.

Did you know that 74% of customers choose the provider that answers first? **You can't afford to be second.**

With Slingshot, every call, chat, text, lead, email, or message will be answered fast by our team of pest control experts, 24/7. We are your modern solution to customer support and sales management.

## Want to be first?

Contact us now. Mention this ad and receive 50% off setup.

 [getslingshot.com](https://getslingshot.com)

 [sales@getslingshot.com](mailto:sales@getslingshot.com)



## Never Miss a Lead

"Meeting our customers in the channels that they're using most and accustomed to is an important part of our strategy. After hours, we never miss a lead."

**Gui Bergeron**  
Frontline Pest

slingshot

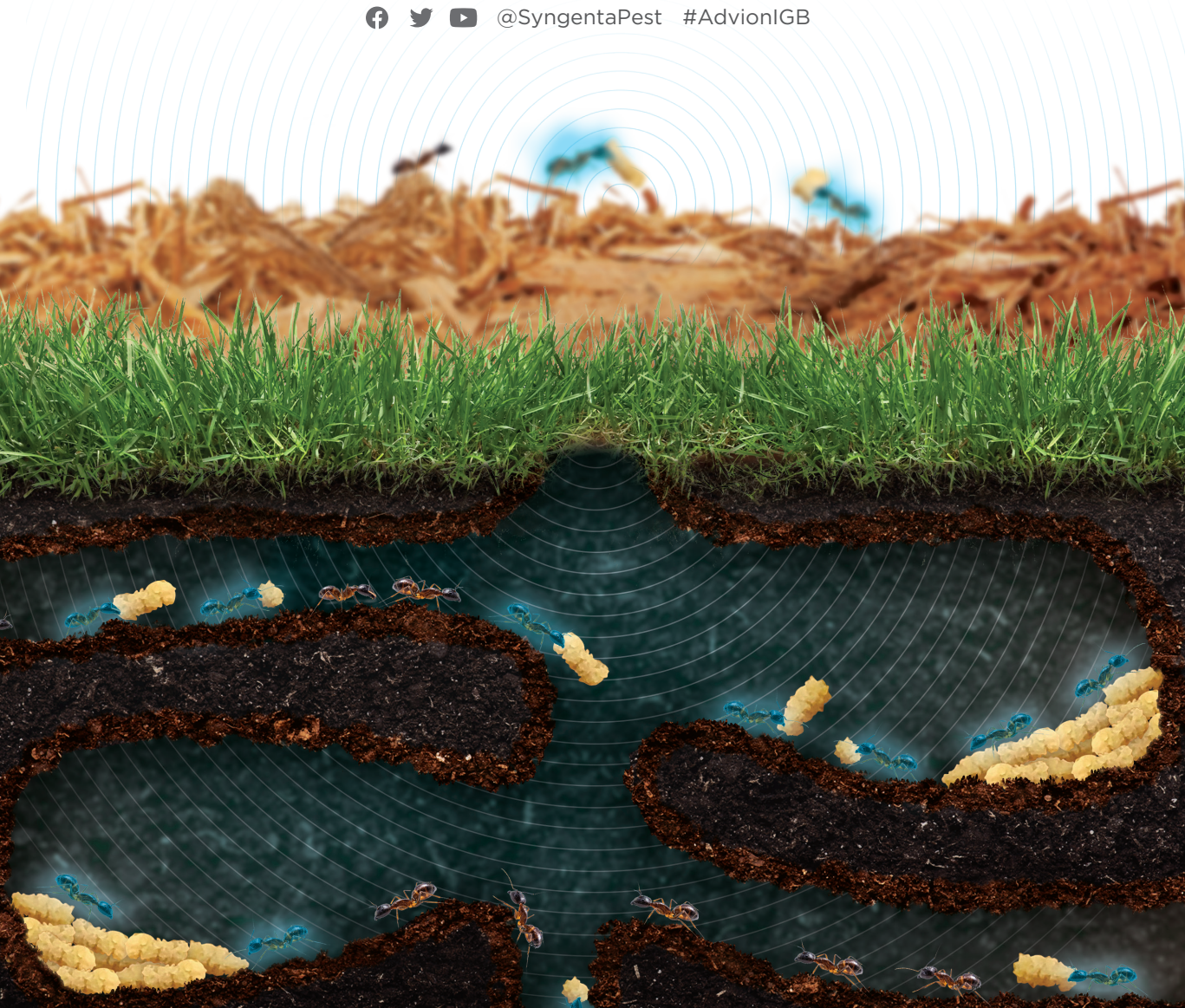
NOVEL, ATTRACTIVE ADVION BAIT:

# PASS IT ON

Experience greater bait consumption with the highly attractive Advion® Insect granular bait. Its MetaActive™ effect results in targeted control of pests like **ants, cockroaches, crickets and more.**

For more information visit [SyngentaPMP.com/AdvionIGB](https://SyngentaPMP.com/AdvionIGB) or contact: **Mike Weissman** at (636) 399-1702 or [mike.weissman@syngenta.com](mailto:mike.weissman@syngenta.com)

   @SyngentaPest #AdvionIGB



 **Advion® Insect**  
Granular bait

syngenta®

PROFESSIONAL PEST MANAGEMENT

FOR LIFE UNINTERRUPTED™

All photos are either the property of Syngenta or are used with permission.

©2021 Syngenta. **Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties and/or may have state-specific use requirements. Please check with your local extension service to ensure registration and proper use.** Advion®, For Life Uninterrupted™, MetaActive™, the Alliance Frame, the Purpose Icon and the Syngenta logo are trademarks of a Syngenta Group Company. All other trademarks are property of their respective owners.

®



# THANK YOU TO OUR SPONSORS!

## GOLD SPONSORS



## SILVER SPONSORS



## BRONZE SPONSORS

