



**Using Trelona™ ATBS —
The latest innovation in
termite bait systems**

 **BASF**

The Chemical Company

The Advantages of Trelona™ ATBS

Trelona™ ATBS (Advance® Termite Bait System) delivers certainty and flexibility to pest management professionals (PMP's) who want improved control, profitability and price assurance as part of a successful termite baiting business.

Killing Power and Efficacy

The **Trelona ATBS** features a next-generation station design with two customized food sources and maximum wood-to-soil contact, quickly generating hits and aggressive recruitment.

The bait matrix in **Trelona Compressed Termite Bait** is a cellulose material that has been compressed into tablets. The matrix is a high-grade purified cellulose material that is extremely attractive to termites.

The wooden **Termite Monitoring Base (TMB)** remains in place during inspection so that termites are not disturbed. Only the clear termite inspection cartridge on top of the **TMB** is removed during inspection to check for termite activity.

Most important of all, the proven insect growth regulator (IGR) chemistry transfers through the colony, leading to colony elimination.

Technician Serviceability

The **ATBS Station** comes as a completely pre-assembled station, which speeds installation and increases productivity. On average, stations can be installed around homes in 45 minutes or less and inspected in about 20 minutes. Sturdy components minimize breakage during installation, resulting in less waste and expense.

The **Quik-Lock®** cap and The Spider® access tool greatly enhance technician productivity during servicing while minimizing station tampering.

Enhanced Profitability and Business Flexibility

Because PMPs own the stations, there are no additional manufacturer payments to make. Ever. **Trelona ATBS** Price Assurance business model provides certainty, so that you know the upfront and maintenance costs associated with each installation.

The broad-use label gives PMPs the flexibility to use **Trelona Compressed Termite Bait** in a wide variety of situations and environments, including pre/post construction, preventive/curative and in combination with liquid termiticide treatments.



Glossary of Terms

1. TMB

Termite Monitoring Base. Wood monitor with horizontal slits that is placed in the bottom of the station. Cut from premium wood species.

2. TIC

Termite Inspection Cartridge. This sits above the wooden **TMB** in the station and contains **Puri-Cell®** monitoring tablets.

3. Trelona™ Compressed Termite Bait Cartridge (TBC)

124 grams of **Puri-Cell** bait tablets containing 0.5% of the active ingredient Novaluron. Replaces **TIC** when termites are detected or can be used as a direct bait.

4. The Spider®

The short handle station access tool.

US Patents:
US 8,322,069
US D566224
US D566225
US D566223
US D580510
US 8,225,697

Trelona™ ATBS

Home Monitoring & Direct Baiting Options

Every home environment is different, and choosing the best system for the home and homeowner is imperative. It has never been easier than with **Trelona ATBS**. Whether you are installing a bait system as a preventative or curative termite treatment, **Trelona** has the answer.

Trelona ATBS Home Monitoring System

Provides a full service preventative termite control program, with the use of active bait only when necessary. This system is primarily for homeowners that want to protect their home but do not currently have active termites.

Trelona ATBS Direct Baiting System

Provides a preventative and curative termite control program, with the use of active bait from the first day of installation. This system is primarily for homeowners that prefer to protect their homes from day one or treat immediately due to active termites found near or around the home. **Trelona ATBS** can be a stand-alone structural protection treatment or if termite activity is found on or in the home, it can be used in conjunction with a partial or full liquid treatment.



The **Trelona ATBS** system consists of in-ground housing secured with a **Quik-Lock®** cap.



Inside the station is the **Trelona ATBS Termite Monitoring Base (TMB)** plus either the **Termite Inspection Cartridge (TIC)** with no active ingredient or the **Trelona Compressed Termite Bait Cartridge (TBC)** with active ingredient. The **TMB** is milled from selected tree species favored by termites. Once the station is installed in the ground, the **TMB** creates significant wood-to-soil contact, a very conducive condition for termites.



As termites move into and feed on the **TMB**, they readily forage upward into the **TIC** or the **TBC**. The **TIC** and **TBC** tablets are formulated by compressing a highly purified cellulose food source that is preferred by termites. This compels the termites to aggressively infest the station.

Maintaining Trelona™ ATBS Stations

Consumers strongly link visible bait stations with protection from termites, so regular inspections of the stations provide customers with the peace of mind that you are actively protecting their structure. Regular inspections, per label requirements, also give you “face time” with customers that can be used to cross-sell other services.

Regardless of your inspection schedule, annual “recharging” of the stations at all of your accounts will help maintain the effectiveness of the system and will instill the value of your service to your customers. The steps outlined below should serve as a general guideline, but in the field, professional judgment is always required. Always read and follow the label.



STEP 1

- Pull the **TIC** or **Trelona Compressed TBC** out with coter pin puller to check for termites.
- Look down into **TMB** to inspect for termites.

- If no termites are found, proceed to step 2.
 - If termites are found **DO NOT** continue with component replacement. Instead, put the cartridge back in place if it is a **TBC** or replace a **TIC** with a **TBC**. Then proceed to step 6.
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STEP 2

- Attempt to remove wooden **TMB** with coter pin puller.
 - If this does not work because of decay in the station, utilize nail claw.
 - Place debris in a discard bucket.
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STEP 3

- Place cordless drill, with clean-out auger attached, into the bottom of the station.
 - Make sure the tip of the auger is inside the hole at the bottom of the station.
 - Clean out station.
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STEP 4

- Place new **TMB** into station.
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STEP 5

- Insert either a new **Trelona Compressed TBC** or a **TIC** into the station. Use a new **TIC** only if it merits replacement due to feeding, mold or other issues.
 - Annual recharge of station is suggested for best results. Replace **TIC** at least every 15 months.
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STEP 6

- Replace the station lid onto the station.
 - Close the station by securing the lid with the spider tool.
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Trelona™ ATBS Installation

For best practices, consider installing **Trelona ATBS** stations no greater than 20 feet apart (figure 1). Additional stations may be placed in areas of current termite activity or in areas where conducive conditions exist (i.e., wood-to-soil contact).

To create the required opening within the soil, several options are available. A 2-3/4 inch diameter hand auger can be used to efficiently create the necessary openings, an electric or gas-powered auger using a 2-1/2 inch diameter auger bit is recommended (figure 2). In heavy textured soils or soils that drain poorly (i.e., clay, silt-loam) it is recommended that the depth of the cavity extend 2 to 4 inches below the station housing to allow excess moisture to drain.

Typically, when using a mechanical soil auger to create a cavity a ridge will form at the soil surface. This soil should be moved from the opening and may need to be spread around the lawn or landscaping area (figure 3).

Stations are inserted into the cavity within the ground and pushed down until the collar of the station rests on the soil surface (figure 4). If the station is installed in areas with thick or heavy grass cover, a sod cup cutter can be used to clear away the grass to allow the station to be flush with the soil. If the sides of the station resist going into the soil, it may be necessary to enlarge the opening until the station slides into the cavity at least 2/3 of the way with only slight force. Small fins run the length of the station to prevent it from rotating in the soil. Additional anti-rotation fins along the bottom of the station collar are pressed down into the soil to keep the station from rotating and becoming loose. The top anti-rotation fins should cut easily into most soil types. If the station collar does not rest on the soil surface it may be necessary to step on the station to finish inserting it into the soil. With a foot positioned completely across the station cap, step on the station and press down (figure 5). **Trelona ATBS** stations are constructed of durable high impact plastic that can withstand several pounds of direct force.



Figure 1



Figure 2



Figure 3



Figure 4



Figure 5

Trelona ATBS Inspection Chart

Initial Installation of Bait Stations			
No Termite Activity Present	First Inspection at 120 days	Continue every 120 days for first year	Inspect every 6 months after there is no activity present for 1 year
Termite Activity Present	First Inspection at 60 days	Continue every 120 days for first year	Inspect every 6 months after there is no activity present for 1 year
Bait Stations Present Around Structure			
No Termite Activity Present and documented for 12 or more months	First Inspection at 6 months	Inspect every 6 months	
Termite Activity Present	First Inspection at 120 days	Continue every 120 days for first year	Inspect every 6 months after there is no activity present for 1 year

Note: 120 day inspections for the first year must continue on that inspection cycle until there has been no termite activity for 12 months.

Setting a Policy for Recharging the Trelona™ ATBS is Vital to Your Business.

Since termite baiting is a process, as a PMP you carry the responsibility to ensure the system is maintained at peak level. BASF recommends the following quality assurance component replacement protocol to recharge the system for peak performance:

- **TBCs, TICs** and **TMBs** should be replaced on an annual basis or as needed due to environmental conditions.



Equipping Your Technicians for Annual TMB Replacement

It is important to train and equip your technicians to service the accounts. The chart below describes the equipment recommended to service stations.

Equipment	Purpose
Cordless Drill	Operate station clean-out auger
Clean-out Auger	Lift soil, sand and wood debris from station before replacing components
Discard Bucket	Used for old TICs and TMBs removed from stations
Cotter Pin Puller	Pull out TICs and unbroken TMBs from stations—regular service tool for station checks
Nail Claw	Pull out highly decayed TMBs —regular service tool for station checks
Bait Service Bag	To hold tools for regular station checks and schedule replacement
Spider® Access Tool	To open and close station which is necessary for any station access
Needle Nose Pliers	Optional for TIC removal