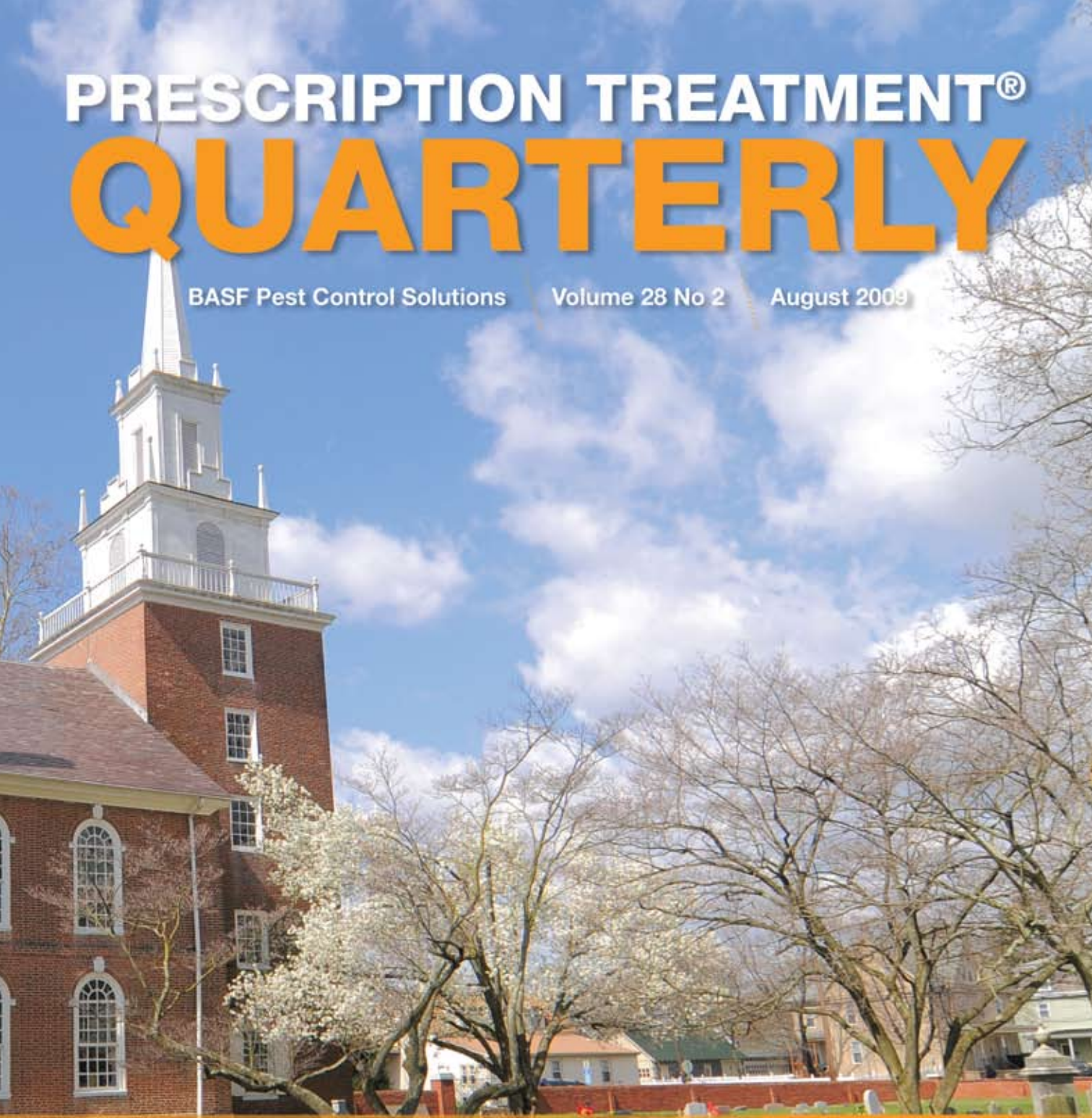
PRESCRIPTION TREATMENT®
QUARTERLY

BASF Pest Control Solutions | Volume 28 No 2 | August 2009



Fighting Termites at 'Old Swedes Church'

BASF
The Chemical Company

Prescription Treatment Quarterly
Volume 28 No 2 August 2009

Table of Contents:

Prescription Treatment® Quarterly is published by BASF Pest Control Solutions. BASF Pest Control Solutions is one of the leading manufacturers and suppliers of general insect control products and equipment to the professional pest management industry in the United States. BASF Pest Control Solutions specializes in the manufacture of aerosols and baits for insect control and develops unique and environmentally friendly fly control equipment.

Editor
Krista McCann
Krista.McCann@basf.com

Graphic Design
Karen Angus
Kangus@gie.net

BASF Pest Control Solutions
3568 Tree Court Industrial Blvd.
St. Louis, MO 63122
800-777-8570

If you would like to submit information for the Prescription Treatment Quarterly, please contact Krista McCann at 800-777-8570, Ext. 4292.

MORE GREAT THINGS TO COME...

by Keith Holmes

A few months ago, we formed BASF Pest Control Solutions – bringing pest management professionals (PMPs) a new organization poised to deliver innovative tools that drive PMP success.

To further prove our point, we recently launched four new pest control solutions: Prescription Treatment® brand Phantom® pressurized insecticide, Alpine™ dust insecticide, Alpine™ ant and termite foam and Alpine™ pressurized insecticide. Learn more about these products in the "Marketplace" feature of this Prescription Treatment® Quarterly, but don't just take our word for it – check out how Alpine dust is changing the way one PMP handles stinging insects.

We're also committed to driving PMP success through our people and information resources. Inside this issue, learn more about the new "best of the best" BASF Pest Control team serving the industry, and read expert advice from several team members on handling spills and getting the most out of Crack and Crevice® treatments.

We've called the new BASF Pest Control Solutions the "evolution of better pest control" and we're going to keep on evolving. Right now, we're working on exciting new products and resources to meet the challenges facing PMPs. Stay tuned in the months to come. We're just getting started.

Keith Holmes, Business Unit Manager for BASF Pest Control Solutions, is based out of St. Louis, MO. He may be reached at Keith.Holmes@basf.com.

EVOLUTION OF BETTER PEST CONTROL

by Krista McCann

New BASF focuses on driving PMP business

There's a good chance you've heard a lot about the new BASF Pest Control Solutions. This "evolution" of better pest control brings together cutting-edge technology, forward thinking and resources that are poised to help meet the needs of pest management professionals (PMPs) today – and anticipate what these needs will be tomorrow. As American philosopher Charles Sanders Peirce points out, all known evolution proceeds from vague to the definite. In the last few months, BASF Pest Control Solutions has followed that same path and continued to define how the new organization can help PMPs continue to succeed.

Introducing the Most "Evolved" Team in the Industry

As with any business, one of its most important resources is the team of people who stand behind a company's products and services. BASF Pest Control Solutions brings together the most talented and experienced group of professionals in the country.

"With an average industry experience of 22 years, the BASF Pest Control Solutions sales team represents the best and brightest individuals in our business today," said Steve Racioppe, National Sales Manager for BASF.

"This team brings a deep knowledge in application use and regulations, biology, entomology, stewardship, best practices, consumer marketing and training," Racioppe said. "This background coupled with the depth of products and technology from BASF Pest Control Solutions, allows us to deliver customized solutions and formulations for the most pressing problems facing PMPs."

For example, to give PMPs more flexibility than ever before to address customer requests for reduced impact product options, BASF delivers innovations like the new Prescription Treatment® brand Alpine™, an industry-exclusive line of highly effective, Reduced Risk* insecticides. In addition, BASF helps PMPs expand their nonrepellent termite and general pest programs with Termidor® insecticide/termiticide and Phantom® insecticide-termiticide.

"BASF Pest Control Solutions is a large organization," said Racioppe. "But we know that we would be nothing without our PMP partners. Simply put, we succeed when they succeed. With this in mind, we will continue to ask for their input and feedback to guide the business solutions we provide. And the best way for us to do this is to provide a BASF team that is the 'best of the best' in the pest control industry."

Committing to PMP Training

Products, technology and innovation are imperative to the growth of the pest control industry. But without the right training, support and programs behind them, PMPs will never be able to take full advantage of these innovations. BASF continues to develop and implement education and marketing

BASF TRAINING RESOURCES AVAILABLE AT PESTCONTROL.BASF.US

- Prescription Treatment University®
- The Prescription Treatment® Quarterly
- Pest Management Bulletins
- PerimeterPLUS, Inside – Out Termidor® for Ant Control

programs to support the PMP business. With the industry's best personnel, talent and expertise on board, these programs promise to be even better and more comprehensive than ever.

Growing Consumer Demand

As the economy puts a strain on consumer discretionary income and reduces demand for services that consumers might perceive as non-essential, BASF is putting more resources than ever into creating programs designed to help PMPs grow and prosper.

To view ant "Marching Orders" advertising, visit the multimedia page at termidorhome.com.

To ensure a strong consumer market for this program, BASF is launching an unprecedented TV, radio and online advertising campaign to increase homeowner demand for professional ant control. To view ant "Marching Orders" advertising, visit the multimedia page at termidorhome.com.

To support our PMP partners, BASF launched a consumer public awareness and education campaign this spring, with a focus on termite prevention and control. This "Save a Stud" campaign has reached millions of consumers with the message that they need to pay attention to the termite threat that lurks behind their walls and contact a PMP for termite treatment. To learn more about the campaign, visit saveastud.com.

Visit saveastud.com to learn more about this public awareness and education campaign.

The new BASF Outdoor Nonrepellent GPC program uses three powerful and complementary nonrepellents in rotation. Now, PMPs can tailor their programs to the needs of their business and customers, without compromising the nonrepellent treatment zone. Learn more about the program at pestcontrol.basf.us.

To learn more about the latest in the evolution of better pest control from BASF, visit pestcontrol.basf.us.

** All Alpine formulations contain the active ingredient dinotefuran, a new nonrepellent to the pest control industry that the EPA has granted Reduced Risk status for public health use.*

Krista McCann, Communications Coordinator at BASF Pest Control Solutions, is based out of St. Louis, MO. She may be reached at 800-777-8570, Ext. 4292 or Krista.McCann@basf.com.

The BASF Pest Control Solutions Sales Team

Steve Racioppe
National Sales Manager
Stephen.Racioppe@basf.com
314-378-2021

Michael Toce
Western Regional
Sales Manager
Michael.Toce@basf.com
817-771-9006

Jim Derbyshire
Northern Regional
Sales Manager
Jim.Derbyshire@basf.com
314-724-6131

Jeff Vannoy
Southern Regional
Sales Manager
Jeff.Vannoy@basf.com
314-452-7968

Debra Logue
Key Account Manager
Debra.Logue@basf.com
919-349-0839

Fred Webb
Key Account Manager
Fredrick.Webb@basf.com
210-863-7874

Tom Dolan
Senior Sales Specialist
Tom.Dolan@basf.com
908-797-0480

Bill Best
Senior Sales Specialist
William.Best@basf.com
856-981-9181

David Nardolillli
Senior Sales Specialist
David.Nardolillli@basf.com
973-634-6874

Karen Boniface
Senior Sales Specialist
Karen.Boniface@basf.com
201-805-6696

Nick Iverson
Senior Sales Specialist
Nick.Iverson@basf.com
865-803-5174

Michael Littell
Senior Sales Specialist
Michael.Littell@basf.com
336-516-4847

John Loesch
Senior Sales Specialist
John.Loesch@basf.com
704-905-3497

Gary Moneyham
Senior Sales Specialist
Gary.Moneyham@basf.com
770-335-1454

Warren Vannest
Senior Sales Specialist
Warren.Vannest@basf.com
770-324-1380

Marie Knox
Senior Sales Specialist
Marie.Knox@basf.com
954-547-5740

Herman Giraldo
Senior Sales Specialist
Herman.Giraldo@basf.com
772-486-3943

Jay Bradley
Senior Sales Specialist
James.Bradley@basf.com
205-492-1759

Mike Howard
Senior Sales Specialist
Mike.Howard@basf.com
713-817-0060

Paul Strickland
Senior Sales Specialist
Paul.Strickland@basf.com
214-906-1531

Todd Brown
Senior Sales Specialist
Todd.Brown@basf.com
317-509-0865

Jared Harris
Sales Specialist
Jared.Harris@basf.com
314-724-4050

Jim Truslow
Senior Sales Specialist
James.Truslow@basf.com
530-277-9058

John Woodward
Senior Sales Specialist
John.Woodward@basf.com
480-773-2939

Margie Koehler
Senior Sales Specialist
Margaret.Koehler@basf.com
714-322-8675

The BASF Pest Control Solutions Technical Support Team

Dr. Bob Davis
South Central
Robert.Davis@basf.com
512-989-5618

Bob Hickman
South East, Puerto Rico,
Caribbean
Robert.Hickman@basf.com
407-257-9722

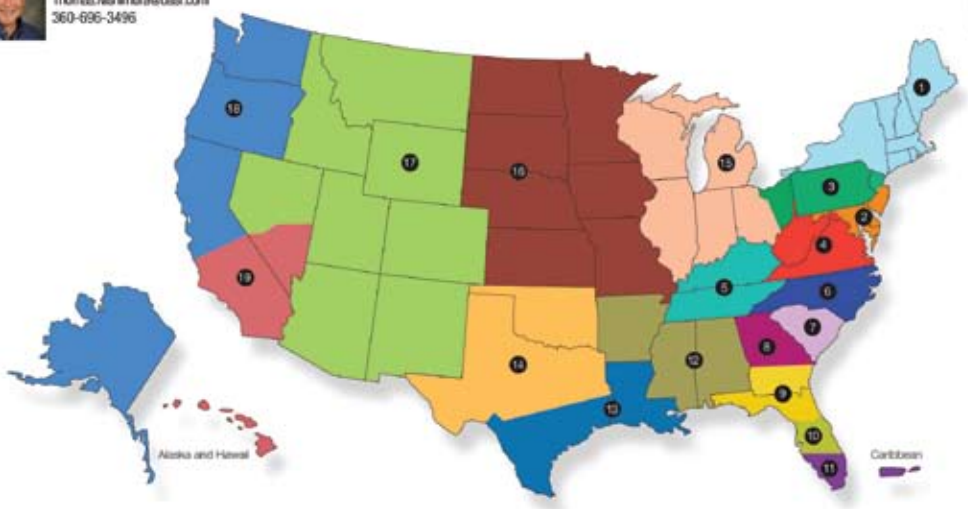
Dr. Kyle Jordan
East Central
Kyle.Jordan@basf.com
404-323-2756

Bill Kolbe
North East
William.Kolbe@basf.com
973-784-3760

Dr. Jason Meyers
North Central
Jason.Meyers@basf.com
480-292-0351

Tom Nishimura
Western Region and Hawaii
Thomas.Nishimura@basf.com
360-696-3496

Dr. Joe Schuh
Technical Manager



TECH CORNER: PESTICIDE SPILLS

by Dr. Bob Davis

Tools for handling pesticide spills

A "Pesticide Spill" can be defined as an accidental release of a pesticide into the environment. Using a protocol for handling spills could dramatically increase our confidence in handling most pesticide spill events. When spills happen, use The Three C's: Control, Containment and Clean-Up. However, in order for a PMP to be successful, he must have the proper tools. Here is some equipment that can help.

Every technician should have a "Spill Control Kit" in his vehicle. The kit should be stored in a readily available spot. Commercial kits are available from many of our distributors. However, much of the material can be purchased separately. Some of the items you may want to have include:

A portable eye wash container with solution may come in handy since clean water may not be readily available.

- **Clean Water:** A gallon container of clean water should be available for rinsing material off skin or rinsing pesticide exposed eyes. A portable eye wash container with solution may come in handy. Water may not be readily available. Having your own can be helpful.
- **Detergent:** A small plastic bottle with detergent can be used in washing contaminated skin or the spill area during clean-up.
- **Clothing:** Fresh clothing should be available. A technician needs to remove contaminated clothing from the spill. Disposable Tyvek or similar type coveralls are non-bulky and excellent for this purpose.
- **Stakes, Twine and Flagging:** In many instances a spill area will need to be cordoned off from unprotected people. Tent stakes, twine and red flagging strips can be used to "rope" off the area. This will help protect bystanders and keep them out of your way!
- **Chemical Resistant Gloves, Boots and Eyewear:** Put an extra pair of gloves in the kit and always have your chemical resistant boots ready for use. A pair of resistant "slip overs" or "half-boots" can also be put in the kit and wore over your work shoes when needed.
- **Clean Rags/Paper Towels:** An unopened bag of cloth rags is best to have in the kit. Paper towels can also be used.
- **Absorbent Materials:** Many materials are available to soak up or stop liquid spills. Commercial materials can be bought from our distributors. Auto parts stores have spill materials available for liquid spills. A container of kitty litter, sawdust, vermiculite or sand can also be placed in the kit. Many commercial kits will have absorbent pillows, snakes or pads. All of these are very helpful in containing

and cleaning up the spill.

- **Small Shovel or Dustpan:** These items can be used in spreading the absorbent materials and in collection during clean-up.
- **Large Capacity Plastic Zipper-Locking Bags:** These can be used in storing contaminated absorbent clothing, rags, towels, pads or other materials. They can then be sealed for disposal. Plastic trash bags can also be kept for use.
- **Contact Information:** Telephone numbers of local authorities, poison control centers, local hospitals, fire marshals, and the local emergency management agency should be included in a waterproof covering.
- **Standard Operating Procedure.** A protocol for handling spill emergencies should be in the kit.

Many times a spill area will need to be cordoned off from unprotected people. Rope off the contaminated area to help protect bystanders and keep them out your way.

The material listed above should be stored in a water-resistant sealable container. A 5-gallon plastic bucket with a lid is an option. Sign the container "Spill Control Kit." Of course, the bucket can be used to store contaminated materials.

Other personal protective equipment (eyewear, dust masks, respirators, etc.) that you use during your services should also be used when needed. Remember to have all pesticide labels and MSDS' on hand for immediate use.

Having the proper tools can make handling spills an easy chore. Having a kit available such as the one here can help us during these trying instances.

Good Luck and Let's Be Careful Out There!

Dr. Bob Davis, Market Development Specialist at BASF Pest Control Solutions, is based out of Pflugerville, TX. He may be reached at 1-800 843-1611, ext. 7063 or Robert.Davis@basf.com.

TREATMENT TECHNIQUE: CRACK & CREVICE®

by Brian Mann

History, benefits and application tips of crack & crevice treatments

There are many ways to apply pesticides. The nine treatment techniques featured in Prescription Treatment® (PT®) Pest Management illustrate this point. Several factors go into consideration when choosing the proper technique, such as the pest, the place, the product and the situation. Crack & Crevice is one of the most commonly used techniques, but it's also one of the most misused. In this article we will be taking a look at the history, benefits and application tips of Crack & Crevice treatments.

When treating a large, complex area such as a commercial kitchen where there may be very many cracks, break areas into zones to systematically work through the application without missing anything.

One of the most important aspects of being an effective pest management technician is to know the proper ways to apply products. It is important to stay consistent with label directions when making applications, after all the label is the law. In order to do this, the application directions need to be understood. When you see the term "crack and crevice" do you know what that means? You better, or you run the risk of label violation. Beyond this obvious important point, it's also important to understand the concept of this treatment technique in order to get the best results.

History

Many people aren't aware that Whitmire Research Laboratories, Inc. trademarked the term Crack & Crevice in the 1970s. It revolutionized the way pest management was done and shifted the focus from broadcast spraying to a more targeted approach. Equipped with application straws designed to fit nicely into cracks, the PT brand aerosols quickly became the new standard for achieving targeted treatments for cockroaches and other crack and crevice dwelling pests.

Bringing the pesticide to the pest is a cool concept, but what does Crack & Crevice mean? When the EPA adopted this method of

NEW SYSTEM III® WHITE VALVE STEMS

In all System III compatible aerosol products, white stem, spring and gasket assemblies will be provided. This new part replaces the teal green stem. This update has been made to take full advantage of new formulation technology found in many of our new products. With this new white valve stem, the System III will perform properly when used on any of the full line of System III compatible aerosols now and into the future. Additional supplies are available by calling customer service at 800-777-8570, ext 1.

application it defined Crack & Crevice as the: “Application of small amounts of pesticide into cracks and/or crevices in which pests hide or through which they may enter a building. Such openings commonly occur at expansion joints, between elements of construction and between equipment and floor.” The word “into” is critical. Care should be taken to avoid depositing the product outside of the crack onto exposed surfaces or introducing material into the air.

Benefits

- A Crack & Crevice treatment may extend the pesticide’s active life by placing it beyond mechanical removal – such as vacuuming and mopping. Placing it beyond light and air movement reduces oxidation and evaporation.
- Crack & Crevice may be used in sensitive areas where limiting pesticide exposure to non-targets is an important consideration.
- Maximizes exposure to pests that dwell in or travel through cracks
- Most pesticide formulations, including baits, residuals and contact products, can be applied as Crack & Crevice treatments.

9 TREATMENT TECHNIQUES

- **Crack & Crevice- Application of small amounts of insecticide into cracks and crevices where insects hide or where they may enter the building.**
- Void
- Spot
- ULV Space
- Directed Contact
- Perimeter
- Exclusion
- Baiting
- Monitoring/Trapping

Application Tips

- Use the “running” method, which literally means to run the application tip along the length of the entire crack as product is applied. For example, the Prescription Treatment brand Cy-Kick® Crack & Crevice® Pressurized Residual label reads: “For light infestations, move injector tip along cracks while treating at the rate of three linear feet per second. For heavy infestations, move injector tip along at one linear foot per second.”
- When applying gel bait, if you can see the bait placement, it’s probably not in a crack.
- Concentrate on the places where the target pest can be found. Be thorough when treating all cracks that are likely to be productive.
- When treating a large, complex area such as a commercial kitchen where there may be very many cracks, break areas into zones to systematically work through the application without missing anything.
- Consider sealing the crack as a permanent solution after infestation is managed.

Brian Mann, Marketing Services Manager at BASF Pest Control Solutions, is based out of St. Louis, MO. He may be reached at 800-777-8570, ext. 4293 or Brian.Mann@basf.com.

FIGHTING TERMITES AT 'OLD SWEDES CHURCH'

by Bill Best

A.Amendt Pest Control uses Termidor® termiticide/insecticide to save a piece of history

Since Trinity is on the National Historic Register, the team focused on getting the termites under control with as little disturbance to the church as possible.

After weeks of plundering and destruction in the spring of 1778, British troops squared off with local militia near what today is Swedesboro, N.J. According to the Rev. Nicholas Collin's journal, both sides "aimed so badly that the bullets flew in all directions so that it was best to stay inside." American troops arrived in Swedesboro a month later, set up quarters in Collin's church and spent several weeks quelling the unrest. Their stay in Swedesboro had long-reaching effects – the church was so damaged it had to be rebuilt after the war. In 1784, Trinity Church, also known as "Old Swedes Church," went from being a log cabin to the 300-seat Georgian building still standing today, more than two centuries later. You can still hear the echoes of history at Trinity thanks to an innovative historic preservation team that faced a new conflict – against termites – and won, preserving one of the oldest churches in the United States.

As the oldest Swedish church in New Jersey, Trinity has seen its share of battles. Since the early 1990s, the church has faced roof truss, tower structure and cemetery wall failures. But the most recent fight was a quieter problem. In fact, only the cleaning lady noticed it at first.

Edie Rohrman, church restoration project manager, received a call in October 2007 from the church cleaner, who described vacuuming up piles of dust. And bugs. Rohrman went to assess the situation and found paint bubbling on the wainscoting. After consulting with an architect who works with the church, Rohrman suspected termites and called in a veteran of termite battles – Dr. Tom Parker.

In 1784, Trinity Church, also known as "Old Swedes Church," went from being a log cabin to the 300-seat Georgian building still standing today, more than two centuries later.

John Amendt treated Trinity exclusively with Termidor because he has experienced nearly a 100 percent success rate with the product.

Parker, who has 30 years of experience solving pest problems for collections, artifacts, museums and libraries across the United States, inspected the situation at Trinity. After his inspection, he delivered bad news to Rohrman. The church was under siege by termites.

"Since Trinity is on the National Historic Register, our primary concern was to get the termites under control without physically damaging the church," Parker said. "To do this, I called in A.Amendt Pest Control and we developed a treatment plan."

Parker and John Amendt, owner of A.Amendt Pest Control Company, Inc., started by creating a detailed drawing of the church. Amendt, who has treated historic properties for 40 years, explained that drafting a diagram of a structure helps the team identify key areas where termites may be coming in and create a plan to reach those spots.

"The walls of Trinity are up to three bricks deep," Parker explained. "The termites were coming up through the brick wall and getting into the wainscoting on the interior perimeter of the church. They were eating the wainscoting along a good portion of one side of the church and a section at the rear of the church. In order to cut them off, we needed to trench and treat the exterior. We also needed to drill the mortar joints and get the treatment into the voids of the thick brick wall."

The A.Amendt Pest Control team applied a perimeter treatment of Termidor® termiticide/insecticide and then used a foam machine with Termidor to treat the voids in the structure of the church, making sure to disturb the structure as little as possible. After the drilling and treatment, Rohrman hired a mason to patch the holes. According to Amendt, his team could have cemented the holes, but the bricks are part of the historical makeup of the building, so it was important to take the time and make sure the entire termite treatment, including the patchwork, was done right.

"Termites are persistent. To control them, you need an effective tool. We have a nearly 100 percent success rate with Termidor," Amendt said. "We've been using Termidor since it was introduced and treated Trinity exclusively with Termidor because we know it works."

A.Amendt Pest Control will continue to inspect Trinity Church annually, but Rohrman, Parker and Amendt are confident their treatment plan has helped the Old Swedes Church fight and win another battle.

Bill Best, Senior Sales Specialist at BASF Pest Control Solutions, is based out of New Jersey. He may be reached at 856-981-9181 or William.Best@basf.com.

MARKETPLACE

Prescription Treatment® brand Alpine™ ant and termite foam

New Reduced Risk* Alpine ant and termite foam won't compromise your Termidor® termiticide/ insecticide treatment zone. And unlike other foams, it won't compromise your customers' desire for the best pest control available.

- Compliant with Termidor 10-year pledge requirements.
- Quick control of isolated subterranean and drywood termite infestations.
- Highly effective on ants known for interior infestation (such as Argentine, ghost, pharaoh and white-footed) as well as foraging carpenter ants.
- Dry foam solution (25:1) allows for quick delivery into voids and other immediate-need interior/outdoor areas.
- Great sales closer: Handle termite infestations (especially swarmers) immediately and pacify homeowners' fears until the day of Termidor treatment.

Prescription Treatment® brand Alpine™ dust insecticide

Alpine dust insecticide is the industry's first and only Reduced Risk* nonrepellent dust for long-lasting, broad-spectrum control of crawling and flying insects.

- Broad use label for inside and outside non-food handling areas.
- Broad spectrum label for use on: ants, centipedes, cockroaches, millipedes, spiders, silverfish and other insects.
- Doesn't excite stinging insects.
- Controls pyrethroid-resistant bed bugs.

Prescription Treatment® brand Alpine™ pressurized insecticide

Alpine pressurized insecticide is the only Reduced Risk* nonrepellent aerosol for residual control of crawling insects. There's simply no better aerosol you can choose for your residential GPC customers.

- Broad use label for inside and outside non-food handling areas.
- Broad spectrum label for use against: ants, cockroaches, bed bugs, spiders and occasional invaders.
- Convenient, ready-to-use formulation.
- Long-lasting nonrepellent control of ants.
- A perfect rotational partner in a nonrepellent program.

Prescription Treatment® brand Phantom® pressurized insecticide

When it comes to controlling pests in commercial accounts, new Phantom pressurized insecticide delivers.

- New formulation dries in "crystals" for enhanced bioavailability and faster performance on numerous substrates (porous, non-porous and high organic matter).
- Ready-to-use formulation reduces overuse and eliminates mixing.
- Broad spectrum control for commercial accounts, including bed bugs, ants and cockroaches.
- Approved for food handling uses.
- System III® compatible.

All Alpine formulations contain the active ingredient dinotefuran, a new nonrepellent to the pest control industry that the EPA has granted Reduced Risk status for public health use.

ALPINE™ ANT AND TERMITE FOAM APPLICATIONS FOR TERMITE CONTROL

by Dr. Bob Davis

New foam from BASF Pest Control Solutions works great on termites.

BASF Pest Control Solutions is excited to bring to the industry a new tool for ant, termite and overwintering insect control; Prescription Treatment® brand Alpine™ ant and termite foam, featuring the new active ingredient dinotefuran. Dinotefuran is a nitroguanidine insecticide with characteristics that can help PMPs be more successful in treatments. These include non-repellency, slow acting, no skin parasthesia (as is common with some pyrethroids) and low mammalian toxicity. In fact dinotefuran has been granted Reduced Risk® status for public health use by the EPA. Alpine Foam comes packaged in a 20 oz. pressurized ready-to-use can for ultimate convenience.

BASF realizes that providing superior control that protects structures, eliminates call backs and provides for a profitable service are common goals for all PMPs. The key to effective treatments is placement of the material at possible entry points and at sites of current infestation. However, construction variables and nesting/infested sites of the insects can make this difficult. Examples include dirt filled porches or stoops, voids under slabs, slab penetrations, expansion joints, pipe chases, changes-in-grade, Formosan termite carton nests in structures, infested studs which encompass wall voids, attic/crawl space wooden members, landscape timbers, stumps, trees, fences, etc. The use of expanding dry foam can help the PMP provide an excellent high quality treatment to these areas.

The primary reason to utilize foam is to help improve chemical coverage. The Alpine foam acts as a carrier and places the dinotefuran in hard to reach areas. Vertical and horizontal coverage can both be enhanced. With Alpine foam, one 20 oz. can will provide 5 gallons of high quality, low dose (0.025% ai) 30:1 expanded foam. Visualize dry foam coming out of a shaving cream canister. The Alpine foam will stack and spread into the voids and treat the surfaces it contacts. These can include wood, sheetrock, termite shelter tubes, active and damaged areas, ant galleries or overwintering pest harborages. The pressurized foam will dissipate after treatment and coat the treated surfaces with the dinotefuran. Since Alpine foam is a slow acting, nonrepellent material, the foraging termites, ants or overwintering insects will

Prescription Treatment® brand Alpine™ ant and termite foam, featuring the new active ingredient dinotefuran.

Alpine non-repellent foam will work well along with a Termidor® termiticide/ insecticide Exterior Perimeter / Localized Interior (EP/LI) treatment (not approved in LA) or a conventional Termidor treatment.

then freely interact with the treated surfaces and control can be expected within hours for the ants and other general pests and within 1-3 days for subterranean termites.

Alpine ant and termite foam has a broad label with lots of treatment options. Labeled pests include wood destroying insects (subterranean and drywood termites, old house borer, wharf borer and powder post beetles), ants (Argentine, foraging carpenter ants, ghost, pharaoh and white-footed), Asian lady beetles, cluster flies, boxelder bugs and elm leaf beetles. Indoor sites that can be treated include: exposed wood in crawl spaces, attics and unexposed wooden elements inside walls and other harborages. Outdoor treatments can be applied to exterior wooden elements such as decks, fencing, landscape timbers, retaining walls, siding, damaged wood, wall voids and junctures between foundations and wood. Alpine foam can also be applied to termite galleries, within trees, shrubs, utility poles, stumps, and under slabs. One key note is that the above treatments for subterranean termites are intended as localized treatments and should not be considered as a replacement for a soil treatment. Alpine non-repellent foam will work well along with a Termidor® termiticide/insecticide Exterior Perimeter / Localized Interior (EP/LI) treatment (not approved in LA) or a conventional Termidor treatment. Please follow all label directions on the Termidor and Alpine labels.

Alpine foam can also provide excellent control of overwintering pests such as boxelder bugs, cluster flies, Asian lady beetles and elm leaf beetles. Alpine foam can be applied to areas where these pests enter, hide or harbor. This can be a very helpful tool for PMPs in the fall when these pests come inside structures to overwinter. Pressure from these insects on accounts can be large. Incorporation of Alpine foam treatments to voids associated with these insects can dramatically reduce their infestation!

I am sure that Alpine foam will be a tool that can help you provide superior treatment applications. If you have any questions regarding Alpine Ant and Termite Foam please contact your Sales Specialist or your Market Development Specialist at BASF Pest Control Solutions.

* All Alpine formulations contain the active ingredient dinotefuran, a new nonrepellent to the pest control industry that the EPA has granted Reduced Risk status for public health use.

Dr. Bob Davis, Market Development Specialist at BASF Pest Control Solutions, is based out of Pflugerville, TX. He may be reached at 1-800 843-1611, ext. 7063 or Robert.Davis@basf.com.

ALPINE™ DUST INSECTICIDE

by Jeff Holper

REDUCED RISK* NONREPELLENT DUST FOR ANTS, BED BUGS AND STINGING INSECTS.

Alpine dust insecticide is the industry's first and only Reduced Risk* nonrepellent dust for long-lasting, broad-spectrum control of crawling and flying insects.

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

Holper's Pest and Animal Solutions find that this new product from BASF Pest Control Solutions work best on stinging insects

Stinging insects aren't always easy to control and they pose a risk to both the customer and the PMP. Make sure you are properly protected and choose the best insecticides; these should be high priorities when dealing with stinging insect control.

Jeff Holper is owner of Holper's Pest and Animal Solutions, a full service pest management company located in St. Louis, Missouri. Holper had been searching for the perfect product when BASF Pest Control Solutions asked if he would field trial a new product, Prescription Treatment® brand Alpine™ dust insecticide. Holper says, "BASF's new Alpine dust will make you forget all about using any other product. It is a nonrepellent dust that is nothing short of amazing."

Holper finds that Alpine dust is the best formulation to use on wasps and hornets because too many times a repellent product will "seal the wasps alive in the structure, causing them to emerge through other openings." Wasps build their nests within voids in the ground, under slabs or in walls, where this becomes a real problem.

For hornets, he finds that using Alpine dust on the nest during the day and leaving it for pickup later is the best practice. Adults will continue to emerge from the pupae inside, so he recommends to leave it at least 24 hours. Nests are typically found in trees or shrubs.

"If you've been to any of the meetings I have spoken at in the last few years, you've heard me tell you to look for this new dust. It has finally arrived! It's great on ants, bed bugs, stinging insects and more."

Go to www.PestControl.basf.com for more information on Alpine dust insecticide.

Contributing author Jeff Holper, owner of Holper's Pest and Animal Solutions, is based out of St. Louis, MO. He may be reached at 314-544-PEST or HolpersPest.com.