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2024 COCKROACH BATTLES

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SPECIAL ADVERTORIAL SECTION

Doxem Offers the Power of Precision

Duncan's Pest Control targets control efforts with Doxem products

James Duncan has seen his fair share of cockroach infestations as a second-generation pest management professional. His father, Eddie, started Duncan's Pest Control in 1989 — and the



James Duncan

Alexandria, La.-based company has been a Control Solutions Inc. (CSI) customer since the manufacturer's official debut in 1998.

Duncan was immediately onboard when CSI introduced its Precision Delivery System (PDS) for Doxem Precise in 2020.

The PDS can:

- ▶ be used while the facility is in operation.
- ▶ withstand extreme temperatures.
- ▶ provide highly palatable bait that remains effective for over six months.
- ▶ be used in and around electrical equipment.

- ▶ reach deep into voids up to 24 inches.
- ▶ provide precise, controlled, measurable applications.

“Doxem Precise is a dry flowable product, which makes it easy to apply to cracks and crevices where cockroaches like to hide,” Duncan explains. “Because it's non-repellent, cockroaches are more likely to come into contact with it and pick it up.”

Duncan reports that he has been equally impressed with Doxem NXT which, when introduced in 2023, had many firsts, including:

- ▶ the first aerosol to feature indoxacarb;
- ▶ the first to feature imidacloprid approved for food handling; and
- ▶ the first to comprise two non-repellent adulticides and two insect growth regulators (IGRs).



Cockroach Battle

COMPANY: Duncan's Pest Control
BATTLEFIELD: 80% residential, 20% commercial

WAR STORY: “I've dealt with an extremely difficult infestation with just Doxem Precise — It has the ability to eliminate an entire infestation by itself,” Duncan reports. “We don't have to apply any other materials. I've done similar things with Doxem NXT in residential areas as well. You can get it in those harborage areas, and it lasts and gives you a better residual life.”

WEAPON OF CHOICE

PROVEN SOLUTION: Doxem Precise / Doxem NXT

WEBSITE: CSI-Pest.com



“Doxem NXT is great for treating larger areas, like baseboards and wall voids,” Duncan says. “It has a long residual activity, so it keeps working for weeks, even months.”

He adds that both products are on every Duncan technician's truck because “you can never really have too many tools at your disposal to use, especially for cockroaches.”

Duncan also emphasizes the importance of his team's strong partnership with CSI, especially with Pest Control Key Accounts Manager Karl Kibodeaux, ACE.

“CSI has been a great partner,” Duncan says. “They're always willing to answer questions and provide technical support.”

Fog, Flush — Finished

Neogen's SureKill Flusher knocks down cockroach populations fast

Gunter Pest & Lawn has been a trusted industry name in Kansas City, Mo., for nearly 75 years. Its commitment to excellence is led by Technical Director John Myers, a 25-year industry veteran.

Myers has used Neogen's SureKill Flusher for more than two decades. He says this versatile dry fogger and flushing agent has been a mainstay for Gunter Pest, especially when tackling heavy cockroach infestations and treating large, hard-to-reach areas. SureKill Flusher is a dry fog that instantly flushes cockroaches, bed bugs and other labeled pests from deep harborage for more effective pest control.

The non-flammable formulation's main active ingredient is pyrethrins, with two additional synergists to reduce resistance. It can be dispersed even when the aerosol can is upside down. This helps to get the fogging material into all harborage areas, even around ignition sources. SureKill Flusher is an ideal



“SureKill Flusher is extremely dependable and offers our team the most consistency while keeping our costs and waste down.”

— John Myers

detection tool that provides initial kill on contact for not only cockroaches, but for ants, fleas, flies, gnats, mosquitoes, spiders, ticks, wasps and several other labeled pests, including stored product pests. It can be used to great effect in schools, food storage areas, food processing plants, restaurants, institutions and other public buildings.

“SureKill Flusher is extremely dependable and offers our team the most consistency while keeping our costs and waste down,” he explains. “It eliminates cockroaches in our heaviest cleanouts as well as spiders, fleas and other insects where we need a quick knockdown and good results.”

Keeping materials use at a minimum is an important goal for

Cockroach Battle

COMPANY: Gunter Pest & Lawn

BATTLEFIELD: 65 percent commercial, 35 percent residential

WAR STORY: “Our cockroach cleanouts for multifamily and commercial clients can be intense,” Myers points out. “We’re not talking about a few dozen cockroaches, but hundreds. However, cleanouts are a great way to train new technicians. When you start flushing with SureKill, you’ll see cockroaches pouring out of wall voids and ceilings like crazy. It’s a shock to the system, even for experienced technicians. The look on a new guy’s face when the cockroaches start pouring out is priceless!”

WEAPON OF CHOICE

PROVEN SOLUTION:

SureKill Flusher

WEBSITE:

NeogenProfessionalPest.com

the Gunter team, as the company is publicly committed to eco-friendly pest control. Its large-scale green initiative includes converting its office to a paperless system and transitioning its fleet to electric Tesla vehicles. Gunter’s “green theme” also extends to various ways to reduce chemical use, and the one-two punch of SureKill Flusher is a big part of that strategy.

Myers says it’s a product he and his team will continue to count on for the long haul. “We just let it do its job,” he concludes. “The SureKill Flusher does exactly what it’s designed to do and always makes the job easier.”



Simply Irresistible

Doc Frishman endorses Nisus' Magnetic Roach Bait

With nearly six decades of experience in pest management, *PMP* Hall of Famer and frequent *PMP* contributor Dr. Austin Frishman (Class of 2020) is a giant in the professional pest control industry. His expertise has led him to discover and endorse what he considers to be one of the most effective tools for cockroach control: Magnetic Roach Bait from Nisus.

"I've never seen anything like it," Dr. Frishman states. "I first heard about Magnetic Roach Bait from a guy named Ted Cooper. He told me to go to his office, close the door, and sit down. Then he pulled out a jar of this stuff and said, 'Don't tell anyone, but this is the best roach bait I've ever seen.' And he was right. I tried it out on a few jobs, and the cockroaches literally ran to it. They were fighting one another to get to it."



“It really is like a roach magnet. They come running to it. It's unbelievable.”

— Dr. Frishman



Magnetic Roach Bait uses a boric acid active ingredient with food-grade ingredients that cockroaches can find irresistible. The product's specially formulated organic food components are designed to be highly attractive to cockroaches.

"Every person I showed the bait to asked me where they could find it for themselves. If something is that good, I have to tell people about it," he quips.

Dr. Frishman explains that the bait is also beneficial to pest management firms because it is technically considered to be a "green" product and can be marketed to customers in that manner.

"I also like to use it in really tough spots like the floors or walls that have cold spaces in pipe chase areas. That is where cockroaches tend to be running up and down," he explains. "The Magnetic Roach Bait immediately works. I prefer it for American cockroaches, but it also works well on German cockroaches.

"It really is like a roach magnet," he concludes. "They come running to it. It's unbelievable."

Cockroach Battle

COMPANY: AMF Pest Management Services, Boca Raton, Fla.

BATTLEFIELD: Troubleshooting challenging accounts around the world

WAR STORY: "I've used Magnetic Roach Bait on some of the toughest cockroach infestations I've ever seen," Dr. Frishman reports. "It's unbelievable how well it works. I've seen cockroaches come out of the cracks and crevices to get to it. They're even feeding their young with it. It's like they're addicted to it."

WEAPON OF CHOICE

PROVEN SOLUTION: Magnetic Roach Bait

WEBSITE: NisusCorp.com

Fast, precise and effective

Orkin franchise's techs appreciate the benefits of using Exacticide by Technicide

For Matt Golleher and his crew, applying dust when fighting German, American, Turkestan and oriental cockroaches once required the touch of an artist. Technicians had to squeeze and shake the duster repeatedly while trying to spread an even amount of product on a surface. Overapplication was common.

That changed when Golleher — co-owner of an Orkin Pest Control franchise in Prescott Valley, Ariz. — discovered Exacticide, a handheld battery-powered duster by Technicide. Instead of squeezing and shaking, Golleher and his team just pull a trigger, and they can easily control how much product comes out.

“We fell in love with Exacticide within the first six months of using it,” Golleher says. “It made our job so much easier, and we started using it for bed bugs and scorpions, too.”

With Exacticide, he adds, “you get a uniform application of dust without any clumps, and you don’t shoot out more product than you need.”

Exacticide was designed by a pest management professional to lay dust and granule baits with precision when battling cockroaches, bees, beetles, fleas, scorpions, silverfish and wasps. Golleher orders it with two batteries, and it comes with a charger, two dust canisters, two 12-inch-long wands and a carrying case.

Exacticide accessories, sold separately, include a wireless remote, the 12- to 24-inch extension for hard-to-reach areas, and poles and hoses that provide even longer reaches.

Golleher likes the extension poles and hoses because they allow technicians to reach nests in high places outside without climbing a ladder. It means just one tech can work the job, because a second tech isn’t required to hold down the ladder.

Golleher, who’s worked in pest management for 18 years, says he first tried Exacticide more than 10 years ago, after a Technicide sales rep demonstrated the product at a trade show. He bought only one initially, testing the applicator on a commercial route with large buildings and long expansion joints.

“Dusting the expansion joints with Exacticide cut down application time substantially,” Golleher says. “It’s easier than a hand duster.”

Now all of Golleher’s trucks are supplied with Exacticide.

“Exacticide is so easy to use, and it saves time,” Golleher concludes.

Cockroach Battle

COMPANY: Orkin Pest Control

BATTLEFIELD: 50 percent commercial, 50 percent residential

WAR STORY: Matt Golleher, co-owner of an Orkin franchise in Prescott Valley, Ariz., says that when he first started in the industry in the early 2000s, gel baits were the go-to product for cockroach management. However, too many technicians relied on this method alone, abandoning pest management basics like performing thorough inspections, searching for pockets of cockroaches underneath appliances and in wall voids, vacuuming up cockroaches, putting down liquid or dust treatments, and convincing customers to keep their buildings clean. A comprehensive approach is vital because the goal of indoor treatment is a zero cockroach population, and gel baits alone won’t get it done, Golleher says. “Gel baits have their place, but relying on them solely left some of my guys inexperienced and unable to handle situations where sanitation problems weren’t being addressed by the customer,” he explains. “So we had to retrain our techs to take a more traditional approach.”

WEAPON OF CHOICE

PROVEN SOLUTION: Exacticide by Technicide

WEBSITE: Technicide.com

