

Attacking at the source

A Hawaii-based pest management company is saying “Aloha!” to termites, sending them packing

Since 2007, Aloha Termite & Pest Control has been serving the people of Hawaii, on Oahu, Maui, Kauai and the Big Island. Owner Jonathan Montalbo says he believes that people deserve the best in pest control, from the very bottom of their house’s foundation to the attic beams.

Because Montalbo has had great success using other products from Control Solutions Inc. (CSI), he recently added



Jonathan Montalbo

CSI’s Taurus Dry and the Precision Delivery System (PDS) to Aloha Termite & Pest Control’s inventory. After only four months of using the products, Montalbo says, he and his team have already seen great results.

“We’ve rarely had callbacks on jobs we’ve done with Taurus Dry, and we’re ordering more so that we can get it out to other branches,” he adds. “We love Taurus Dry so far, and the PDS delivery system puts it over the top. With the way it’s set up and the way the techs are able to hold it and feel the control, that really made the difference.”

Even one of Montalbo’s most seasoned technicians and inspectors, Sherman Ohori, has begun to rely on Taurus Dry and the PDS as his go-to weapons against termites.

“Sherman has been in the pest industry almost 40 years. For those owners who have techs who have been in the industry for a long time, they know how hard it is for the techs when we switch products,” says Montalbo.

Because of Ohori’s seasoned view of the pest management industry, he

knew that finding a solution like PDS and Taurus Dry would be the difference between multiple callbacks from his customers, and having customers be content with their treatments and feel comfortable in their homes again. Taurus Dry, featuring an active ingredient of fipronil at 0.5 percent, can be used with the PDS anywhere termites may be — from utility poles to house beams. Technicians can use it no matter where the problem seems to be.

“I work a lot in troubleshooting problems for pests and termites,” Ohori explains. “I’ve been using Taurus Dry for about four months now with the PDS, and callbacks have significantly declined. The PDS is lightweight, user-friendly and very professional-looking.”

Ohori has experience in almost every facet of the industry, including fumigation, tenting and inspections. He points to Taurus Dry’s ability to be used in hard-to-reach places as a huge benefit.

“The PDS lets you inject deeper into galleries than anything else I’ve used.

It’s perfect for those tricky spot treatments,” Ohori continues. “It allows me to troubleshoot, and convince customers that now termites won’t find conducive conditions to live in.”

“Sherman was excited after using this product, and that speaks volumes,” says Montalbo of his most

experienced tech’s review. “When you come up on something new like Taurus Dry, and your techs get excited about it and are happy with it, coming back asking for more, it shows you that it’s a worthwhile product.”



TERMITE BATTLE

COMPANY: Aloha Termite & Pest Control

BATTLEFIELD: 70 percent residential and 30 percent commercial

WAR STORY: Drywood termites (Kalotermitidae) are more common in Hawaii than most homeowners would like. When these somewhat-aggressive termites enter a house, they fly directly to the wood they are going to infest and begin digging and forming their colony. They quickly reproduce and create an even bigger problem. Sherman Ohori, inspector and technician for Aloha Termite & Pest Control, has recently found a new favorite weapon to counter the pest: Taurus Dry and the Precision Delivery System (PDS).

“The PDS applicator is a tool you must have in your toolbox as a technician,” says Ohori. “Callbacks have declined since applying Taurus Dry with the PDS. There’s no cleanup. It’s easy to handle, and easy to use in hard-to-reach areas that drywood termites live in.”

WEAPON OF CHOICE

PROVEN SOLUTION: Taurus Dry and the Precision Delivery System

WEBSITE: CSI-PDS.com



Sherman Ohori

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