



New York State of Mind

Bug Off Pest Control Center's Andy Linares – organizer of the New York Pest Expo – has made it his vocation to help other PMPs expand their knowledge and advance their careers.



Andy Linares possesses a “New York State of Mind.” The owner of New York-based Bug Off Pest Control Center never shies away from a challenge. In fact, every day he challenges himself, his crew and Bug Off’s ever-expanding family of pest management professional (PMP) clients to learn, do and be more.

“From our humble beginnings three decades ago, Bug Off has always strived to be much more than a world-class distributor of professional pest management solutions,” Linares says.

“For starters, each of us at Bug Off is a licensed PMP. We’re not just counter jockeys. We’re pest management authorities,” Linares adds. “At Bug Off, we have our fingers on the pulse of the industry, tracking leading-edge control technologies

and techniques, and ever-changing regulations. Equally important, we’re industry partners. We freely share because we truly care.”

Chances are you’ve heard of, if not attended, a few of Bug Off’s popular educational events, such as:

- The New York Pest Expo, an annual affair launched in 2003 that draws hundreds of PMPs from the U.S., Canada, Mexico, Latin America, the United Kingdom, the Caribbean and elsewhere.
- Associate Certified Entomologist (ACE) Preparatory Course.
- Green Pest Management Summit.
- Pest Management Career Training Course.
- Protection of Food & Public Health.
- Rats and the Citi (held at Citi Field, home of the New York Mets).
- Sleep with Confidence: The Latest Bed Bug Innovations.
- PCO Safety Course: Be Smart, Stay Safe.
- Pest Management Safety: Minimizing Exposure.
- Call of the Wild.
- PMPs Gone Wild.
- Advanced Fly Control: Insect Light Trap Technical Training.
- Understanding Termite Control.

- Comprehensive Rodent Forum.
- Rodent Management Updates.
- Race for the Bait.
- Social Media Summer School.
- Integrated Wealth Management.
- Building Wealth for Life.
- Leadership Cruise.

Bug Off is established, recognized and respected, says Linares, who purchased the business (formerly named Matador) from his uncle in January 1987. With Linares at the helm, Bug Off shed its pest control service division and focused on arming pros with proven pest management tools and techniques. The rest is history.

The numbers speak for themselves. Over the past three decades, Bug Off has:

- Tripled its square footage.
- Launched a pest management career training center.
- Trained tens of thousands of PMPs.
- Helped hundreds receive state pesticide applicator/technician certifications.
- Assisted dozens in launching their own pest management companies.

This year’s New York Pest Expo – being held on Veterans Day, Nov. 11 – celebrates the industry’s ongoing youth movement. The Expo will feature six “young guns” who hold doctorates, as speakers. Visit bugoffpccenter.com to pre-register.

“At Bug Off, we embrace the fact that our growth is dependent on the growth of our valued customers and the professional pest management industry as a whole,” Linares adds. “A rising tide lifts all boats ... be they on the Hudson River or anywhere else our wonderful industry serves.”



Andy Linares



Andy Linares takes a turn in a pro kart during “Race for the Bait,” an event organized by Bug Off and PelGar USA.



Celebrating women in pest management. Bug Off’s 2015 New York Pest Expo was a huge hit. Pictured above are Andy Linares and his beloved mother, standing in front of countless professional women speakers and attendees.