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PMP Pest Management PROFESSIONAL

Nisus Corp.....A2
Control Solutions Inc.....A3
BASF.....A4

2019

ANT BATTLES

SPECIAL ADVERTORIAL INSERT

A dominant approach

Clark® Termite & Pest Control maintains effective outdoor ant control with borax-based DominAnt by Nisus

Lakefront property is prized in South Carolina. People love stepping out their back doors, walking through spacious yards and spending a morning fishing or boating without leaving home.

Unfortunately, ants are attracted to water, too, and can take over lakefront backyards. No one knows that more than Alan



Alan Wilson

Wilson, technical director and entomologist at Clark's Termite & Pest Control, headquartered in Irmo, S.C.

The good news is that Wilson has found an effective weapon in the battle against outdoor ants. It's called DominAnt Liquid Ant Bait by Nisus Corp.

Wilson discovered DominAnt about two years ago when Clark's — which has eight offices serving the entire state of South Carolina — was putting together an integrated pest management approach to control Argentine ants (*Linepithema humile*). The company soon found ways to keep ants out of homes and buildings.

“But outside, around yards and lakes, that's where we had large ant populations,” Wilson says. “They were coming out of every tree and bush in the yard.”

Wilson experimented with various bait stations and liquid ant baits, including DominAnt, for the outdoors. It didn't take long to see which bait was working best, he says.

“We put DominAnt stations near foraging trails,” Wilson says. “We had hundreds of ants crawling all over them.”

Ants are drawn to DominAnt because of its sweetness. The bait seems like heaven for Argentine, ghost, cornfield, pavement, acrobat, white-footed, little black, odorous house, crazy, big-headed and other ant species.

The problem for ants is that DominAnt's active ingredient is borax, which contains boron molecules.

Ants can't purge excessive levels of boron from their systems, so the chemical builds up and interferes with

digestion. Ultimately, they can no longer obtain nutrition from food, so in essence they starve to death.

Wilson likes DominAnt because it's slow-acting. It doesn't kill ants immediately, giving them time to carry the product back to their nests.

Wilson typically positions four to 10 bait stations with DominAnt in a yard, depending on the size of the property.

“Once you put DominAnt out, ants will hit it,” Wilson says.

ANT BATTLE

COMPANY: Clark® Termite & Pest Control

BATTLEFIELD: Residential, commercial, industrial, retail and hospitality

WAR STORY: Controlling ant populations outside is a challenge. Yet people demand exterior ant control because they want to enjoy their yards and don't want the insects hitching a ride indoors on their clothes. Clark® Termite & Pest Control's integrated pest management approach starts with a yard inspection. Technicians look for standing water that attracts ants, and debris like wood piles where ants can build nests. In addition to placing DominAnt Liquid Ant Bait away from the home, Clark® might use a granular bait closer to the foundation.

Whatever the strategy and tactics, though, patience is the watchword. The stealth strategy of DominAnt methodically controls the ant population over the season.

According to Alan Wilson, Clark® technical director, “We have to educate the customer that the problem didn't occur overnight, and it's not going to go away overnight.”

WEAPON OF CHOICE

PROVEN SOLUTION: Nisus Corp.'s DominAnt Liquid Ant Bait

WEBSITE: NisusCorp.com



A flexible solution

West Palm Beach, Fla.-based Nozzle Nolen Pest Solutions uses Fuse because of its flexible label and cost-effective results

When dealing with mainly residential customers, ants — specifically, ghost ants (*Tapinoma melanocephalum*) — are one of the most common pests West Palm Beach, Fla.-based Nozzle Nolen Pest Solutions faces.

To combat its customers' ant issues, the family-owned company, founded in 1951, uses Control Solutions Inc.'s Fuse termiticide/insecticide. The company has been using Fuse as an insecticide for about one year

now, and it's proven to be an effective tool for ant control.

"Ants are our primary problem in residential areas," says Paul Sugrue, technical director at Nozzle Nolen Pest Solutions. "As far as nuisance pests go, ants are our No. 1 problem, and I'd say the ghost ant — over my career — has probably been the No. 1 ant as far as callbacks go."



Paul Sugrue

Sugrue, who oversees product usage at the company, chose Fuse not only for its effective results, but for its flexibility. The reduced rate of fipronil, in combination with imidacloprid, contained in Fuse allowed the company to increase its number of applications per location by up to six.

"Using Fuse at the lower rate, and using the one-foot-up, one-foot-out technique, allows us to do eight perimeter applications per year," Sugrue says.

The flexibility in number of applications also resulted in fewer callbacks, as well as saved time and money.

"It's cut back on our callbacks, and callbacks cost us time and money," Sugrue adds. "It also makes for happier customers because they don't see the pests as often, so it really is a win-win in that regard."

ANT BATTLE

COMPANY: Nozzle Nolen Pest Solutions

BATTLEFIELD: 90 percent residential, 10 percent commercial

WAR STORY: Prior to using Fuse, Nozzle Nolen Pest Solutions used a solution that only permitted, on average, two applications per location per year. An increase in applications has led to a decrease in callbacks.

"It truly has done an excellent job for us, and there's been a measurable difference in our callbacks," says Paul Sugrue, technical director at Nozzle Nolen Pest Solutions.

Sugrue recommended Fuse to a seasoned company technician. He also offered her a new ant bait.

"I asked her how the new ant bait was working and she said, 'I've hardly used it because Fuse has worked so well that I haven't had the ghost ant problems that I typically had in the past.' It showed right there that she was using a lot less ant bait because she was suppressing them so well with Fuse perimeter treatments."

WEAPON OF CHOICE

PROVEN SOLUTION: Fuse for ant control by Control Solutions Inc.

WEBSITE: ControlSolutionsInc.com/products/fuse



Attracting success

Termidor SC[®] termiticide/insecticide and Alpine[®] WSG insecticide control ants for Access Exterminator Service Inc.

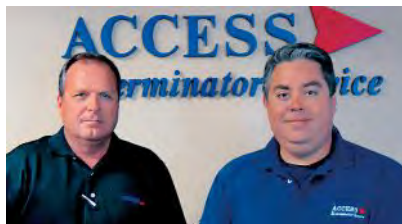
It was about 15 years ago that Access Exterminator Service Inc. in Orange, Calif., first tried Termidor SC termiticide/insecticide by BASF. One early job involved a 400-unit condominium development in Anaheim Hills that was overrun with Argentine ants (*Linepithema humile*).

Other products had failed. The hilly, densely treed and damp landscape made it difficult to spray effectively.

“The ants were walking on the sidewalks, near foundations and through the landscaping,” recalls Russ Stribling, president of Access Exterminator. “They were very heavy.”

Stribling was skeptical that the nonrepellent Termidor SC termiticide/insecticide would work. Until then, the firm had only used repellents. But within a week of applying Termidor SC termiticide/insecticide on the development’s exterior, he says, ant trails disappeared. The ant population outside dropped to a tolerable

level, and the need for interior treatments declined.



Russ Stribling (left) and Bill McConnaughay

“It was a transition for us, but we were ready to try something new,” Stribling says. “We credit Termidor SC with reducing ant populations on all our properties.”

About two years ago, Access added another BASF product — Alpine WSG Water Soluble Granule Insecticide — to its toolbox. The firm has used Alpine WSG insecticide on several types of insects, including ants, cockroaches and house flies, both inside and outside.

“Alpine proved itself very quickly,” says Bill McConnaughay, service manager with Access, which provides pest solutions in five Southern California counties.

EXPANSIVE LABELS

In addition to ants, Termidor SC termiticide/insecticide is labeled for boxelder bugs, pillbugs, centipedes, cockroaches, crickets, earwigs, flies, millipedes, silverfish, spiders, ticks, wasps, yellowjackets and a variety of beetles. Alpine WSG insecticide is labeled for house flies, bed bugs, cockroaches, fleas and brown marmorated stink bugs.

Stribling reports that using Termidor SC termiticide/insecticide and Alpine WSG insecticide has reduced Access’s callback rate.

ANT BATTLE

COMPANY: Access Exterminator Service Inc.

BATTLEFIELD: Residential, commercial, industrial, retail and hospitality

WAR STORY: Argentine ants (*Linepithema humile*) are a significant problem in Southern California, thanks at least partly to the dry environment, says Russ Stribling, president of Access Exterminator. Ants search for and suck up any moisture they can find around landscaping and sprinkler systems.

For Access, ant control starts with a thorough property inspection. Technicians look for standing water and excessive mulch, which contains moisture, that might be removed. Mulch can also block access to ant nests.

If Access technicians spot ant colonies around a foundation and entering a home, they apply Termidor SC termiticide/insecticide around the home’s perimeter. If ants are marching away from the foundation and infesting a yard, they use Alpine WSG insecticide, which covers a broader area.

“Every site has different needs,” Stribling says.

WEAPONS OF CHOICE

PROVEN SOLUTION: BASF Termidor SC termiticide/insecticide and Alpine WSG insecticide

WEBSITE: pestcontrol.basf.us



Also, because less Termidor SC termiticide/insecticide is needed per job, Access replaced heavy 50-gallon sprayers with small pump sprayers, which are less expensive to maintain.

Meanwhile, Alpine WSG insecticide has decreased Access’ need for other products, like flushing agents, McConnaughay says. The company’s success with Alpine WSG insecticide on German cockroaches in particular has resulted in more business from grateful customers.