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PMP Pest Management PROFESSIONAL

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2019 TERMITE BATTLES

SPECIAL ADVERTORIAL INSERT

Keeping structures sound

J&J Exterminating protects the new construction of Louisiana with effective applications of Taurus SC

For Bryan Gaspard, general manager of Lafayette, La.-based J&J Exterminating, having a strong liquid termiticide is vital to managing termites.

Louisiana's largest independently owned pest control company regularly treats structures infested with the Formosan subterranean termite (*Coptotermes formosanus*), which thrives in the warm, humid climate.



Bryan Gaspard

The aggressive Formosan termite causes an estimated \$300 million in property damage per year in New Orleans, La., according to a

Louisiana State University technical bulletin. Because damage is often severe, companies are required by the state of Louisiana to include a five-year damage repair warranty to property owners with all new or pre-construction treatments.

As repairs can be costly, Gaspard and his technicians depend on liquid termiticides they're confident will deliver good results, like Taurus SC by Control Solutions Inc. The termiticide/insecticide is nonrepellent, which allows target pests to touch, ingest and spread the product throughout the entire colony without being detected.

J&J Exterminating, which brings in \$29 million in total revenue a year, uses Taurus SC for its outer perimeter applications on all pretreats.

"We feel confident that products by Control Solutions Inc. will protect the structures we treat," says Gaspard, who has been J&J's general manager for about 20 years. He adds that these treatments have held up well in heavy Formosan areas such as New Orleans and Lake Charles.

The success of these products is critical, as pretreats make up approximately 10 percent of J&J's termite business.

"WE FEEL CONFIDENT THAT PRODUCTS BY CONTROL SOLUTIONS INC. WILL PROTECT THE STRUCTURES WE TREAT."

—Bryan Gaspard

"Since using Taurus SC for pretreat perimeter termite treatments, we have had fewer callbacks," says Gaspard. "And we have been able to give a quicker response time for getting these perimeter treatments done."

Gaspard is so confident in Taurus SC's effectiveness, he also uses it as the perimeter liquid termiticide for all post-construction treatments. He also offers a wood replacement warranty with the service as an add-on.

J&J has been using Taurus SC as its go-to liquid termite product since 2013.

Last year, Gaspard's technicians treated a home built on creosote-treated pilings (a structural foundation comprised of wood poles) that was heavily infested

TERMITE BATTLE

COMPANY: J&J Exterminating

BATTLEFIELD: 80 percent residential, 20 percent commercial

WAR STORY: A termite treatment is only as good as the inspection conducted first. For Bryan Gaspard, general manager of Lafayette, La.-based J&J Exterminating, the key to effective termite management is diligence in inspections.

"Conduct thorough, complete and detailed inspections," he says. "Note conditions that are conducive to termite activity and the corrections needed, as well as any disturbance to the soil in areas that have already been treated."

WEAPON OF CHOICE

PROVEN SOLUTION: Taurus SC by Control Solutions Inc.

WEBSITE: ControlSolutionsInc.com

with Formosan termites. Such an infestation could have compromised the home's structural integrity, as Formosan termites eat the untreated centers of creosote-treated pilings, weakening the foundation.

"CONTROL SOLUTIONS IS A VALUABLE RESOURCE TO US."

—Gaspard

The technicians used Taurus SC for the job, and returned for the follow-up inspection 60 days after the initial application to find no active termites. "Our annual renewal inspection at the site also showed no termite activity," explains Gaspard, adding that his company has used Control Solutions Inc. products since 2008.

"Their team is knowledgeable about their products, and train our team on the use of their products. Control Solutions is a valuable resource to us," he concludes.

A direct solution

Massey Services in Orlando, Fla., likes the flexibility and environmental friendliness of Bora-Care

In Florida, termites are pervasive and aggressive. That's why under state law, homes under construction must be pretreated with a pesticide or some other type of proven, termite-fighting product.

"It's not a matter of *if* structures will get termites, it's a matter of *when*," says Adam Jones, vice president and director of quality assurance at Massey Services, a pest management



Adam Jones

firm headquartered in Orlando, Fla. "It's not uncommon to have termites invade even during the construction phase."

Jones says that Massey has found a solution in Bora-Care by Nisus Corp. The termite pretreatment's active ingredient is a borate mineral salt, and the product is applied directly to the wood of a home. Bora-Care doesn't degrade over time, and lasts for the life of the wood.

Drywood, subterranean and even Formosan

termites that ingest Bora-Care can no longer derive nutrition from food. They eventually starve to death. According to the manufacturer, insects will never develop a resistance to Bora-Care because of the way the product inhibits their metabolism.

Massey Services first tried Bora-Care in the mid-1990s, during Nisus Corp.'s five-year pilot program to determine whether the product would receive a Florida license.

"This was an innovation, a new program for the industry," says Jones. "Before, homes were pretreated mostly with liquid termiticide."



TERMITE BATTLE

COMPANY: Massey Services

BATTLEFIELD: Mostly residential, some commercial

WAR STORY: Adam Jones, vice president and director of quality assurance with Massey Services, says battling termites before the mid-1990s was a struggle. Massey used various termite pretreat products on homes and businesses, but often had to return for retreatment.

When Bora-Care came along for preconstruction treatment, Jones notes, Massey technicians found it to be not only effective, but also economical and environmentally friendly.

"With Bora-Care, we went from using more than 250 gallons of mixed material per treatment to less than three gallons on average," Jones says.

WEAPON OF CHOICE

PROVEN SOLUTION: Bora-Care by Nisus Corp.

WEBSITE: NisusCorp.com

During the test period, Massey pretreated about 250 homes with Bora-Care. After five years, 100 percent of the homes were termite-free.

"Bora-Care is as good or better than any product we've used over a five-year period," says Jones.

Jones says he likes Bora-Care because it allows more time flexibility. The product can be applied within a seven-to-10-day window around the construction of the home. Also, technicians need only a couple of gallons of Bora-Care for each project — saving on time, labor and inventory costs.

"One of our core values is developing more environmentally responsible and efficient methods," Jones concludes.

Effective and efficient

Termidor HE® termiticide cuts back on labor — and termites — for Palmetto Exterminators

For years, Palmetto Exterminators Inc. has waged war in the Carolinas and Georgia against the invasive, aggressive Formosan subterranean termite (*Coptotermes formosanus*). The insect causes millions of dollars in building damage annually in Greater Charleston alone.



Bert Snyder

“Termite control on the coastline of South Carolina is very challenging, and is a primary focus of our business,” says Bert Snyder, vice president and technical director of the Charleston, S.C.-based company.

Fortunately, Palmetto has found a product line — Termidor termiticide/insecticide by BASF — that has proven to be a mighty weapon in the battle. And Termidor HE termiticide has boosted efficiency for Palmetto’s army of technicians.

Snyder notes that Termidor HE termiticide requires half the water of the previous liquid Termidor products he’s used. That means Palmetto technicians don’t have to refill their tanks, a task that can take 15 to 20 minutes, as often.

Also, with Termidor HE termiticide, his technicians dig trenches that are about 50 percent shallower and 77 percent smaller. And when drilling through concrete patios to apply Termidor

HE termiticide, 33 percent fewer holes are needed.

“Anything that reduces manpower is significant,” Snyder adds. “But the technicians have had to adjust. They were so used to doing things a certain way, and now we’re telling them to use less water and dig shallower trenches. They felt like they weren’t treating enough.”

Snyder likes Termidor HE termiticide’s “self-leveling action”: The product soaks thoroughly in the area it’s applied. Affected termites then carry the nonrepellent termiticide back to the colony. Infestations are under control within 90 days.

“One of the biggest challenges on the coastline is getting good, even distribution of the product in sandy loam soil,” Snyder says. “The Formosan subterranean



TERMITE BATTLE

COMPANY: Palmetto Exterminators Inc.

BATTLEFIELD: Mostly residential, some commercial

WAR STORY: Bert Snyder, vice president and technical director at Palmetto, says his technicians “laugh at Eastern subterranean termites” (*Reticulitermes flavipes*). That’s because the species is relatively easy to control. However, Palmetto takes the highly destructive Formosan subterranean termites (*Coptotermes formosanus*) very seriously.

With the Formosan termite, technicians can’t rely only on a product. They need a sophisticated level of training so they can inspect a building from top to bottom and spot every sign of infestation. At Palmetto, technicians document every area of above-ground moisture, take photos of those areas, and include them in a report to the customer.

“The Formosan can be up high, so you have to look up,” Snyder says. “They will infest soft wood above-ground. You have to pull back insulation, not just look with a flashlight.”

WEAPON OF CHOICE

PROVEN SOLUTION: Termidor HE High-Efficiency Termiticide By BASF

WEBSITE: PestControl.BASF.us

termite is good at finding gaps in treatment.”

Palmetto is a family-owned business established nearly 60 years ago that currently boasts eight offices in three states. It promises to pay for damages to a structure if termites cause damage after treatment. Snyder says that since the company started using Termidor HE termiticide, post-treatment damage claims have dropped.

“We credit a big part of that to Termidor HE,” Snyder concludes.