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# 2025 COCKROACH BATTLES

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## No Need to Fear Cleanouts

CSI's Fuse Cockroach Gel Bait raises the bar for National Exterminating

Cockroach infestations continue to be one of the most challenging problems facing pest management professionals (PMPs), especially in environments like multifamily housing and commercial kitchens where the stakes for fast, effective solutions are high. CSI's Fuse Cockroach Gel Bait (CGB) is proving to be a gamechanger for those looking for reliable, rapid results.

Fuse CGB combines cutting-edge chemistry with practical performance, delivered in a simple, easy-to-apply gel format.



David Turner

David Turner, assistant general manager at National Exterminating Co. in Newport News, Va., calls "double action" performance.

"It's the first one that I've seen that has both ingredients in it. Usually, it's one or the other. So, you've got a double action there going on, which I love," he explains.

Turner describes Fuse CGB's palatability to a wide range of cockroach species as one of its biggest strengths.

"It's even palatable for the larger cockroach species, the smoky browns especially," he says, referring to the large

and notoriously hardy *Periplaneta fuliginosa*. "They really seem to like this kind of bait, and I was just in awe."

In field trials, Turner and his team observed cockroaches consuming Fuse CGB enthusiastically, even in challenging infestations.

"We did a little in-house experiment where we put a pea-sized amount of Fuse CGB in a bait box, and about 30 seconds later, they came pouring out with their little antennae up, heading for that bait," he recalls.

Fuse CGB isn't just about attracting cockroaches, of course, it's about eliminating them quickly.

"The quicker that something works and the quicker the customer can see something working, the better it is for us," Turner says, noting that Fuse CGB fits the bill.

After just two weeks of use in a pilot program, Turner's team reported finding "significantly" fewer adult cockroaches at follow-ups, a vital sign that the bait is being consumed and effectively targeting adult populations.

"That's how you get colony-level control," he concludes. "But try it and see for yourself. That's my advice. Don't just take our word for it. Empirical evidence always outweighs somebody's word, in my opinion."

### Cockroach Battle

**COMPANY:** National Exterminating Co.

**BATTLEFIELD:** 70 percent residential, 30 percent commercial

**WAR STORY:** Fuse CGB has excelled in environments with persistent cockroach problems, such as commercial kitchens, multifamily apartments and high-turnover sites. Turner's team rolled out Fuse CGB across their toughest accounts and saw tangible differences within a week.

"With your serious infestations, you drop a little bit of Fuse CGB, you're going to see a difference in a matter of a few days," he adds. "This stuff is pretty powerful."

#### WEAPON OF CHOICE

**PROVEN SOLUTION:**

Fuse Cockroach Gel Bait from CSI

**WEBSITE:** CSI-Pest.com



## Consistent Cockroach Control

SureKill Roach Gel Bait delivers dependable results for Bohannon Services

**W**hen pest management professionals (PMPs) encounter German cockroaches (*Blattella germanica*), they need guaranteed consistency and fast results. Neogen's SureKill Roach Gel Bait has built a reputation on delivering on both.

"What I like most about Neogen is how dependable their products are," says Dave Curry, general manager of Florence, Ala.-based Bohannon Services. "We know we can count on their products to work the way they're supposed to every time, and that kind of consistency makes a big difference in our day-to-day operations."

Curry lists three of his favorite features about the bait:

- ▶ **Moisture retention:** The "hygroscopic" quality means the bait attracts and retains moisture from the environment, allowing the matrix to stay palatable for longer periods.
- ▶ **Pest attraction:** Because the bait stays moist and fresh, it remains highly attractive to cockroaches, which are naturally drawn to food and water sources.



**"I like how it gives us peace of mind knowing we're getting effective results every time."**

— Dave Curry

▶ **Colony elimination:** Cockroaches consume the bait and can transfer the active ingredient through trophallaxis.

The time savings and ease of use are also big factors, he adds: "It's straightforward and works like it should, so our team really trusts it. I like how it gives us peace of mind knowing we're getting effective results every time."

SureKill Roach Gel Bait's impact extends beyond technician confidence; the results are measurable on the bottom line. "Before we started using SureKill Roach Gel Bait, we'd sometimes have to go back a couple of times to really get control over a problem," Curry says. "After switching to SureKill, those callbacks pretty much disappeared. It's been a big help in keeping both our technicians and our customers happy."

The Bohannon Services team also uses Neogen's SureKill Ant Gel Bait at its ant accounts because again, Curry says, it's "effective, easy to use and dependable. We're looking forward to exploring even more of the SureKill line soon."

For PMPs considering the system, Curry offers clear advice: "If you haven't already been using SureKill products, I would highly recommend that you do so. You will not be disappointed."



### Cockroach Battle

**COMPANY:**

Bohannon Services

**BATTLEFIELD:**

90 percent residential, 10 percent commercial

**WAR STORY:** Curry recalls,

"We had a tough German cockroach account that SureKill turned around fast. It performed where other products hadn't, and that really stood out to us." Such stories highlight the product's ability to solve even the most stubborn infestations efficiently while boosting customer satisfaction for PMPs.

**WEAPON OF CHOICE**

**PROVEN SOLUTION:**

SureKill Roach Gel Bait from Neogen

**WEBSITE:**

NeogenProfessionalPest.com

## Dual Strike Delivers

Pestline relies on Nisus product performance and support

In this industry, product reliability is everything. That's why when Kurt Moroski, owner of Pestline Pest Services in Plano, Texas, says his experience with Dual Strike from Nisus has been "transformative," it's worth learning more.

Moroski has been using Nisus products since 2015, and his confidence in the Rockford, Tenn.-based manufacturer has only grown stronger over the years.

"Their products work well and are affordable," he adds. "Our rep, Marty Keane, is also a great resource for training and troubleshooting."

For small business owners like Moroski, who runs a predominantly residential operation, reliability and support from a supplier are critical. He says Nisus delivers on both fronts, offering practical solutions and accessible expertise that help him serve clients with confidence.

### Success from the start

Moroski's first encounter with Dual Strike came shortly after its introduction, while he was looking

for a new product to implement in an integrated pest management (IPM) program for German cockroach (*Blattella germanica*) cleanout accounts. The results, he says, were immediate.

"It proved to work well and did what it was intended to do with no problems," Moroski reports. From that first use, he recognized Dual Strike's ability to deliver strong outcomes across tough infestations while integrating smoothly into his pest management protocols.

The simplicity of its application and its strong formulation have made it a mainstay in his toolkit. "Dual Strike is easy to apply," he adds. Whether tackling an initial infestation or reinforcing ongoing maintenance, Dual Strike's performance delivers peace of mind for both Moroski and his clients.

### An attractive formulation

What makes Dual Strike so effective? It's simple: The formula ensures that German, as well as American (*Periplaneta americana*) and Oriental (*Blatta orientalis*) cockroaches, readily consume the active ingredients, fipronil and

boric acid. According to Moroski, this means fast knockdown and complete control. It addresses the problem right at the source to wipe out every pest — visible or hidden.

For Moroski, Dual Strike is part of a



Kurt Moroski

### Cockroach Battle

**COMPANY:** Pestline Pest Services

**BATTLEFIELD:** 90 percent residential, 10 percent commercial

**WAR STORY:** Dual Strike's track record in solving complex infestations is one of its strongest endorsements. Moroski recalls one particularly rewarding case: "A new client needed help in a brand-new restaurant that was about two months old. The owner had no help with pest control. I was referred to them by another restaurant owner I had helped with a similar cockroach problem. Within a few weeks, all roaches were gone. Dual Strike worked. The customer is happy, and so am I."

Those results have translated to measurable improvements in his operations, he adds. Before adopting Dual Strike, callbacks were a regular challenge. Afterward, Moroski proudly reports, "Zero — none." That reliability translates directly into increased customer satisfaction and business efficiency.

### WEAPON OF CHOICE

**PROVEN SOLUTION:** Dual Strike from Nisus

**WEBSITE:** NisusCorp.com

broader ecosystem of dependable Nisus solutions. Nisus' ongoing commitment to product quality and professional partnerships ensures that he is equipped to handle nearly any pest challenge with confidence and consistency.

When asked what he would tell other pest management professionals considering Dual Strike, Moroski enthuses: "Try it. You will not be disappointed! Reach out to your distributor, and they will get you in touch with the local rep for your area. Nisus products work!"



## Leave 'Em in the Dust

Technicide's Exacticide maximizes efficiency at JP McHale Pest Management

**T**echnicide's Exacticide is an electric duster that transforms the way pest management professionals (PMPs) deliver insecticides to cockroaches and other crawling pests into hard-to-reach spaces — all while saving time and labor in the process.

Few know the value of reliable tools better than Paul Milazzo, manager of JP McHale Pest Management's branch in Oakdale, N.Y. With 37 years of field experience, Milazzo has seen countless trends come and go, but he says the Exacticide has remained a staple since he began using it in 2009.

"I use Exacticide every single day," Milazzo reports, adding that in addition to cockroaches, it's great for bed bugs and even stinging insects. "It's the best thing for yellowjacket nests that are up high because you can use the extension pole and the hoses. It makes life so much easier than having to get up and close and personal."

Each of his 12 technicians is armed with an Exacticide unit. Milazzo says this consistency across the branch ensures his team is confident and efficient in their approach to every cockroach job.

"It's something we all rely on," he explains. "If you're dusting those wall voids and cockroaches come running out, you know the product's doing its job."

What sets Exacticide apart, Milazzo says, is its dependability and thoughtful design.



Paul Milazzo

"I like using it because of the hoses and attachments for the poles," he continues. "You can reach really high areas that you can't get to normally — in bad areas where you can't get a ladder up there."

Those features mean safer, faster service and more complete control of infestations, he adds, which translates directly to higher customer satisfaction.

For Milazzo, the benefits of Exacticide extend beyond the job site. Technicide's support and service have made the partnership seamless.

"Every time I speak to Jim Harper, if I have a unit that's broken, I always text him and send the machine out," he said, referring to Technicide's president and CEO, as well as a fellow PMP. "We get it back within a reasonable amount of time, and they're always better than when you sent them — like brand-new again."

That combination of reliability, performance and responsive service stands out in an industry where downtime and inefficiency can cost both customers and technicians significantly.

"I would recommend it to every pest control operator out there," Milazzo says. "Every time somebody sees it, they ask, 'What is that?' I explain how to use it, show it to them and they're like, 'Wow, where do I get one?'"



With its consistent flow rate, extendable reach, and battery-powered efficiency, Exacticide helps technicians deliver smart, sustainable control with confidence.

"It's a great product," Milazzo concludes. "I like it. I use it every day, and I'm telling you, it works."

### Cockroach Battle

**COMPANY:** JP McHale Pest Management

**BATTLEFIELD:** 60 percent commercial, 40 percent residential

**WAR STORY:** In commercial environments, German cockroaches often nest deep within walls and cracks, where conventional applications fall short. For Milazzo's team, Exacticide has been the perfect solution. "Especially in restaurants," he adds, "when you drill the walls out, you have to dust inside where you can't reach. You need to be able to use your duster and your extension on it to get inside the wall and dust the voids. Once you start applying the dust, they come running out. It works great — the next thing you know, within a little while, you have control."

#### WEAPON OF CHOICE

**PROVEN SOLUTION:** Exacticide from Technicide

**WEBSITE:** Technicide.com

## Debug Relies on Gentrol IGR for Consistent Control

For Tim Horgan, service manager for Smithfield, R.I.-based Debug Pest Control, few products are as essential to cockroach management as Gentrol, the proprietary insect growth regulator (IGR) from Zoëcon Professional Products. Having used Gentrol IGR for years to tackle infestations both large and small, Horgan affirms its status as a proven product.

“For as long as I can remember, we’ve been working with Zoëcon products,” says Horgan, adding that Gentrol IGR Concentrate, in particular, has played a pivotal part. “I remember when I first started in the industry, Gentrol IGR was very big. We used it for German cockroaches and fleas.”

Horgan admits that it’s almost easy to take Gentrol IGR’s efficacy for granted.

“I’ve used this product for years, and every time I rely on it for a tough job, I’m reminded just how consistently effective it is,” he says. “I’m always saying to myself, ‘Oh yeah, this product’s great!’”

Horgan emphasizes Gentrol IGR’s efficacy in environments where traditional products fail or degrade quickly. “It’s particularly long-lasting, especially in moist areas where it’s able to last and not break down as fast,” he says. “It has long-term effects where you’re no longer just targeting the insects with an adulticide. By using the IGR, you’re trying to take out their future rather than their present.”

Horgan reports that he consistently achieves results with



Tim Horgan

Gentrol IGR whenever he and his team use it: “Whether it’s a commercial application with German cockroaches or American cockroaches, we’ve just always had success with it.”

Horgan’s advice to other PMPs? Don’t overlook the classics.

“I think often in our industry, IGRs are not used enough or they get overlooked,” he explains. “Sometimes it’s best to try the easiest, most obvious things first and see if those will get you the results before you try to get really complicated with it.”

For Horgan and Debug Pest Control, Gentrol IGR Concentrate from Zoëcon remains an essential, proven performer that converts complex cockroach problems into long-term pest management victories.



### Cockroach Battle

**COMPANY:** Debug Pest Control

**BATTLEFIELD:** 65 percent residential, 35 percent commercial

**WAR STORY:** At the University of Rhode Island, Debug Pest Control tackled a persistent cockroach problem that was causing a flood of student complaints. While they were brought in for what they assumed were common German cockroaches (*Blattella germanica*), the team soon realized they were dealing with the larger-sized American cockroaches (*Periplaneta americana*).

The root cause, Horgan says, turned out to be an old sewer system, where drains in large dorms had dried out, allowing the cockroaches to migrate from pipes into mechanical and laundry rooms.

“It’s not that the buildings were overloaded with cockroaches,” he explains, “but a cockroach that size coming into a dorm room is going to generate phone calls.”

After mechanical fixes and granular baits failed to make a dent, Horgan sought “a more substantial, systemic approach.” He reached out to his Zoëcon rep, Gabe Gliwa, to explore using Gentrol IGR.

“We started lifting manhole covers near the affected dorms and treating with Gentrol IGR,” he says. “I wasn’t looking to kill off the population; I was trying to get that IGR applied so I could start to have long-term effects.”

Pairing Gentrol IGR with bait-boosted feeding, he adds, led to sustained control of the infestation.

#### WEAPON OF CHOICE

**PROVEN SOLUTION:** Gentrol IGR Concentrate from Zoëcon Professional Products

**WEBSITE:** Zoecon.com