

Roadtrip Roundup

By Marty Whitford | PMP Publisher & VP of Content

20th New York Pest Expo

“In 2003, when we launched the New York Pest Expo, a lot of folks predicted, ‘It won’t last,’” remarked Andy Linares, organizer of the annual event and owner of Bug Off Pest Control Center, a New York-based distributor. “Yet here we are today — more than 500 pest management professionals (PMPs) and nearly three dozen exhibitors — broadening our knowledge, networks and potential, celebrating our 20th New York Pest Expo.”

The first New York Pest Expo drew 104 attendees, including sole sponsor/exhibitor Whitmire Micro-Gen, a legacy company of BASF. Embodying “infotainment,” the annual event has grown ever since. On this edit spread are photos of Expo exhibitors and snapshots from presentations. PMP

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MORE ONLINE

For more coverage of the 20th Annual New York Pest Expo, visit [Bit.ly/3Obk1MV](https://bit.ly/3Obk1MV).



1 Bell Laboratories’ Sheila Haddad and John Phil showcased iQ Products, along with Bell’s arsenal of other rodent control solutions. 2 BASF’s Karen Boniface (left) and Sylvia Kenmuir, BCE, helped attendees troubleshoot persistent infestations with proven formulations and active ingredients. 3 Chris Phillips and Lisa Viscuso discussed the features of Catchmaster Pro’s Vector insect light traps and other pest management solutions. 4 Eric Picard shared how Envu launched this fall as a new company built on years of Bayer experience. Envu serves professional pest management, turf and ornamental, mosquito management, and other markets. 5 Jonathan Davis explained how PMPs can save year-round with Syngenta’s PestPartners 365 rebates, while “resting easy” with the company’s Assurance Programs. 6 Jason Hart detailed the benefits of Scion and FMC’s True Champions loyalty program: “FMC is innovation you can trust, people you can count on.” 7 From left are Liphatech’s John Murphy, Barry Pitkoff and Matt Titshaw, showcasing the IGI CO₂ Powered by Liphatech, a rodent control solution. 8 Gabriel Gliwa answered attendees’ questions about Zoëcon’s insect growth regulators and Essentria botanical pest control solutions.

PHOTOS: PMP STAFF

9 Andy Linares, owner of Bug Off Pest Control Center, said his distribution firm has trained tens of thousands through the New York Pest Expo and dozens of other educational events hosted each year. 10 “The label is the law,” Envu’s Joe Barile, BCE, reminded attendees. “Fully comprehending and complying

with pest control product labels is the responsibility of each of us. Without a focus on product stewardship, we will lose our good public image and access to products that help us protect public health.” 11 BASF’s Sylvia Kenmuir, BCE, shared fly control tips: “Thorough inspections and correct species identifications are musts. Successful fly management programs also comprise exclusion, sanitation, insect light traps, contact and residual insecticides, trapping and monitoring.” 12 Jeff McGovern, aka The Pest Coach, presented “The Art of Exclusion.” McGovern’s tips included: Remove entry points; look underneath, around, behind, and above; remove food and water sources; eliminate potential harborage; and clean and sanitize. 13 Dr. William Robinson, of The Fountainhead Group, asked PMPs to avoid excess spraying: “Wetting the surface will not make pests more dead.” He also cautioned against product rotation without cause: “If a pest control product is not failing, keep using it. If it’s not working, change it.” 14 Lou Sorkin, BCE, a research entomologist with Entsul Associates, brought crawling creatures for his presentation about long-lived organisms and infestations. 15 Liphatech’s John

Murphy shared riveting rodent stories and lessons learned: “Inspect and think three-dimensionally. Look inside and outside — high, low and in-between. Be methodical and thorough, and document what you see, hear and smell.” 16 Last but not least, “Diamond” Dale Baker “did the splits” to ensure he did not block JT Eaton’s logo or pest control products during his glamour shot.