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2021

MOSQUITO BATTLES

SPECIAL ADVERTORIAL INSERT

Keeping the pools pest-free

A family-run business uses Catchmaster Ovi-Catch Mosquito traps to give customers more pool time

In 1984, the Orgill family founded Aqua Chlor — a family-run pool servicing business — in San Antonio, Texas. What started as a passion for letting families enjoy their pools eventually grew into a business that wanted to let families get the best of their entire backyard, pest-free. Aqua Chlor grew into Simpl Pool & Pest.

“We started in the pool industry, and we had some customers who were dealing with mosquitoes so they weren’t able to swim in their backyard and kept asking us for solutions,” says Sterling Orgill, owner of Simpl Pool & Pest. “We were on the

hunt for a solution, and we started providing a quarterly service.”

Five years ago, Simpl ran into a problem: The quarterly service they were using was no longer as effective, and customers were seeing more mosquitoes flying around their pools. Orgill realized he needed a heavier hitter for this program. He did his research and found Catchmaster. After discussing the current situation with the Catchmaster team, they suggested trying the Ovi-Catch Mosquito Trap. It was a home run, he says.

“The Ovi traps became the key piece for us as a part of our quarterly service,” Orgill adds. “The level of mosquitoes in most of our accounts has diminished, and we have some very happy customers.”

Using the Ovi-Catch hasn’t just given Orgill’s customers a more comfortable area, it also has provided the pool technicians an easier workplace environment.

“We do a lot of pool repairs, and we used to have technicians bothered by mosquitoes the whole time they did repairs or maintenance,” says Orgill. “After we set up our Ovi-Catch, we can go back a week after and not be bothered by the mosquitoes. Our techs are happier and can get repairs done.”



Sterling Orgill

MOSQUITO BATTLE

COMPANY: Simpl Pool & Pest

BATTLEFIELD: Backyards with pools

WAR STORY: Sometimes, having a pool means having swarms of mosquitoes, too. Sterling Orgill, owner of Simpl Pool & Pest, knows this all too well. But when someone is allergic to mosquito bites, what could have been a mere inconvenience can quickly turn into something more ominous.

“We had one customer whose son is allergic to mosquitoes. Every bite he gets causes his skin to swell,” says Orgill. “For him, as well as for others, we wanted to help cut down on their reactions.”

To combat this, Orgill relies on the Ovi-Catch Mosquito Trap from Catchmaster. With the non-toxic traps, Orgill says he feels comfortable using them for even sensitive accounts.

“We set up mosquito traps in the backyard, in the foliage, everywhere. The Ovi-Catch mosquito traps reduced the amount,” he says, adding that since he initially installed the traps three years ago, the customers now regularly send pictures of their son swimming in their pool and playing in their yard.

WEAPON OF CHOICE

PROVEN SOLUTION: Catchmaster Ovi-Catch Mosquito Trap

WEBSITE: CatchmasterPro.com

It wasn’t just Catchmaster’s reputation that made him want to do business with the company, Orgill says, it was also the technology — especially what was used in the Ovi-Catch.

“I love the non-toxic nature of the trap, and the overall simplicity of it. The way it catches them before they have time to breed makes it incredibly effective. It’s amazing to me,” Orgill says. “The science behind it got me attracted to it, but to see it in action really blows me away.”



Flexing a 3-in-1 solution against mosquitoes

Mosquito Joe uses DuraFlex CS to pack a punch on mosquito populations

Mosquito season can be frustrating, because the pests often travel from other areas to congregate and reproduce.

No one knows that better than David Price, ACE, the Hampton Roads, Va.-based technical director for national franchisor Mosquito Joe. After spending 23 years in the business, Price has seen first-hand how challenging it can be to keep infestations at bay.

To combat this challenge, Price reached out to his contact at Control Solutions Inc. (CSI).



David Price, ACE

Within no time, Price had an answer: Use DuraFlex CS to combat the infestation and get to the root of the problem.

Featuring the Combination Chemistry of three active ingredients — bifenthrin, novaluron and pyriproxyfen — DuraFlex CS, a microencapsulated concentrate, is able to offer Price the fast-acting and long-lasting residual he was searching for.

“Having DuraFlex be a three-in-one saves time and increases my

efficiency as I’m doing my service,” Price says. “It gives a nice even coat as I’m doing my spray, and the active ingredients are encapsulated. I feel it gives us an advantage —

it stands up to the UV and weather because of encapsulation.”



BETTER WEATHER AHEAD

Weather is no joke when it comes to mosquitoes. Matthew Efird purchased his Mosquito Joe territory of northern Georgia in 2017, and found that the heat paired with the severity of mosquitoes made it difficult for

customers to enjoy the outdoors. When he began using DuraFlex CS, he says, he was happy to see the microencapsulation was able to withstand even the hottest of the Peach State’s days.

“When we got introduced to DuraFlex specifically, we got excited,” Efird says. “We really like the microencapsulation — that’s very important so it doesn’t wash away. But more importantly, it has the [insect growth regulator, or] IGR integrated into the product itself. If we miss a breeding site on the property, the IGR penetrates that and breaks the breeding cycle by helping hit additional stages in the life cycle.



Matthew Efird

MOSQUITO BATTLE

COMPANY: Mosquito Joe

BATTLEFIELD: Residential

WAR STORY: David Price, ACE, technical director for Mosquito Joe, knows that when it comes to breeding grounds for this particular pest, there is nowhere mosquitoes won’t go. On one particular occasion, Price had to confront a stagnant rain barrel serving as a busy breeding site.

“We had a customer that had this container that held about two to three feet of water. The mosquitoes were so incredibly attracted to that, it was drawing mosquitoes from other properties,” says Price.

To combat this problem, Price knew they would need something that wouldn’t handle just the adult mosquitoes or just the larvae. He needed a heavy hitter that would cover all stages of mosquito life to get a handle on this infestation. Enter DuraFlex CS from Control Solutions Inc.

“We made one application with DuraFlex, and that population greatly reduced after that,” Price says.

WEAPON OF CHOICE

PROVEN SOLUTION: DuraFlex CS by Control Solutions Inc.

WEBSITE: CSI-Pest.com

This helps reduce our callbacks and resprays.”

For Efird, being able to offer his customers a quality product and service makes the difference between merely a happy customer and a lifelong client.

“We’re looking to serve families and serve them well,” Efird says.

“We’re always looking for premium

products because we believe that you can provide exceptional customer service, but if we aren’t providing exceptional customer experience, then we aren’t doing our job well. CSI helps us do our job well.”

Picture-perfect mosquito killer

Mosquitos Be Gone relies on OneGuard from MGK to handle takedowns to create a picturesque yard

For 35 years and counting, Greg Loll has excelled at photography. To increase business back in the late 2000s, Loll built a large

outdoor studio for photo shoots. Yet every summer, Loll noticed the same thing: His outdoor



Greg Loll

studio was rendered practically useless all season, thanks to the swarms of mosquitoes that plagued his home in Marinette, Wis.

After Loll won a contest for a free mosquito treatment of his studio, he was able to wear shorts for the first time in the area without being bitten. When he saw how effective spraying with the correct products could be, he knew he wanted to get into the mosquito business.

What started as a side job for Loll soon took off, and he founded Mosquitos Be Gone in 2011. Today, Loll and his three technicians handle some of the worst mosquito infestations in the Badger State.

To handle such infestations, Loll turns to a company and product he knows he can rely on: MGK's OneGuard.

"Early on, we had a very strong infestation of mosquitoes, and

nothing I did was knocking them down," Loll says. "I got a hold of MGK and told them I was having issues, and they sent me some products to try. I tried OneGuard, and it started doing the job."

As Loll's mosquito business went from treating lawns for himself and a few friends to many different families relying on him, he found that the experts available at MGK were his biggest asset.

"Tommy Powell is MGK's mosquito expert: He can tell you anything you need to know about mosquitoes," says Loll. "I can talk to him if I'm having issues, or I can talk to MGK's other knowledgeable reps, too. These guys really know what's going on. Just last winter, Tommy did personalized training for our staff. They are committed to providing customer service and some of the best products available for mosquito control."

Even though it was difficult for Loll to begin his business and learn trade secrets, he now feels confident about his business with MGK backing him.

Whenever he runs into a particularly difficult infestation, Loll relies on MGK to help figure out the perfect formulation for an all-encompassing takedown.

"When I have issues, I can call them and ask what to do, and they'll send things to the lab to

MOSQUITO BATTLE

COMPANY: Mosquitos Be Gone

BATTLEFIELD: Commercial and residential

WAR STORY: In 2016, Greg Loll of Mosquitos Be Gone was facing a particularly difficult summer. Mosquito infestations were out of control, and everything he was trying was ineffective. It was time to call his rep at MGK to find a solution.

"I kept going back to MGK with my problems, and we worked together to find the perfect formulation for the situation, which happened to be OneGuard," Loll says. "We needed to change the amount of pesticide I was using, and they helped me dial in to a rate that took care of that heavy infestation."

WEAPON OF CHOICE

PROVEN SOLUTION: MGK OneGuard Multi MoA Concentrate

WEBSITE: MGK.com/OneGuard

analyze it," Loll says. "They then give me a custom formulation to help me get the best possible products to add to our toolbox. Between this service and OneGuard, we are able to keep a lot of yards mosquito-free."



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ABOUT THE AUTHOR: PMP Hall of Famer Dr. Gary Bennett (Class of 2006) is a professor emeritus of entomology at Purdue University, and a co-author of *Truman's Scientific Guide to Pest Management Operations*. Dr. Bennett possesses decades of experience assisting PMPs and consumers in the identification, control and exclusion of structural pests.

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