

THE INDUSTRY'S LEADING TECHNICAL JOURNAL SINCE 1933

PMP Pest Management PROFESSIONAL

2018 TERMITE BATTLES

Control Solutions Inc. T2
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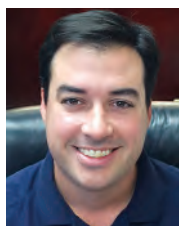
SPECIAL ADVERTORIAL INSERT

Doing the job right

Terminix Pest Control masters termite treatments for old buildings with Taurus SC.

Joe Martin, vice president and entomologist at Terminix Pest Control in New Orleans, La., needs a termite solution that works as hard as he does. He and his technicians combat the aggressive threat of the Formosan subterranean termite (*Coptotermes formosanus*), which is the primary structural pest in the warm, humid metro area.

One of the challenges his team faces in termite management is working with New Orleans' unique



Joe Martin

construction, says Martin, who sees hundreds of houses with active termites between May and July.

"We're treating a lot of old homes — homes

built on monolithic slab," he says. "And we're also treating pier homes, built on over 100-year-old piers."

To treat these homes, Martin's technicians try to treat the soil around the pier, while also drilling and injecting termiticide directly into the pier. To get the job done effectively, Martin says, it's important to "cover every inch with product." He trusts Taurus SC by Control Solutions Inc. for the delicate job.

"We're using Taurus SC to treat a lot of old buildings," says Martin. "It has become one of our premium products to use on Formosan termites."

Terminix Pest Control, which has been a customer of Control

Solutions Inc. for the past 12 years, began using Taurus SC about six years ago. Martin's technicians use Taurus SC as a liquid application for perimeter treatments, as well as a foam application when treating for active termites indoors.

"We see great success using Taurus SC," says Martin. In his experience, Taurus SC, which features the active ingredient fipronil, is always effective when used properly: "When termites come back to an area, there may have been an application error in your treatment."

Perhaps the most important feature of Taurus SC to Martin is that the product is a non-repellent. "That's extremely beneficial," he adds. "The termite does not know it's traveling through the termiticide — it isn't repelled elsewhere."

Martin stresses the importance of resolving termite infestations, especially those in a residence. When Terminix Pest Control first began using Taurus SC, his termite team was called to a job that not only had an infested tree close to the house, but also had termites swarming in the bedroom.

"It's a major event when you have termites busting out of walls, and making mud tubes and mud caps on the walls," he says. "That's the bedroom where your customers sleep every night."

Martin and his team foamed the walls inside, and treated the perimeter of the house and tree with Taurus SC.

TERMITE BATTLE

COMPANY: Terminix Pest Control

BATTLEFIELD: Residences and commercial buildings

WAR STORY: "When you're treating for Formosan termites, every inch counts," says Martin, who sees many infestations in old buildings along the piers of New Orleans.

In his experience, doing a thorough treatment and understanding the structure is key to keeping the termites out: "You have to be very aware of the construction in the building, and make sure you treat the expansion joints and cold joints, as well as the ground contact outside."

WEAPON OF CHOICE

CONTROL SOLUTION: Taurus SC by Control Solutions Inc.

WEBSITE: ControlSolutionsInc.com

"I remember coming back and seeing everything dried up and dead," says Martin. "When the customers saw all of that cleared out of the house after a few weeks — if not less — they were extremely happy."



Long-lasting solutions

South Shore Exterminating has depended on Tim-bor Professional's effectiveness for decades.

Andre Ocampo, vice president of South Shore Exterminating in Long Beach, Calif., has relied on Tim-bor Professional, a borate-based termite solution, for more than 20 years.

Ocampo was drawn to the product initially because it agrees with his company's value of using products that are natural or have a green component to them. But beyond being environmentally



Andre Ocampo

friendly, there are several simple reasons why he has remained loyal to Tim-bor Professional for decades.

"It is a very easy product to use, has low toxicity and an extremely long life," he says. "And it works fantastically."

Tim-bor Professional is comprised of borate, a natural mineral, and is a water-soluble powder. Tim-bor Professional is not a contact termiticide, but rather, when the termites ingest the mineral, it leaves them with the inability to digest their food source, wood.

Ocampo works with property management companies and treats multi-unit complexes regularly.

"Borate works really well in existing or remedial type of treatment," he says, adding that because of the product's labeling, homeowners do not have to vacate their homes during remedial treatment.

He also works with builders in new construction, pretreating the entire home with Tim-bor in the framing stage, to prevent future infestations. In fact, Ocampo says that of the thousands of properties he has pretreated with Tim-bor Professional, he has never had a home develop structural damage.

"The beauty of the product is that the residual is ongoing," he says. "Once the mineral is in the cell of the wood, that mineral remains viable for as long as that wood is in service. It will continue to do its job one year, five years or 10 years from now. That is what we have loved about the product."

The application process of Tim-bor depends on whether Ocampo is treating a new-construction home or is performing a remediation, and whether he is combatting subterranean termites or drywood termites.

In new construction, to combat subterranean termites, the product



TERMITE BATTLE

COMPANY: South Shore Exterminating Inc.

BATTLEFIELD: 90 percent residential, both new construction and existing; 10 percent commercial

WAR STORY: South Shore Exterminating used Tim-bor Professional to successfully treat a heavily infested 70-room hotel in Santa Monica, Calif. — without needing to take any measures that might disrupt the hotel's business, such as tenting the property for fumigation or requiring the hotel to close down. Technicians used two methods to apply Tim-bor: a wet spray to coat the exposed wood in the attic, and foam, which was injected into the wall, floors and ceilings.

"It was more time consuming to do a job like this, but it's got a long residual, so the owners were completely happy," says Andre Ocampo, vice president of South Shore Exterminating Inc.

WEAPON OF CHOICE

CONTROL SOLUTION: Tim-bor Professional by Nisus

WEBSITE: NisusCorp.com

is applied at the base of the home. But to get at drywood termites, Tim-bor must also be applied to the upper structure of the home, which protects the upper timber, attic, eaves and upper walls.

"It is a two-step process that has worked extremely well for us," says Ocampo.

For existing structures, Ocampo applies the product via a foaming unit to encase the infested area, creating a shaving-cream-consistency lather that can be injected into walls, floors and ceilings to encase the area that is infested.

Using borate-based Tim-bor Professional has helped Ocampo's company get the lion's share of the marketplace in his region, he says: "It works extremely well."

On efficiency and effectiveness

Arrow Exterminating plans for business growth with upgrade to Trelona ATBS.

Tom Jordan, general manager for Long Island, N.Y.-based Arrow Exterminating, no longer needs to troubleshoot the development of an effective termite management service. Instead, he has the luxury of viewing termite management as an opportunity for business growth.

Jordan, who has worked for Arrow Exterminating for more than 21 years, says the company is “achieving total elimination” of termites with the use of Trelona Advance Termite Bait System (ATBS) from BASF. Arrow Exterminating, a longtime BASF customer, began using Trelona ATBS a year ago.

“I view Trelona as working in multiple ways. It’s a bigger station. Termites find it much easier and it’s easier for my technicians to find. It’s an all-around complete product.”

FINDING WHAT WORKS

Since adopting the baits, Arrow Exterminating’s customer callbacks have been “greatly reduced,” according to Jordan.

Trelona ATBS was designed with a large size for faster discovery by termites. BASF offers Trelona compressed

termite bait, with the active ingredient Novaluron, to use in the bait system.

OPTIMIZING OPERATIONS

For Jordan, maximizing the productivity of his technicians is a huge priority. With Trelona ATBS, he’s found multiple ways to boost the efficiency of operations and accomplish more.

“Being able to space the stations 15 ft. apart instead of 8 to 10 ft. apart means we are using half the amount of bait stations, which means it is taking half the time per installation,” says Jordan.

This allows his Arrow Exterminating technicians to complete two to three more installations per day. “Of course, more production per day means more profit,” he says.

BASF offers another means to increasing efficiency.

The option to conduct yearly inspections gave Jordan the flexibility and savings he was looking for; Arrow Exterminating recently upgraded its Trelona ATBS.

“Because the label calls for a yearly inspection,” says Jordan, “there are cost savings in every aspect of doing business: labor, overtime, gas used and truck maintenance.”

TERMITE BATTLE

COMPANY: Arrow Exterminating Co. Inc.

BATTLEFIELD: Primarily residences, but also commercial properties such as office buildings, churches, warehouses and apartment buildings

WAR STORY: It’s not if you’re going to get termites, it’s when you’re going to get termites in New York, say the owners of Arrow Exterminating. Yet, the state’s regulations around liquid termiticides left co-owner Jackie Grabin in need of alternatives. She turned to industry experts for their recommendations. That’s when she found Trelona ATBS.

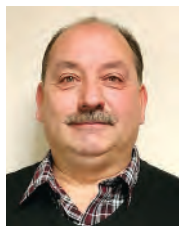
The baiting system not only worked but supported the company’s business model to provide flexibility for customers. It also enabled technicians to do their work outdoors at any time, saving on labor costs.

“You can install the baits around the exterior when the customer’s not even home,” Grabin says.

WEAPON OF CHOICE

CONTROL SOLUTION: Trelona ATBS by BASF

WEBSITE: pestcontrol.basf.us



Tom Jordan

