

A SUPPLEMENT TO

PMP

Pest Management
Professional

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2026 ANT
MANAGEMENT
SUPPLEMENT

Ants Equal Opportunities

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NISUS®

Nisus is your partner in ant management

Ants are frustrating for homeowners and are some of the most challenging pests for pest management professionals (PMPs). They build huge colonies and quickly adapt, so even a small trail in the kitchen or bathroom could mean a bigger problem hiding out of sight.

To control ants, you need more than a quick fix. You need long-term solutions that are effective and target the colony.

Since Nisus began more than 35 years ago, our goal has been simple: Find solutions that are effective, have more sustainable environmental profiles and make service easier for PMPs.

Over time, we've learned the best tools are effective, simple to use and reliable. When PMPs use our products, they can trust they're backed by years of experience and a real commitment to solving challenging pest problems.

Niban Granular Bait, for example, gives PMPs the solution to handle outdoor ant problems with confidence. Niban is tough and stands up to the weather, so you can spread it along the

building's perimeter, crawlspaces, attics or anywhere else where ants are moving. You don't have to worry about reapplying it all the time; Niban lasts, so you can focus on your routes.

Of course, not all ants respond the same way.

Some species are more attracted to liquid food sources, which is where Dominant Liquid Ant Bait comes in. Available in pints, gallons and convenient, tool-free bait stations, it is applied along active trails.

It allows ants to do what they naturally do, which is carry the bait back to the colony. From there, the product works its way through the colony, delivering results where it matters most. Over time, activity fades, and the source of the problem is eliminated.

Successful ant control comes down to being intentional about finding trails early, identifying problem areas and choosing the right solution(s) for the job. Doing so will turn an ongoing nuisance into a problem that's truly solved.

Nisus is proud to sponsor this *Pest Management Professional* supplement, which is designed to equip you with knowledge, tools and confidence for successful treatments.


BY HARRY BRYAN

VP of Business Development, Nisus



Ants Equal Opportunities

Retaining clients and boosting revenue are a given for PMPs with ant management abilities

By Diane Sofranec | PMP Senior Editor

Ants are the cornerstone of general pest control because customers across the country experience infestations of species that only the pros know how to efficiently eradicate.

“Ants are abundant in all areas, so they always offer a good opportunity for new business,” says Grady Jones, owner of Honest Termite in Las Vegas, Nev. “If handled properly, clients with ant problems can and should be converted to regular accounts.”

Yet another opportunity for new business is the loyalty and referrals that result from the ability to eliminate an existing client’s ant infestation quickly and professionally, Jones adds.

So, how can pest management professionals (PMPs) ensure they can retain customers while avoiding revenue-busting callbacks?



Scott Campbell

Accurate ID

“It is extremely important for a PMP who wants to resolve any ant problem to make a positive ID,” says Scott Campbell, president of Abode Pest Solutions in Sorrento, Fla. “No guessing which ant it might be, because every ant species has a different biology and behavior.”

Not only that, he adds, accurately identifying the species allows you to choose the proper control methods, making gaining control easier.

Greg Kelly agrees. “Identification of exact species plus thorough inspections that identify conducive conditions like leaves, landscaping and mulch give invaluable information, such as colony size, location and likely harborage spots,” says Kelly, operator of Green Kastle Pest Solutions in Sesser, Ill.



Greg Kelly

It also helps to become familiar with the ant species in your area, advises Dan Dubay, owner of Dan’s Pest Control in Bend, Ore. Contact your

local extension office to confirm species and attend seminars to further your ant expertise.

PMPs cannot possibly know every species that crosses their paths. When readers who answered *Pest Management Professional’s* (PMP’s) 2026 Ant Management Survey shared some of the unexpected species they’ve encountered, the list was long. Bigheaded ants (*Pheidole megacephala*), rover ants (*Brachymyrmex patagonicus*), Asian needle ants (*Brachyponera chinensis*), leafcutter ants (*Atta texana*), and pyramid ants (*Dorymyrmex insanus*) were among those mentioned.

“Share your knowledge with your clients, and they will understand the ant management process better before initiating a premature callback,” Dubay adds. “Clients always give great intel to what’s happening, so listening and asking follow-up questions is important.”

Dubay suggests asking whether ants have been a problem in the past; whether any water leaks have occurred on the property; whether the clients tried to solve the problem themselves; where and when the ants were seen; and whether any trees are touching the structure.

Treatment Options

Efficient service combined with effective products is key to attracting and retaining customers.

“Products are improving, and specific combinations have been introduced to help PMPs better manage ants,” Kelly says. “PMPs have valuable tools at their disposal that empower them to be a benefit to their clients.”

When it comes to ants, using control solutions correctly is critical. “Do not skip steps or use solutions based on cost alone,” Jones says. “Using the correct material and methods often makes all the difference in callback rates and overall success.”

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Dan Dubay

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Another step not to be missed is client communication. “Many ant treatments involve a process

that requires multiple visits,” Jones adds.

“Clients have to know ants will not be completely eliminated

immediately after the first treatment.”

Training technicians properly and frequently and allowing them the amount of time necessary to perform ant

treatments and follow-ups is important, too.

Dennis Mastrolia, owner of Dennis the Mennis Pest Elimination in Lowell, Mass., believes clients expect — and should receive — quality service to eliminate their ant issues.

“Always send a technician who has experience and communication skills, so they are able to explain what they are doing and why,” he says. “Additionally, the first representative of your



Dennis Mastrolia

company is the office personnel answering the client’s phone call.

Communication at that time must be effective.”

Taking the time to do the job right is essential to help reduce the callbacks common with ant control. As Abode Pest Solutions’ Campbell points out, “Working fast and cutting corners almost guarantees extra service between quarterly visits, which wastes revenue and gas.” **PMP**

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Grady Jones

Taking On Tough Infestations

PMPs recall memorable ant species and the management tools that knocked them out

By Diane Sofranec | PMP Senior Editor

Pest Management Professional’s (PMP’s) 2026 Ant Management Survey asked readers to share their most memorable ant encounters; following are a few.

Ghost ants

(*Tapinoma melanocephalum*)

Scott Campbell, president of Abode Pest Solutions in Sorrento, Fla., was not familiar with ghost ants until a client bought 30 calla lilies infested with the invasive pest.

“I knew they got their name from their translucent abdomen, so I pre-baited with green mint jelly, red strawberry jelly and purple grape jelly,” he says. “Within a few days, the ghost ants had located the jelly, and you could clearly see the color of which jelly they had been feeding on.”

When Campbell swapped the preferred jelly for bait, the colonies collapsed within seven to 10 days.

Campbell warns clients to check the plants they buy before they bring them home, now that they are replacing outdoor plants killed by a hard freeze that hit Central Florida last winter. A lack of rain in the area has made ants desperate for water.

“Ants are smart. They moved into nurseries,” Campbell says. “Now, they don’t have to search for water because they get it every time the plants are watered.”

His advises clients to shake and bang the plants they’re thinking of buying. “If they see any movement in the soil, I tell them: ‘Don’t buy that plant,’” he says.

One client who took his advice said eight out of 10 plants at a local big box home improvement store were loaded with ants.

“Even if the plant is going outside, it has been so dry that ants are coming into homes looking for water,” Campbell adds.



Odorous house ants (*T. sessile*)

When Dan Dubay, owner of Dan’s Pest Control in Bend, Ore., was called out to handle an ant issue at an indoor lap pool in a large residence, he immediately realized it was a large odorous house ant (OHA) infestation.

“You could smell them the moment you walked in the room,” he says. Gel and liquid applications along the baseboards indoors and on the foundation outdoors had the infestation under control in 30 days.

“With bed bugs or rodents, people tend to react more swiftly by contacting a professional. With ants, they try to solve it first or seek advice from neighbors or friends,” Dubay says. “Unfortunately, sometimes this delays proper treatment while the colony grows or creates more queens.”

Reporting Invasive Species is Good Practice

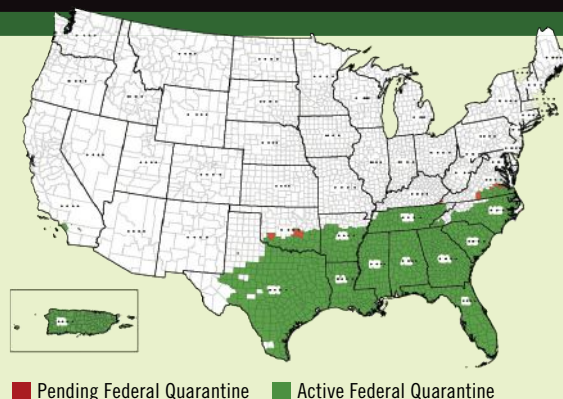
Red and black imported fire ants (*Solenopsis invicta* and *S. richteri*, respectively) are two invasive species introduced to the United States from South America. Their sting can injure people and animals; they can damage crops, trees and farm equipment; and they displace native ant species. Although they are found throughout the southern United States and in parts of California and Puerto Rico, steps are being taken to stop their spread.

The Animal and Plant Health Inspection Service of the U.S. Department of Agriculture put quarantine areas in place for imported fire ants to prevent their spread by humans. The organization reports that they infest more than 367 million acres in Alabama, Arkansas, California,

Florida, Georgia, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia and Puerto Rico.

Visit [APHIS.usda.gov/plant-pests-diseases/ifa](https://aphis.usda.gov/plant-pests-diseases/ifa) and go to the “Current Status” section to see whether your state has an active federal quarantine in place. The site includes a list of invasive pests to watch out for. It also offers treatment information and details on current federal regulations.

When it comes to invasive species, Dr. Faith Oi, associate extension scientist at the University of Florida, notes pest management professionals (PMPs) are the first line of surveillance.



■ Pending Federal Quarantine ■ Active Federal Quarantine

“In all my years working with the pest control industry, I don’t know of a researcher who discovered an invasive urban/structural pest,” she says. “It always has been a sharp PMP who knew something was just not right about what they were seeing and trying to treat, and they contacted us.” — D.S.

OHA and Argentine ants (*Linepithema humile*)

Greg Kelly, operator of Green Kastle Pest Solutions in Sesser, Ill., recalls how a 4,000-square-foot home had OHA trailing in every cabinet, along the sink, and across the floors in every room. An inspection uncovered nine OHA colonies and multiple trails, as well as Argentine ants in plants and landscaping, on sidewalks and on both sides of the foundation.

“Outdoors, we systematically used gel and granular baits directly on all the colonies, and liquid nonrepellent solutions along the foundation and inside the crawlspace,” Kelly says. “Indoors, we removed switch plates in the kitchens and bathroom and treated with bait, and we applied a crack-and-crevice product labeled for indoor use.”

After one month, no ants were seen indoors or along the foundation.

“It is challenging when you see a few ants sporadically, only scouting with no visible trails,” Kelly adds. “Often, the solution is treating the bath trap from

inside the crawlspace because the colony is established there.”

Red imported fire ants (*Solenopsis invicta*)

When Grady Jones confirmed he was dealing with red imported fire ants, he called the Nevada Department of Agriculture to help quarantine the area. The owner of Honest Termite in Las Vegas, Nev., says that when a population of this invasive species is found in his state, a quarantine is put in place to help contain it.

Fast-acting bait was used over several weeks, followed by a heavy granular treatment. All foot traffic, landscaping and irrigation work were halted during baiting.

“Once red imported fire ants establish themselves, they become very difficult to control,” Jones says.

Carpenter ants (*Camponotus* spp.) and black field ants (*Formica subsericea*)

Servicing a large facility with sensitive areas that typically are off-limits has its challenges. For Dennis Mastrolia, owner of Dennis the Mennis Pest Elimination in

Lowell, Mass., that meant carefully servicing these parts of the facility during off-hours.

“Thanks to shipping containers as well as employees, ant issues appeared on both the interior and the exterior,” he says. “Ants made a dramatic appearance in the labs, and expanded throughout the dining and kitchen areas, and the offices and cubicles.”

Carpenter ants were found at the loading docks; they likely arrived in wooden shipping encasements. The office areas, however, had black field ants. After addressing the biological behavior patterns of the two species involved, baits were used in the sensitive areas indoors. Granular baits and liquid products were used on the exterior of the facility.

“After-hours, we concentrated on the dining and kitchen areas as well as the offices and cubicles with crack-and-crevice dusts and flushing agents,” Mastrolia explains, adding that three applications resulted in nearly total elimination. **PMP**

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2026 ANT MANAGEMENT SUPPLEMENT

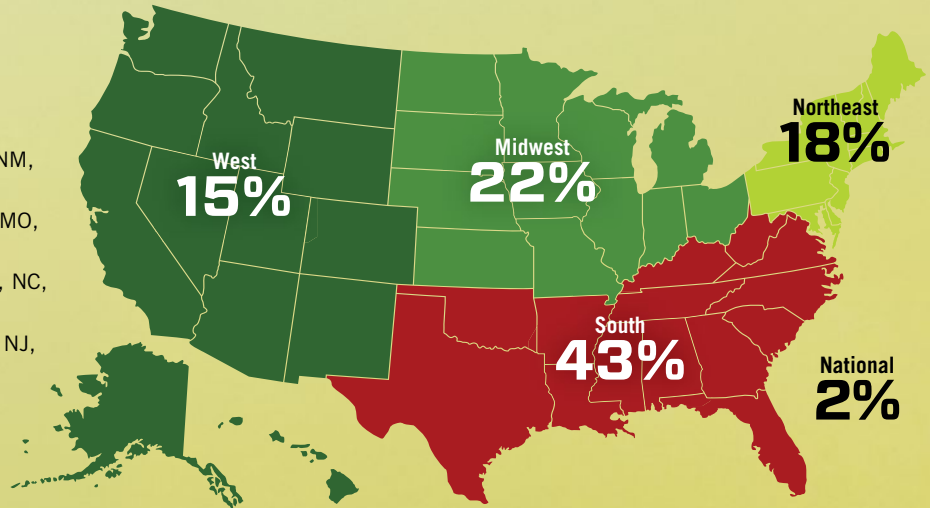
Area of Operations

WEST (AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY)

MIDWEST (OH, IN, IL, MI, WI, MN, MO, IA, ND, SD, NE, KS)

SOUTH (AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX, VA, WV)

NORTHEAST (CT, DE, ME, MD, MA, NJ, NH, NY, PA, RI, VT, DC)



ANT MANAGEMENT SURVEY

SOURCE: PMP ONLINE SURVEY CONDUCTED MARCH-JUNE 2026

Top 5 Pest Ants by Number of Jobs Generated



1 Carpenter ants (*Camponotus* spp.)



2 Odorous house ants (*Tapinoma sessile*)



3 Little black ants (*Monomorium minimum*)



4 Pavement ants (*Tetramorium caespitum*)



5 Argentine ants (*Linepithema humile*)

Projected 2026 Total Revenue

40%	expect \$499,999 or less
11%	expect \$500,000 to \$999,999
25%	expect \$1 million to \$4,999,999
24%	expect \$5 million or more

Projected 2026 Ant Management Revenue

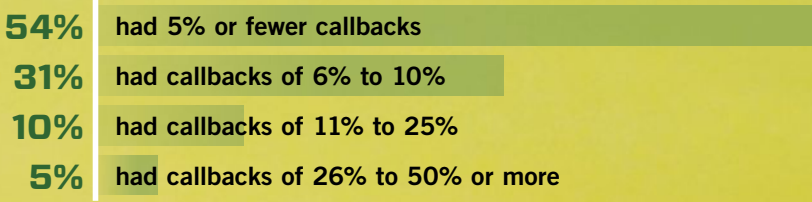
44%	expect \$49,999 or less
14%	expect \$50,000 to \$99,999
24%	expect \$100,000 to \$999,999
18%	expect \$1 million or more

Ant Management Revenue by Structure Type	Residential	Commercial	Government/Municipal
25% or less of ant management revenue	24%	73%	92%
26% to 50% of ant management revenue	20%	21%	4%
51% or more of ant management revenue	56%	6%	4%

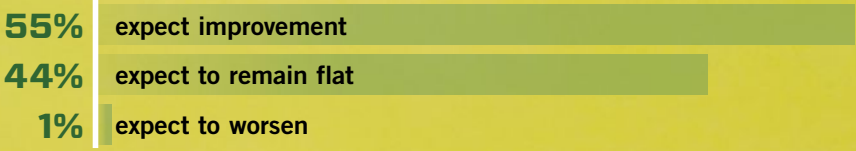
Top 5 Pest Ants by Number of Callbacks Generated

- 1** Carpenter ants (*Camponotus* spp.)
- 2** Odorous house ants (*Tapinoma sessile*)
- 3** Acrobat ants (*Crematogaster* spp.)
- 4** Little black ants (*Monomorium minimum*)
- 5** Argentine ants (*Linepithema humile*)

Callback percentage on new ant treatments in 2025



Projected 2026 callback rate compared with 2025



Top opportunities to growing ant management revenue

- 1 Better job pricing**
2. Fewer callbacks, which improves margins
3. Improved renewal conversion rates
4. Rebounding economy
5. Lower material costs

Top obstacles to growing ant management revenue

- 1 Sluggish economy**
2. Fierce pricing competition
3. Lack of qualified technicians

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