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# PMP PestManagement PROFESSIONAL

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2019

# COCKROACH BATTLES

SPECIAL ADVERTORIAL INSERT

# IGR makes the impossible, possible

Tekko Pro eradicates cockroaches after years of infestation at a poor-sanitation account

**F**inding products to control cockroaches — especially German cockroaches (*Blattella germanica*) — can be a job in itself, as Craig Humphries, president of Unipest in Santa Clarita, Calif., can attest.

His company offers termite and pest control services to both residential and commercial properties, including cockroach control. They mainly deal with



Craig Humphries

German cockroaches, which are particularly difficult to stop because they reproduce so quickly. Five years ago, a restaurant owner contacted Humphries about a cockroach infestation, which had left the restaurant shut down by the county health department. The Unipest team began using pesticides, sticky traps and bait stations weekly, but were not able to get the cockroaches under control.

“They don’t clean or put stuff away. They left food out overnight, sugary foods,” Humphries recalls. “We’d go in and do the service, and have no expectation of eradication. It was terrible. The conditions in the restaurant never changed.”

Later that year, Humphries went to a pest control conference where

a Control Solutions Inc. sales representative gave a presentation on a new insect growth regulator (IGR), Tekko Pro. Humphries says he thought it sounded interesting, so he bought a bottle to try on the restaurant account.

## FINALLY, SUCCESS

The Unipest team left the rest of their treatment plan the same at the restaurant, only adding Tekko Pro to the control protocol. During a follow-up visit, Humphries’ technician called to ask him whether he realized that the restaurant had zero cockroaches.

“I got in my car and drove right over: There was not a single cockroach,” Humphries says. “I have never had anything that could defeat my customer’s poor cleanliness — until this did.”

After that, the team began using Tekko Pro exclusively as their IGR solution anytime they had a cockroach situation. Humphries says it’s similar to competitors in terms of how it’s used. “But it’s simple,” he continues. “There’s no messiness, and it mixes well. There’s no extra work and it’s reasonably priced.”

It wasn’t until the team added Tekko Pro to their cockroach lineup that

## COCKROACH BATTLE

**COMPANY:** Unipest

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

**WAR STORY:** Santa Clarita, Calif.-based Unipest managed a large apartment complex — about nine complexes with 3,000 apartments — the team visited once or twice a month for a year. It had German cockroaches, which were particularly difficult to stop.

“We went in and treated it three times in six weeks with Tekko Pro, and had total eradication,” says Unipest President Craig Humphries. “We’ve found we’re gaining control, regardless of the sanitation of the tenants of the apartments.”

## WEAPON OF CHOICE

**PROVEN SOLUTION:** Tekko Pro from Control Solutions Inc.

**WEBSITE:** ControlSolutionsInc.com

Humphries says they had a true solution for these pests.

“I’ve never felt we had an arrow that could kill cockroaches. Unless the customer was doing heavy work, cleaning, we could never quite get control,” he says. “But with Tekko Pro, for the first time ever, we are able to reduce the population or eradicate, regardless of whether the customer does anything to clean.”

Being able to rely on a

product — instead of the customer and property conditions — to control cockroaches has made a huge difference for Unipest’s business and services.

“If you can’t get a good gameplay going, you won’t make any progress,” Humphries says. “We now have the ability to handle roaches.”



## Tried and true

Sprague Pest Solutions depends on Nisus' customer service and Nibor-D borate dust to eliminate cockroaches

**B**orate has long been effective against cockroaches, and for years Sprague Pest Solutions in Tacoma, Wash., has included a borate product in its cockroach protocol.

But Jeff Weier, technical director at Sprague, says a good relationship with a product's maker and distributor is just as



Jeff Weier

important as the product itself. That's why he prefers Nibor-D, a borate dust by Nisus Corp. "Nibor-D is a premier product, and one of the few borate dust products still out there today," Weier says. "But I also like working with Nisus because they have a good support system."

Weier says Nisus sales representatives are knowledgeable and responsive. His technicians can talk to them about toxicology, chemistry and physics. And if Sprague has a problem with a particular customer, Nisus is there.

"They can give us extra help when we need it," Weier says.

### HOW IT WORKS

Nibor-D can be applied as a dust or foam, or mixed with water. It reaches pest hiding places like cracks and crevices, attics, wall spaces and near plumbing. In addition to killing cockroaches,

Nibor-D is labeled to control ants, crickets, cockroaches, fleas, dust mites, lady bugs, silverfish, earwigs, flies, beetles, millipedes and several wood-destroying pests.

Nibor-D is effective because it contains boron. While humans and pets can excrete excessive boron from their bodies, pests cannot. When they ingest Nibor-D, boron builds up in their systems and interferes with their ability to convert food into energy, and they starve to death. And because of Nibor-D's low toxicity when it comes to humans and pets, pest management professionals can add Nibor-D to their green pest management programs.

Sprague, which has 14 offices in six states, uses Nibor-D against several types of cockroaches, including the German, Oriental and Turkestan species. Weier says he likes the product because it lasts a long time — even in moist environments, like dishwashing areas. Also, Nibor-D doesn't clump together if it gets wet, Weier says.

Sprague has also experienced success with Nibor-D against flies by applying the product in dumpsters, floor drains and restrooms.

"It's an important tool in our arsenal," Weier concludes.

## COCKROACH BATTLE

**COMPANY:** Sprague Pest Solutions

**BATTLEFIELD:** Commercial

**WAR STORY:** Jeff Weier, technical director at Sprague Pest Solutions, says a pretreatment inspection is key when battling cockroaches. His technicians first determine whether an infestation is widespread, or confined to just one or two areas. Then, before applying any product, Sprague works with the client to eliminate any environmental conditions, like food and water left in the open, that would attract cockroaches. When it's time for treatment, they avoid treating an entire building if the infestation is limited. If the infestation is confined, they might start with a bait. If the infestation is heavy, and cockroaches are detected in wall voids, they might dust spaces inside the walls. After achieving a fast knockdown, Sprague applies Nibor-D for long-term control. "We stress the long-term, because we don't want the cockroaches coming back," Weier says.

### WEAPON OF CHOICE

**PROVEN SOLUTION:** Nibor-D by Nisus Corp.

**WEBSITE:** NisusCorp.com

