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JANUARY 31, 2019

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Well it’s that time of year again and with the holidays and the end of the year approaching it’s a time that I like to take stock of accomplishments, professionally and personally. Thanksgiving is a season that reminds us to be thankful for our families, friends and peers, but also for the many opportunities we have in this country as well as our amazing industry.

For myself, I am truly grateful for my wonderful family, many friends and the opportunity to serve all of you and our association. We can all take pride in our growth as an association as well as an EXPO that many prominent industry leaders are excited to be a part of. This year we have some great speakers, exciting panels and a wonderful day planned that you won’t want to miss!

We are also hard at work to address some of the concerns that have been expressed by many of you. For those who missed our last meeting we had the pleasure of introducing our new Lobbyist Mr. Warren Hardy. Mr. Hardy was elected in November of 2002 at the age of 39, as the youngest member of the 2003 Nevada Senate. This is a distinction he also held when he served as the youngest member of the 1991 Nevada State Assembly. We are delighted to welcome him to our team to help with ongoing legislative issues.

This month we would also like to congratulate and welcome Kelly Wilden who was recently elected as our association’s new secretary by our Board of Directors. Kelly has over 20 years’ experience in pest control and currently is the General Manager for Home Team in Las Vegas. We are excited about her coming aboard and look forward to having her knowledge and experience on the team.

For those that were able to attend PestWorld in Orlando you know that it was an invaluable experience and opportunity to learn, network and grow. This

Continued on page 4
MY PHILOSOPHY ON COMBATING COCKROACHES

By Austin Frishman, Ph.D., B.C.E.
President AMF Pest Management Services, Inc.

Over the years I came up with a list of thoughts as to why we find it so difficult to completely eliminate German cockroaches from an account. If we keep these in mind and avoid such behavior we have a much better chance of succeeding.

"Out of site, out of reach, out of mind, out of control." If we do not see it and do not look for it, we forget about it and control is never achieved.

"It is no disgrace to have cockroaches, just a disgrace to keep them." This relates to both the customer and the technician. Both must have the desire to achieve the same goal - pest elimination. Ask for help if you can not solve the problem.

"Cockroaches come from cockroaches, not clutter, not dirt." In the biological sense, this is true, but too often poor sanitation, they are coming from next door or you will never get rid of all of them is used as an excuse. The preponderance of times you continue to have cockroaches in an account is because you never eliminated them in the first place.

"Stop being a creature of habit and do the same thing every time you service an account." Albert Einstein said it better than me. “No problem will be solved by thinking the same way to try to solve it.”

"Sticky trap monitors are worth 10 Ph.D’s working 24/7.” These tools when placed in the right locations can give you early warning and make pest elimination quite simple. The key is to respond aggressively when you catch even one cockroach.

"My money’s on the cockroach." What I mean by this is we will win many battles but not the war. Cockroaches have been here for more than 350 million years and still evolving. The German cockroach thrives in human habitats. We will always have a job.

You do not evaluate a control program by how many you kill but by how many you miss. The reproductive capacity of German cockroaches is so prolific that a 95% elimination level will result in a total rebound plus an increase within 45 days even if no new cockroaches enter the account.

Be careful of “Bait Amania” There are times that baits alone will not resolve the situation. You may need sealants, holes drilled into deep voids to apply dust and other measures to accomplish the ultimate goal of pest elimination.

Stay inspired. Excellence is not a skill. It is an attitude.
Care. Set high limits for yourself. That is why we call ourselves professionals. Cockroach control is not easy. If it was, the public could solve the problem themselves.

Our parting comment: The contents of this article is not written from sitting behind a desk. It comes from running my own route as a service technician and in the field with many technicians who proved me right.

President’s Message - Continued from page 3

year broke a record with over 4000 people in attendance and the curriculum was as entertaining as it was educational. The passion within our industry is contagious and the opportunities to learn and grow your business are everywhere at PestWorld and other events like it. We encourage everyone to register and get involved. Whether it’s learning how another PMP has overcome a specific pest problem or taking your business to the next level, you’re sure to bump into someone who has some useful insight.

Lastly, Professional pest control serves a critical role in society. As an industry we have a clearly defined vision for every home and business to utilize professional pest control services instead of store purchased products. In order to accomplish this we seek guidance from our Board and committee leadership, but also from other industry pros and organizations, and most importantly from you. Hearing from different voices plays a vital role in accomplishing our goals and helps to create and maintain a healthy, growing association. We need each and every one of you to become a leader and get more involved in the association!

I would love to hear what your business is up to, please share any Kudos, Promotions, New employees, etc. with me. I would love to get more involved with our membership and helping people get recognized! If you do not know me or know what our association is all about I welcome you to reach out to me. I am always available to answer any questions. 702-656-0455 or my cell 702-858-4920.

If you do not know me or know what our association is all about I welcome you to reach out to me. I am always available to answer any questions. 702-656-0455 or my cell 702-858-4920.
Moneyball was on cable one weekend and as I watched it, it occurred to me that hiring professional baseball players isn’t all that different from hiring a pest control team. The money might be different but the process is the same. You scout for talent. You ask for references, do background checks and interview. The interview is BIG because that’s where your gut tells you - yes or no. But what exactly are you looking for in that interview?

I encourage companies to hire team players. And some owners have told me they don’t care about the team because if they get enough successful individuals, the rest will take care of itself. Let’s examine that. What do you get with individuals?

- Their first concern is them, often at the expense of the business.
- They are secretive and won’t share credit
- They can be bulldozers, the ends justify the means and good people leave
- To you, everyone becomes a number; just the bottom line
- There is LOTS of DRAMA because suddenly you have backstabbers
- Which can lead to sabotage
- They will leave you when they get an offer of fifty cents an hour more
- No buy in and no loyalty
- More likely to cheat, steal, be unethical to both you and the customer
- You constantly have to re-hire.

Team players change the atmosphere in your company. Suddenly it’s fun for people to come to work and productivity increases. In his book, The Ideal Team Player, Patrick Lencioni makes the case that there are three areas to assess when hiring for the team. They are: Humble, Hungry and People Smart.

There are three areas to assess when hiring for the team. They are: Humble, Hungry and People Smart.

People who are humble don’t have to toot their own horns. They know their strengths and understand whatever success they have achieved has been with the help of others. They are quick to give credit. They treat others with respect from the janitor to the president of the company. If you do group interviews and the applicant seems to suck up to the “boss” while not paying much attention to the others at the table, you have a red flag. If you have introduced them to three other people and they can’t remember their names... red flag. Humble people use “we” instead of “I” much of the time. They are aware of the people around them.

Hungry people will be asking about the vision of the company and opportunities that may become available. Hungry people want to get ahead themselves and understand they have to help you grow in order to climb the ladder. They should be asking these kinds of questions. And you should have a track laid out to explain how that works in your company. Good people don’t hang around to go nowhere.

People Smart people are interested in others. They ask questions. They know how to read a face and tell if they are “losing” someone or if the other person is uncomfortable. They don’t make a joke at someone else’s expense, and they try to be kind. People Smart people don’t yell.

If you find someone with these three traits you still aren’t guaranteed a homerun. Billy Bean (Moneyball) had all the qualities the scouts were looking for but they never translated into real success on the field. That doesn’t make him a bad guy and it didn’t make the scouts bad scouts. For whatever reason, sometimes it just doesn’t work out no matter how hard you try. But by looking for people who are humble, hungry and people smart, you are way ahead of the odds compared to if you don’t.
Salmonella: Are You Exposed?

By Dr. Stuart Mitchell  
PestWest USA

During your workday, are you exposed? As a pest management professional, you have become quite competent in rodent management. While you serve public health by controlling rodent populations, are you serving your own good health by eliminating your exposure to rodent borne pathogens?

Rats and mice vector over 35 diseases. Diseases spread directly to humans via rodent handling, and contact with blood, saliva, bites, scratches, urine, scats, carrion, and others. Diseases spread indirectly to humans via fleas, ticks, and mites that feed upon infected rodents.

One potentially serious disease spread via rodent urine and scats is Salmonellosis. Additionally, birds, rabbits, cats, dogs, goats, pigs, sheep, horses, cattle, monkeys, snakes, lizards, and wildlife spread Salmonella. Consuming water or food that is contaminated by rodent scats generally spreads the disease.

Salmonellosis is a common bacterial infection of the gut. Symptoms include fever, headache, cramps, mild to severe bloody diarrhea, and occasional vomiting. Blood infections can be very serious. Typhoid fever is the most severe type of Salmonella infection. Within 6 to 72 hours after infection, fever and diarrhea occur. Incubation periods of up to 16 days have been observed when exposed to low Salmonella doses. The bacteria can be carried for several days and possibly many months. To prevent nosocomial infections, hand washing is essential as Salmonella is found in both feces and diarrhea. If you are generally healthy, treatment includes drinking lots of water to prevent dehydration, and prescribed antibiotics.

When conducting rodent control services, you should assume potential pathogen exposures exist and take appropriate precautions. The essential precaution is the use of personal protective equipment (PPE).

- Avoid unprotected, direct physical contact with dead rodents.
- Wear appropriate to situation PPE when in direct contact with rodents (properly-fitted safety goggles, disposable gloves, disposable shoe covers or boots, a NIOSH-Certified respirator [N95 or higher], and disposable fluid-resistant coveralls).

- Put on and take off PPE in separate clean areas.
- Respirator use must comply with the Occupational Safety and Health Administration (OSHA) Respiratory Protection standard (29 CFR 1910.134). If you require a N95 (or higher) respirator, you must be medically cleared, fit-tested, and trained.

- Reusable PPE should be cleaned until visible soiling is removed, and then disinfected.
- All PPE must be used in accordance with OSHA regulations (29 CFR 1910 Subpart I: Personal Protective Equipment).

- You must receive training and then demonstrate an understanding of when to use PPE; what PPE is necessary; how to properly put on, use, take off, properly dispose of, and maintain PPE; and the limitations of PPE.

- While wearing PPE, avoid touching your eyes, mouth, and nose after touching any contaminated material.

- Do not eat, drink, smoke, or use the bathroom while wearing PPE.

- Safely remove PPE in sequence:
  1. Clean and disinfect boots; if worn
  2. Remove boots or shoe covers;
  3. Remove and dispose of coverall, if worn
  4. Remove and dispose of gloves;
  5. Wash hands with soap and water;
  6. Remove goggles and respirator;
  7. Clean and disinfect reusable goggles and respirator;
  8. Wash hands with soap and water again.

- Perform good hand hygiene by hand washing with soap and water or using alcohol-based hand soap after removing PPE.

- Shower at the end of your workday, and leave all contaminated clothing and equipment at work.

- Never wear contaminated clothing or equipment outside the work area.

- Don’t be exposed! Serve your own good health by eliminating your exposure to rodent borne pathogens with proper PPE.

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You can expect...
TIPS FOR EFFECTIVE ANT BAITING

By Joe Barile, BCE
Technical Service Lead, Pest Management & Public Health
Bayer Environmental Science

The key to managing ants with baits is having the right matrix (foods) combined with an effective active ingredient. Having workers attracted and collecting bait resulting in their mortality is impressive, but misleading. Ants have such high reproductive potential that killing even >95% of the worker caste usually results in temporary relief. As Pest Management Professionals (PMP’s), our real goal in ant baiting is ‘colony elimination’. Baits can provide this, but to be truly effective baits need to be attractive enough that a sufficient quantity of bait is collected and SHARED throughout the colony. Our targets in ant management are not the workers, but the brood and the queens. We are not trying to control ants, but an ant colony.

The active ingredient in the bait must be lethal and creatable foods. Look at the history of commercially prepared boric acid baits: their active ingredient percentage ranges from 3-5%; this rate is usually too high. You will typically observe a period of foraging on these baits followed by a quick knockdown of many workers followed by remaining workers rejecting or ignoring the same baits so control is limited or insignificant.

Liquid and/or gel baits are the preferred bait form in a ‘perfect’ ant baiting scenario. Adult ants (workers, queens, swarmers) cannot swallow solid foods due to the constriction of their ‘throat’ in the joint between the head capsule and the thorax. (They also have a series of hairs or ‘brushes’ in their mouth chamber that restrict movement of solids.) For this reason, adult ants must consume their foods in a liquid form. Yet, we all have observed ants foraging on solid foods: cookie crumbs on a kitchen counter; dead insects outdoors; spilled sugar. Foods that contain essential nutrients that the colony needs in the present will be collected by adult foragers. These solid foods

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And Create a Sustainable Treatment Program.

Ants, cockroaches, crickets, silverfish, slugs and snails all consume Niban bait. The active ingredient in Niban disrupts the metabolic process in the pests’ guts. This effect is specific to insects and gastropods.

Niban is a weatherized bait and is effective in heat, sun and even 4” of rain. It has no known resistance to target pests and helps you to create a sustainable treatment program – and that helps you build a sustainable business.

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Give us your toughest challenge and we’ll help you get control of cockroaches and small flies.
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Serious perimeter pest control that helps protect your customers and your bottom line. Fendona CS controlled release insecticide contains a powerful new active ingredient, alpha-cypermethrin, that’s four times more potent than regular cypermethrin. It kills a wide spectrum of arthropod pests, including scorpions, fast. Its advanced micro-mesh encapsulation protects the active and ensures broad coverage, making it your premier perimeter pest solution.

To learn more, contact BASF Sales Specialist, Jeremy Davis at jeremy.davis@basf.com

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Eric Paysen, Ph.D
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Additional presenters include:

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SMALL FLY CONTROL

Few pests drive PMPs crazy as small flies; their cryptic habits and stealthy ways make control seem near impossible.

Small flies include fruit flies, hump-backed or mausoleum flies, drain flies, moth flies, and fungus flies. When inspecting a structure with a small fly problem the number 1 rule is to follow the water. In general, flies need an aquatic or semi-aquatic habitat as well as a food source to complete their development. Sometimes the moisture source is out of the ordinary, such as a plumbing leak, a broken pipe, poor cleaning habits, or damp rags or buckets left and forgotten.

Often finding the source of the flies means following your nose. Where can you detect an “off” odor? Follow the source of the odor, where bacteria is probably breeding, and that will often lead to the source of the flies as well. Drains and other water removal areas are an obvious place, but where else can a PMP check? Potted plant mix, overripe fruit forgotten in a cabinet or drawer, or a bag of potatoes or other produce, forgotten in a storage area can harbor fly populations. Inspect the bottoms of trash and recycle bins, under any trash can bags/liners for moist organic material. In bar areas, underneath mats and behind wash sinks are common areas flies breed. Don't overlook the small sources, such as broken or missing grout, cracks & voids, or refrigerator drip pans.

Flies such as moth flies and humped back flies tend to breed in dirty water, such as the sewer. Be sure to ask about and inspect areas where gray water can collect and breed flies. Other areas these flies can breed include compost, bathroom drains and leaky plumbing.

Small fly control is largely dependent on sanitation, cleaning and cooperation with the customer, manager, housekeeping, and/or staff; PMPs cannot get results without this cooperation. In commercial situations, customer complaints, unfortunately, can drive this cooperation with PMP recommendations. The PMP must be ready to provide numerous follow up visits and ongoing IPM inspections and recommendations.

A regular cleaning schedule can help tremendously, but what products can provide long term control in these areas? IGRs such as Tekko Pro are labeled to use in food handling areas as well as drains of kitchens and restaurants. It can be applied as a space spray, general surface spray when the kitchen is not in operation as well as a crack & crevice application when the facility is in operation. Be sure to avoid contact with any food handling services or wash them thoroughly before food comes in contact. Tekko Pro can also be applied directly into soil of potted plants to control fungus gnat populations. With the combination of active ingredients in Tekko Pro, you can affect all immature stages of the fly’s life cycle from hatch to adult by interfering with each molt and sterilizing the adult insects. Additionally, it can last up to 7 months indoors, providing long term control.

As always, when using any pesticide product, be sure to read and follow all label instructions.

By Dr. Janis Reed, BCE
Technical Services Manager
Control Solutions Inc.
When a regional landfill became overrun by Norway rats, Hyde’s Termite & Pest Control Inc. saw a great opportunity to put Selontra rodent bait from BASF to the test.

Selontra® Rodent Bait Ends Landfill Rat Infestation

When a regional landfill became overrun by Norway rats, Hyde’s Termite & Pest Control Inc. saw a great opportunity to put Selontra rodent bait from BASF to the test.

THE TECHNICAL TEAM AT Hyde’s Termite & Pest Control Inc. in Paragould, Ark., isn’t fazed by rodent issues. Serving residential, commercial, industrial and farm accounts, this third-generation pest management company has made short work of plenty of overwhelming infestations. So when a large local landfill recently asked Hyde’s to treat a particularly heavy infestation of Norway rats, nobody flinched.

“We had been providing the offices on this property with monthly pest control service for quite some time and had managed an infestation at the weigh station when rats were chewing through the wires on their bulldozers. It was no surprise to us that the next step would be broader control,” says nine-year industry veteran Tony Rose, who services the account. “During one of our regular monthly service visits, our customer asked us to evaluate the landfill area.”

The Challenge. The infestation was severe. Norway rats scurried everywhere as tractor operators scooped up the trash and placed it into trucks that hauled it up a hill to be buried, Rose said. The primary trouble spot was a “transfer building,” a structure designed as a holding area for trash when the wind was too strong to leave it out in the open field.

The Opportunity. The landfill challenge called for a strong solution. Shannan Hyde-Prince, vice president of Hyde’s and manager of its Paragould office, recognized this as an ideal opportunity to test Selontra rodent bait, which Hyde’s BASF representative, Jared Harris, had recently discussed with her. “It sounded like a great product, but you never know until you take it into the field,” says Hyde-Prince. “We’re always open to testing the latest products when manufacturers provide us with product samples, because we want to be sure we’re always providing our customers with the best possible solutions to their pest issues.”

Moment of Truth. Rose placed bait stations around the transfer building, as well as in various locations inside the building. One-third of these stations contained Selontra rodent bait, while the others each held one of two baits Hyde’s had traditionally relied on. “We placed 14 outside and six inside. The rats started hitting the bait stations after a week-and-a-half; we checked them twice a week after that,” he says. “We kept finding that the rats were eating the Selontra bait but hardly touching the other two types. They showed a clear preference for Selontra.”

That’s not surprising, given that Selontra rodent bait has proven to be palatable even when desirable food sources are available1 (see box on next page). And the stop-feed action of the active ingredient in pest control—which is carried back to the nest for maximum efficacy against listed ants. Protect your customers. Protect your business from costly callbacks. And further distinguish yourself from a swarm of competitors. That’s how AMVAC answers.

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ingredient, cholecalciferol, can make a little bait go a long way: Rodents eat only enough for a lethal dose, leaving more for the rest of the colony (see box below).

Just to make sure the rodents’ preference for Selontra wasn’t a matter of placement or accessibility, Rose rotated the baits in the stations throughout the property. No matter where the Selontra bait was in the mix, the rats found it, walking past the other bait stations to get it, he says. “I was sold on Selontra, based on the rats’ reaction to it. Once I was certain the Selontra was performing better than the other products, we swapped the bait stations out to be all Selontra. Now the same operators who were facing hundreds of rats at a time tell me they’re gone,” says Rose, who continues to monitor the rodent situation monthly.

Selontra rodent bait is now Hyde’s go-to for not only rats but all rodents. “We’re starting to use it on residential properties and achieving similarly positive results; as long as it continues to perform at this level, we plan to keep using it,” she says. “It’s amazing,” Rose adds. “That was by far the worst infestation of Norway rats I’ve ever seen. They showed a real preference for Selontra, and it controlled the population efficiently. I haven’t been using our other rodent baits at all since seeing what Selontra can do.”

“Going forward, Selontra rodent bait is my first choice,” he says.

The Hyde’s team: Left to right, back: Josh Mosman, IT specialist; Sondra Lowe, accounts manager; Terry Fields, district manager. Front row, left to right: Amy Robinson, scheduling specialist; Bobbie Hyde-Williams, vice president; Shannan Hyde-Prince, vice president.

The Proven Solution. Hyde-Prince says that Selontra rodent bait is now Hyde’s go-to for not only rats but all rodents. "We’re starting to use it on residential properties and achieving similarly positive results; as long as it continues to perform at this level, we plan to keep using it," she says. "It’s amazing," Rose adds. "That was by far the worst infestation of Norway rats I’ve ever seen. They showed a real preference for Selontra, and it controlled the population efficiently. I haven’t been using our other rodent baits at all since seeing what Selontra can do."

Going forward, Selontra rodent bait is my first choice," he says.

SEOLONTRA RODENT BAIT: GOOD FOR BUSINESS. BAD FOR RATS AND MICE.

Selontra rodent bait is designed to quickly control rodent infestations in residential, commercial, industrial, poultry and livestock applications.

Selontra rodent bait offers:

• Fast colony kill — as little as seven days — as demonstrated through U.S. field trials.1

• The stop-feed action of the active ingredient, cholecalciferol, makes a little go a long way — rodents eat only enough for a lethal dose, leaving more for the rest of the colony.2 This stop-feed action causes rodents to lose their appetite, so sub-dominant rodents can feed sooner. As a result, shortened baiting programs and less bait required to kill populations.

• Effective against anticoagulant-resistant rodents.3

• A patent-pending formulation with proven palatability even when competitive food sources are available.4

• Durability and stability even under extreme temperatures (0°F to 177°F).

Selontra rodent bait is available in durable, re-sealable eight-pound pails, which contain 182 square 20-gram sachets (35mm x 35mm x 12mm).

For more information about Selontra rodent bait or any BASF product, contact your BASF sales representative or visit pestcontrol.basf.us.

1 U.S. Field Trials (Indiana Grain Farm, 2017; NC Pig Farm, 2018; New Orleans, LA, Urban Study, 2016) demonstrated control of rats and mice infestations in as few as seven days, in the presence of abundant, competing food sources.


3 Whisson, Desley, “Rodenticides for Control of Norway Rats, Roof Rats, and House Mice.” University of California Cooperative Extension, Poultry Fact Sheet No. 23, 1996.

cannot be consumed by adult ants, but are carried back to the colony and fed to the immature larvae. In the larval stage, ants do not have the morphological restrictions that prevent solids from being ingested that adults do. Solids collected by foraging workers are fed to the larvae that ‘process’ them into a predigested liquid in their crop (fore-stomach). Adult nurse workers will stimulate the fed larvae to regurgitate the now liquid food back to them for sharing throughout the colony.

Gels present food in the preferred form (liquid) and have a high water content. Ants are always losing moisture; they have a high metabolism (as adults) and a very high surface area of ‘skin’ through which moisture will transpire. However, gels have the disadvantage of moisture loss after application into the environment. Once applied, gels begin to lose moisture through evaporation. When enough water in the bait is lost, the bait typically becomes unattractive, so getting ants to take it right away is important. One newer bait, Maxforce Quantum, has a hydroscopic formula which retains and absorbs moisture to keep it attractive to ants.

Granular baits are dry, but can be effective if the right matrix is formulated into them. Granules offer ant colonies essential nutrients that gels/liquids cannot, typically proteins and fats (oils). With some species, granular baits offer nutrients that might be required either sporadically or during specific times of the season. Proteins are essential for brood production and maturation (making eggs, growing strong babies). Fats are typically sought during seasonal periods of stress to store calories for the colony (prior to diapause/winter inactivity). Some ant species respond well to granular baits formulated with a significant protein component. However, even seeing collection of granular baits by foragers is not always a sign of success. Follow the ants back to colony nesting sites and you may observe your carefully applied granular bait being brought out by workers and thrown away in trash piles! Granular baits may be rejected during times of drought or dry season and if the colony is not in a brood producing period. Granular baits are susceptible to degradation from environmental exposure and may turn rancid if exposed to direct sunlight or if stored in high temperatures for extended periods.

I am frequently asked about the application of traditional insecticide formulations in combination with baits. More specifically if sprays, dusts or aerosols can be applied onto, or over, baits with no compromise of the bait’s efficacy. Some PMP’s believe that using a ‘non-repellant’ insecticide when applying on/over baits will have no effect.

Continued on page 24

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Over time, cockroaches develop more refined tastes. That’s why it’s important to keep your menu fresh. With Advion® Evolution Cockroach Gel Bait, you’ll have a bait that’s proven to increase both feeding and speed of kill. It’s just the mix to attract even the toughest roaches.

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Let’s first address the subject of insecticide repellency. In a 2009 article authored by Koehler and Pereira, the subject of pyrethroid repellency against ants was discussed. The authors explained that the cultural terms of classifying insecticides as repellent or non-repellent has been allowed to become misconstrued. Repellency is a characteristic of insecticides that is significant when the active ingredient is registered and used in termite control. In multiple trials using labeled rates of pyrethroid residual insecticides, none of these active ingredients caused repellency in common ant pests species. The ants did not avoid contact with the pyrethroid residues, so it sounds as if applying sprays, dusts and aerosols on/over baits will have no effect. However, remember that the purpose of an insect bait formulation is to provide an attractive food/water matrix that will draw a foraging target physically to it and stimulate contact (tasting, feeding) to create the exposure of the active ingredient to the target pest. The matrix must be attractive enough to compete with natural resources all around it in the environment. The application (accidental or on purpose) of any substance to the bait will generally degrade the attractiveness of the matrix and risk your targets being exposed. Think of it this way: If you were having a bacon-cheeseburger for lunch and I poured cider vinegar on it, would you be happy? Technically, the cheeseburger is unchanged and would continue to deliver you the nutritional benefit if you ate it after my intervention. Or would you reach over to take my unadulterated BLT across the table? Remember that in the insects’ world we are competing with natural food/water sources all around them. In tests conducted by Maxforce researchers years ago, adulterated baits performed less effectively than unadulterated baits. These trials were performed with insecticides, household cleaners and disinfectants. Recommendation: When using ant baits in combination with sprays/dusts/aerosols; avoid contacting baits directly with these formulations. Bait placement is critical for colony elimination. A thorough inspection BEFORE making any bait application is required to determine exact bait placement locations that will be effective. A simplified model is to inspect to determine where ants originate from (colony location) and make bait placements between the origin point and the resource site. In this manner the bait will intercept the ants as they travel along their foraging paths. Bait as close to the colony site as possible. In many instances by ‘intercepting’ ants with baits before they enter structures, indoor activity can be eliminated fast and customers will be quickly satisfied.

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Bryan Bailey Joins Neogen as Western Territory Manager

With 22 years of experience in the professional pest industry, Bryan brings a wealth of knowledge and experience to the Professional Pest Management Community.

His decision to join Neogen is fueled by his passion of teaching others to be good stewards of the pest industry which we are all grateful for! Bryan’s knowledge paired with the growing SureKill product line, makes him a great addition to the Neogen! Bryan can be reached at the following:
(623) 300-5879 cell. (800) 477-8201 off. (USA & Canada)
944 Nandino Boulevard, Lexington, KY 40511
bbailey@neogen.com | neogenprofessionalpest.com

Delcon Pest Control welcomes Grady Jones as the new VP of Operations.

Grady comes to Delcon with 30 years of experience with A.G. Williams, Western Exterminator and Rentokil, and also served as the Board of Ag member representing Pest Control for Nevada. Delcon is excited to add his experience and expertise to their long standing tradition of excellence.

The NPMA would like to announce the newest officer elected to the association, Kelly Wilden.

As General Manager at HomeTeam Pest Defense, Kelly Wilden helps all sides of a $5M+ operations. Her knowledge in all areas of the industry will help the association excel on many different levels. Kelly was named as one of the VIP Women of the Year 2014-2015 by the National Association of Professional Women. She completed the Associate Certified Entomology Program in early 2015.

We are thrilled to have Kelly join the team!

The NPMA would like to announce that Warren Hardy will act as the associations new lobbyist.

Warren B Hardy II draws on over 20 years of front-line experience at all levels of government. Warren’s professional experience makes him uniquely qualified as a government affairs consultant. Warren was elected the age of 39, as the youngest member of the 2003 Nevada Senate. The Las Vegas Review Journal recognized Warren as the “Outstanding Freshman Senator” in 2003. In 2005, Warren was also recognized as one of the states most effective senators.

As a consultant and legislator Warren has earned a solid reputation as a consensus builder who works in a bi-partisan manner to solve problems; always putting the needs of the state ahead of politics. We are privileged to have Warren join our team!
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