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ANT

BATTLES

SPECIAL ADVERTORIAL INSERT

Quick success

Why Action Pest Control trusts Termidor SC and Alpine WSG to eliminate ants

For as long as he can remember, Scott Robbins, technical director of Action Pest Control, has been using BASF products to eliminate and deter ants from properties. After 21 years at Action, which is located in Evansville, Ind., Robbins knows that quality products make the difference for his customers, so he puts his trust into BASF.



Scott Robbins

“BASF as a company is not just out to sell their products, they’re more into helping find solutions to grow your business,” Robbins says. “They’re working as a partner with us, not just bringing a product to us.”

Robbins likes the one-two punch of using Termidor SC termiticide/insecticide and Alpine WSG, a water-soluble granule insecticide, for perimeter ants at residential accounts. He uses Termidor SC termiticide/insecticide for exterior applications and Alpine WSG both outdoors and inside. “Alpine WSG is a cost-effective product that complements Termidor SC with its flexibility in target sites — both inside and out, and away from the

foundation — and reapplication intervals when needed.”

Robbins says that nonrepellents are important for ant management, because it is not always possible to locate and treat nests directly. “You need good products like Termidor SC and Alpine WSG to fill those gaps in your toolkit,” he explains.

Prior to working as the technical director at Action Pest Control, Robbins was a tech in the field. He first saw the efficacy of using Termidor SC termiticide/insecticide to alleviate an infestation of odorous house ants (*Tapinoma sessile*) at a nursing home.

“A very large number of odorous house ants were trailing in from the landscaping,” Robbins recalls. “A single application of Termidor SC for the trailing ants to pass through was all I needed to gain the edge on them.”*

For other ant infestations, Robbins has relied on a



ANT BATTLE

COMPANY: Action Pest Control

BATTLEFIELD: 50% commercial and 50% residential

WAR STORY: Scott Robbins of Action Pest Control knows that when it comes to ant elimination, homes need fast-acting, nonrepellent products so that control is at the source. He trusts Termidor SC termiticide/insecticide and Alpine WSG from BASF to take care of infestations, even at his own home.

“A well-timed application of Alpine WSG in the spring will take care of all the ants around my house,” Robbins says.

For trailing ants, he suggests using Termidor SC termiticide/insecticide to allow the ants to carry insecticide back to the colony, effectively controlling the ants and protecting your house.

“It’s a great product to use in the spring as a preventative, or as a curative product for when the ants are already trailing,” he says.

To experience the most effective ant prevention, Robbins encourages technicians to work with customers on scheduling when they want their application, to allow for the best prevention and residual protection.

WEAPONS OF CHOICE

PROVEN SOLUTION: BASF Termidor SC and Alpine WSG

WEBSITE: PestControl.BASF.us

combination of Termidor SC termiticide/insecticide and Alpine WSG to ensure that ants are a problem of the past.

“I’ve used the combination and followed up a week later. Then the manager will tell me the account hasn’t seen an ant since I was there previously,” Robbins says. “When I follow up myself physically, and see the activity has ceased just a week later, it shows that we’ve had a lot of success in a short time.”

* Note: This application may not be allowed in all states. Always follow label directions and state regulations.

Two-Week Notice

Ants take the bait both inside and out with DominAnt and Niban

Being able to confidently tell customers their ant problem will be gone within two weeks is just one of the differentiators for Bobbie Terry and her Austin, Texas-based business, The Bug Lady Pest Control.

Terry, who is also the founder of Women in Pest Control, services a mix of commercial and residential properties. The main



Bobbie Terry

species she sees on properties are fire, pharaoh, rover and pavement ants. To help target them, Terry's Nisus sales rep, Marty Keane, introduced her to Nisus' DominAnt liquid ant bait and Niban granular bait about two years ago.

As a borax-based active liquid ant bait, DominAnt attracts ants and allows them to take it back to their colony, where it will kill the colony and queen. Niban is a weatherized granular borate bait that can be used indoors and outdoors to kill ants.

Terry says the biggest benefit of integrating both products into her ant treatments has been reducing the number of callbacks.

She's also found that Niban is efficient against other pests. On



one of Terry's green accounts, she uses Niban on the outside of the business to control both ants and American cockroaches (*Periplaneta americana*).

"I like to put it in bait boxes, and the bait gets attacked by snails and slugs, too," she says.

Recently, one of her restaurant accounts had a recurring issue with pharaoh ants (*Monomorium pharaonis*). The restaurant had an inaccessible attic area and a lot of trees outside, which caused the ants to come back several months after treatment. Terry decided to change tactics and use DominAnt and Niban on the account.

"Within two weeks, they were completely gone," she reports.

She explains to her customers that they have to let the ants pick up the bait, instead of killing them on sight: "Unless the ants are getting into the food or something, I tell customers they've got to tolerate them."

Thanks to the quick treatment times of DominAnt and Niban,

ANT BATTLE

COMPANY: The Bug Lady Pest Control

BATTLEFIELD: 85 percent commercial and 15 percent residential properties

WAR STORY: Bobbie Terry's customers deal with fire and pharaoh ants outside and inside of their businesses. She treats the fire ants outside with DominAnt, as well as Niban, on all of their bait boxes.

"It helps to keep the ants off of the boxes, and also take care of them around the buildings," she explains. "We also put Niban in landscaped areas around the buildings."

WEAPONS OF CHOICE

PROVEN SOLUTION: Nisus DominAnt and Niban

WEBSITE: NisusCorp.com

they don't have to deal with them for long, she adds.

"With the restaurant account, they were happy to see everything was working the way it was supposed to, and that they were gone in less than two weeks," Terry says. "There was complete satisfaction."

"As far as I'm concerned," she concludes, "these are great products."



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