



occasional invaders

BASF Pest Control Solutions
The Evolution of Better Pest Control

 **BASF**

The Chemical Company

“Occasional Invaders” Can Mean Regular Revenue

The SmartSolution for Occasional Invaders: A Perimeter Approach

Many PMPs offer comprehensive, general pest programs that are serviced monthly, bi-monthly or quarterly, primarily from structure exteriors where most pest problems originate. The “occasional invaders” behind these problems include millipedes, centipedes, isopods, crickets, beetles, spiders, wasps, and many others. Factor in regional pests like cluster flies, scorpions, and fire ants and it’s clear that occasional invaders hold significant business and revenue potential.

Of course, without the right combination of products and treatment approaches required to deal with all of these pests, that potential may never be fully realized. That’s where the SmartSolution for Occasional Invaders comes in.

The SmartSolution for Occasional Invaders from BASF Pest Control Solutions provides PMPs with a prescriptive system of service that makes optimum use of both technician time and superior control materials. It gives you the flexibility to control a broad spectrum of pests with a simple process incorporating IPM treatments for active conditions, a well thought out preventive strategy, and the scheduling and efficiency advantages of perimeter-based services.

Careful Inspection is Key

Most general pest programs cover a wide and complex range of pests, often with unique conducive conditions, evidence of active infestation, and special treatment protocols to control. But because their time at each home tends to be very limited, technicians sometimes sacrifice careful inspections and targeted applications for the sake of expedience. This can result in active pests and conducive conditions going unnoticed and unaddressed. The inevitable callbacks that follow could have been avoided with a strategic and efficient inspection plan.

A few minutes invested in inspection of the structure and surrounding areas give the technician a big-picture understanding of the property, provide a means to prioritize actions for best use of limited time, and help determine the right IPM plan.

Time *invested*, not time wasted.



What to Look for When Inspecting for Occasional Invaders

A. Identify Active Pest Conditions:

With a wide range of pests and pest supporting conditions that may be found on or around a structure, it’s helpful to seek out the common crawling, climbing, or flying pests. Focus on the areas most likely to support those pests. Consider both the seasonal pest pressures and the common pests of the region.

B. Identify Conditions that Support Pests:

Think points of access and development sites. Important areas to check include the base of the foundation, around windows, doorways, eaves, overhangs, trees, planting beds, garbage areas, decks, and patios. Consider seasonal pest pressures.

C. Identify Situations that May Restrict or Impact Treatment Options:

Pets, children, gardens, and ponds are just some of the sensitive situations that may impact your treatment plans. Consider ways in which non-chemical methods can be utilized successfully. Where applications are appropriate, consider products such as **MotherEarth®**, Prescription Treatment® brand **Alpine®** Dust Insecticide or **MicroCare®**. These options were developed for sensitive customer situations.



Active Pests: A Situation-Specific Approach

Active pest infestations should be given first priority. Choosing the right products and application techniques can make all the difference here. It's important to choose an approach that complements, rather than interferes with, preventive maintenance efforts.



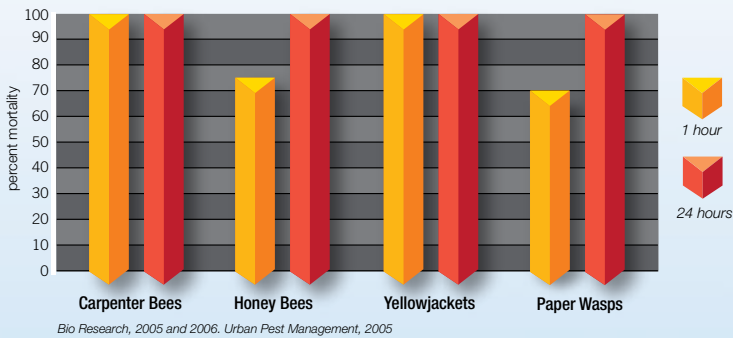
Stinging Insects

Fight bees, wasps, hornets, and other stinging insects with select Prescription Treatment® brand products

Stinging insects can be found nesting in open exposed nests, enclosed nests, or even in voids in and around the structure. Prescription Treatment® brand **Alpine®** Dust Insecticide is a Reduced Risk* nonrepellent product that doesn't excite stinging insects when applied. This makes it a great choice for treating enclosed nests, nests inside voids, or even carpenter bee galleries. In situations where instant knockdown is important, Prescription Treatment® brand **Wasp-Freeze®** Wasp and Hornet Killer can be used to quickly control exposed nests from a distance of up to 15 feet away.

Alpine Dust Insecticide Contact

Carpenter Bees (*Xylocopa* spp.), Honey Bees (*Apis mellifera*), Yellowjackets (*Vespa* spp.) and Paper Wasps (*Polistes* spp.)



Spiders

Prescription Treatment® brand Cy-Kick® CS Controlled Release Cyfluthrin can be flexibly applied to control both web spinning and hunting spiders

Web spinning spiders are often found spinning webs in protected areas such as eaves, soffits, entry ways, beneath

decks, and around windows. Hunting spiders, on the other hand, may often be found in areas where their hunting is productive, including dense and overgrown vegetation, monkey grass, and ivy. **Cy-Kick CS** is extremely effective on both types, but the applications are targeted differently.

Web spinning spiders, when not on their web, may be in cracks and crevices surrounding the web. The best bet is to apply the spray directly on the spider as it rests on the web or to carefully treat surrounding harborages using a pin stream Crack & Crevice® application. The web can be easily removed with a Webster tool or broom.

Controlling hunting spiders with **Cy-Kick CS** involves a thorough treatment to the vegetation, penetrating deep into the protected areas where spiders are thought to be hunting or hiding, as well as any gaps on the structure, especially beneath siding.



Crawling Pests

Target crawling pests, like cockroaches, crickets, and earwigs, with Cy-Kick CS and MotherEarth® Granular Scatter Bait

Cy-Kick CS and **MotherEarth** Granular Scatter Bait can both be used to control crawling pests by treating around the exterior of the home.

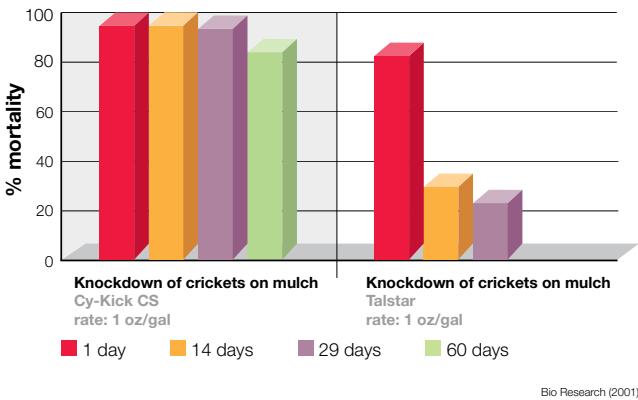
Using targeted treatments, apply **Cy-Kick CS** to sites where pests are found and especially where they are thought to be nesting, trailing, or congregating. A combination of Crack & Crevice, spot, and general surface applications are often used.

Because **Cy-Kick CS** features **SmartCap™** technology, it works well as a residual treatment on outdoor surfaces in areas that are landscaped, planted, mulched, or unmaintained. **SmartCap** technology reduces environmental factors that can compromise active ingredient bioavailability. It increases residual control, and diminishes plant phytotoxicity, staining, and applicator exposure.



MotherEarth Granular Scatter Bait should be spread around foundations, patios, driveways, sidewalks, entrances to homes and buildings, or other areas where crawling insects are present. It can also be scattered around landscape lighting, floodlights, street lamps or other exterior fixtures, flower beds, leaf litter, wood piles, trash cans, and refuse areas.

Cy-Kick CS vs Talstar® Crickets (*Achets assimilis*)



Overwintering Pests

Use Alpine Dust Insecticide and Cy-Kick CS to treat regional pests that seasonally migrate indoors

Overwintering pests like cluster flies, lady beetles, boxelder bugs, and others migrate indoors in late summer or early fall in many regions. They enter through cracks around windows, doors, vents, and eaves, and beneath siding, and reside within voids inside the structure for the duration of the cold season.

Exclusion, including sealing entries where possible, and treatments should be performed prior to invasion, usually in July through September depending on local conditions.

Preventive treatments should be made to voids and surfaces. Use **Alpine** Dust to treat accessible cracks in exterior walls to provide long-term protection to voids. **Cy-Kick CS** is an excellent choice for spot and general treatments to exterior walls around windows, doors, vents, and eaves. Focus treatment efforts on south and west sides of the structure where overwintering pests commonly enter.



Ants

When an active ant problem exists, **Termidor®** termiticide/insecticide, America's #1 GPC product,** is the clear choice to control them.

Phantom® termiticide-insecticide, Prescription Treatment® brand **Phantom®** Pressurized Insecticide, Prescription Treatment® brand **Alpine®** Insecticides, Prescription Treatment® brand **Advance®** Ant Baits, and **Cy-Kick CS** can be used in conjunction with **Termidor** for control and prevention.

Download the **SmartSolution for Ants** brochure from PestControl.basf.us to learn more.



**A Strategic Analysis Of The U.S. Structural Pest Control Industry SPC, LLC 2008.

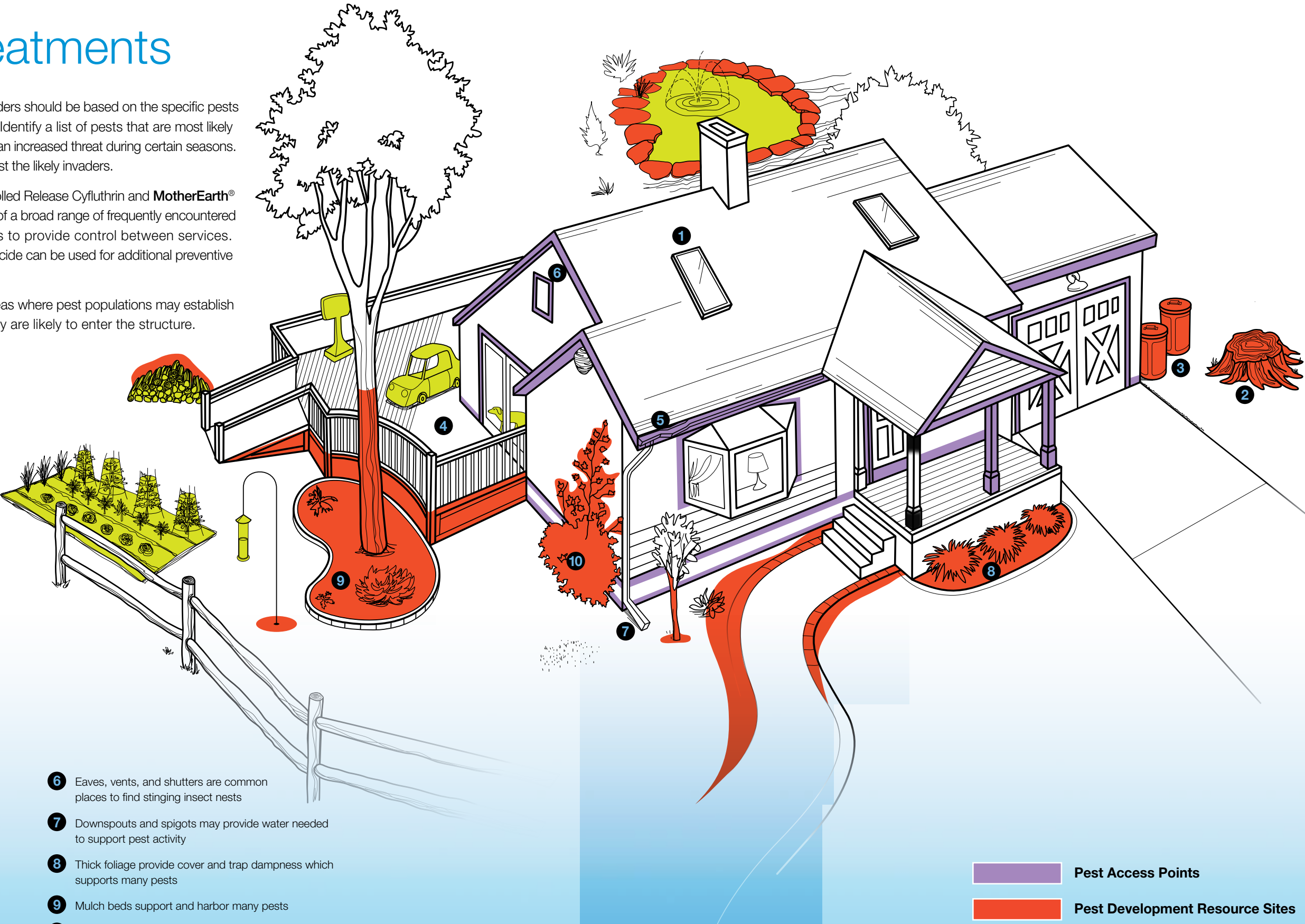
*Dinotefuran, the nonrepellent active ingredient in Alpine insecticides, has been granted Reduced Risk status for public health use by the EPA.

Preventive Treatments

A treatment plan for prevention of occasional invaders should be based on the specific pests that are likely to invade areas around the home. Identify a list of pests that are most likely to threaten the account, including pests that pose an increased threat during certain seasons. Then, create a treatment strategy to prevent against the likely invaders.

Prescription Treatment® brand **Cykick® CS** Controlled Release Cyfluthrin and **MotherEarth®** Granular Scatter Bait can provide residual control of a broad range of frequently encountered pests and hold up even in harsh environments to provide control between services. Prescription Treatment® brand **Alpine** Dust Insecticide can be used for additional preventive treatments in voids.

Treatment should be focused on the resource areas where pest populations may establish themselves and on interception sites where they are likely to enter the structure.



- 1 Sky lights and chimneys are often associated with moisture problems that may lead to pest problems
- 2 Tree stumps often harbor termites, carpenter ants, beetles, and other common pests
- 3 Garbage areas provide food to many common pests
- 4 Decks often trap leaf litter and other clutter and provide cover which supports many pests
- 5 Gutters in disrepair lead to moisture conditions which support pests

- 6 Eaves, vents, and shutters are common places to find stinging insect nests
- 7 Downspouts and spigots may provide water needed to support pest activity
- 8 Thick foliage provide cover and trap dampness which supports many pests
- 9 Mulch beds support and harbor many pests
- 10 Ivy and other vines provide great harborage and easy access to the structure for pest activity

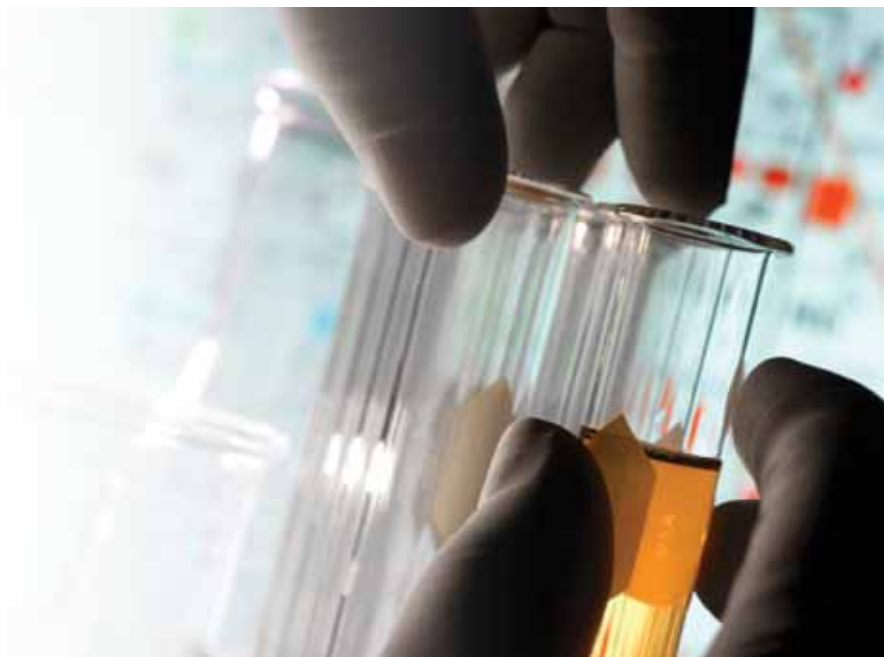
- Pest Access Points
- Pest Development Resource Sites
- Sensitive Situation Identified

smart science + smart support = **smartsolutions**

As always, BASF Pest Control Solutions is committed to giving you everything you need to tackle your toughest pest control challenges—not just in terms of products, but in terms of expertise and support as well.

You can always find helpful information, training, homeowner marketing support, and more at PestControl.basf.us.

This SmartSolution for Occasional Invaders is just one of many BASF SmartSolutions that address the pest control challenges and issues that have the greatest impact on our industry and the success of your business. To learn about additional SmartSolutions for **termites, ants, bed bugs, and rodents**, visit PestControl.basf.us or contact your BASF Pest Control Solutions sales specialist.



The Prescription Treatment® Approach

BASF Pest Control Solutions believes a sound Integrated Pest Management strategy is the cornerstone of successful pest control and good stewardship. Our five-step Prescription Treatment® approach includes the core IPM practices you should always employ in conjunction with any BASF SmartSolution.

- 1 Inspect** to gather the information that leads to good decisions.
- 2 Prescribe** a treatment strategy to achieve specific goals in the account.
- 3 Communicate** with the client to promote cooperation, establish expectations, and convey value.
- 4 Treat** using effective techniques and materials that support the strategy.
- 5 Follow up** to assess results.

Always read and follow label directions.

www.PestControl.basf.us

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