



Control  
Solutions Inc.

*The Ultimate Guide to*

# Termite Control: What You Need to Know

With Products from  
Control Solutions Inc.



INSECTICIDE

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# EVERY HOME CAN BE A FEAST FOR TERMITES

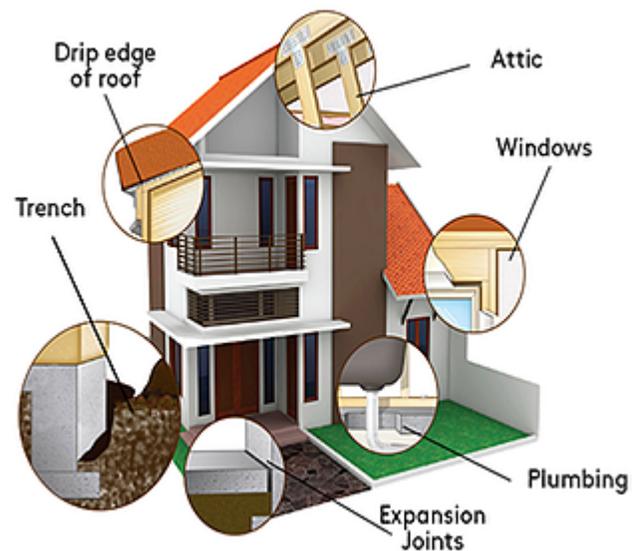
**Y**ou don't have to live in a log home to be susceptible to termite damage. There's plenty of wood for termites to make meals out of in the average home, including concrete block homes!

## Multiple Ways to Gain Access

Termites can enter your home in a number of ways; they can swarm from a neighboring building or tree, they can enter through cracks in your foundation or even follow underground utility and plumbing lines through your home's foundation and slab.

Below are common conducive conditions that often lead to termite activity and structural infestations

- Mulch or soil level above grade
- Wood to ground contact or siding/stucco below grade
- Cracks in slab or foundation
- Crawlspace or basement with high humidity
- Sprinkler water contacting structure and/or collecting at foundation
- Low areas around home that commonly collect or pool water
- High moisture in or around home
- Vegetation or landscaping close to foundation
- Past or current plumbing leaks or roof leaks



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# TERMITES OR CARPENTER ANTS?

A customer of Enviro-Pest Management, the Chavezes, had no idea what was lurking behind the walls of their home until demolishing their master bath.

**“Trying to save a few dollars actually cost us more out of pocket”, says Chavez.**



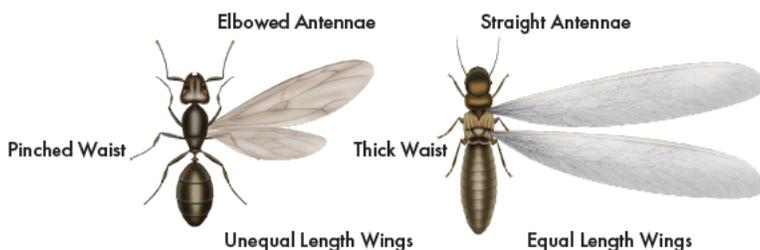
At first glance the damage appeared to be that of subterranean termites. The homeowners gave Will Fowler of Enviro-Pest Management a call. Fowler inspected and found they had an infestation of carpenter ants and recommended **TAURUS® SC** for exterior treatment.

**“Carpenter Ants love moisture; eliminate your moisture problem and solve your carpenter ant problem,” says Fowler.**

If you have a moisture issue from a leak or plumbing problem within your walls, it is very possible you’ll have some kind of pest problem.



## ANT vs. TERMITE



# WHY DO TERMITE TREATMENTS FAIL?



Janis Reed, Ph.D., BCE

**A** common question received over my career from PMPs and customers alike is: “Why did the treatment not control my pests?”



The answer is rarely a simple one, below are a few circumstances you might run into as a pest management professional, along with some useful tips to ensure you’re developing the best termite treatment plan for your customers.

## 1. Applying less than the labeled rate or volume of product.

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Note that performance of a product almost always comes down to application technique; if the product is applied according to the label directions and at a rate and methods prescribed there, failures are rare, but they do happen. When failures do occur, it is often because products are applied at less than the label rate or less than the recommended volume.

Termiticides are expensive, and modern termiticides are extremely effective, leading some PMPs to the conclusion that “less is more” – lowering the total amount of termiticide they use on a structure. Rates and volumes are heavily researched, so labels can be as accurate as possible. These rates are for maximum efficacy and using less termiticide means less active ingredient is available for termites to encounter in the soil.

For most insecticides there is a dose, or total amount of active ingredient, a pest must be exposed to in order to be effective. If this level is not present in the soil termite activity continues, more damage occurs, and call backs happen.

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## 2. Product not being delivered to the area where termites are accessing.

Construction elements, foundation cracks, cold joints, hidden plumbing penetrations, additions, unconventionally built homes and other hidden construction features where termites can hide from inspection or treatment efforts are another culprit of treatment failures.

In these cases, PMPs must seek out these unusual features. This is easily said and often very difficult to do.

Once the termites and the construction elements causing the difficulty are identified, the next step is to plan a method to treat them. This often means unconventional or unusual treatment methods must be used. If you need to do something unusual or unconventional, don't hesitate to reach out to the manufacturer of the termiticide you are using. We are here to help in difficult times.



Once the termites and the construction elements causing the difficulty are identified, the next step is to plan a method to treat them. This often means unconventional or unusual treatment methods must be used. Innovative products might be needed in these tough to manage pest situations. **NEW Taurus Dry** is a termite treatment product formulated into a dry dust. This is especially useful managing termite infestations in areas where traditional liquid applications are difficult to deploy. Taurus Dry is applied using the Precision Delivery System, a hand-held microduster, designed to deliver small, precise amounts of dry flowable formulations into voids, cracks, and crevices. It allows PMPs to work quickly, with ease and precision in their dry flowable applications.

If you need to do something unusual or unconventional, don't hesitate to reach out to the manufacturer of the termiticide you are using. We are here to help in difficult times.

Overall, pesticide applications must follow label directions and rates. Application techniques are important as well, but in these cases, understanding construction variation is a useful set of knowledge.

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### 3. Construction types & conducive conditions can impact your treatment technique.

As mentioned above, construction type and conducive conditions in each structure you treat will affect how effective/ineffective a termiticide application can be. If you make an application and conducive conditions are not remedied by the property owner, treatments can be less effective. Another important consideration is the species of termite you're facing. It is a very good idea to become familiar with basic, conventional building construction and the types of construction used in your area of the country.

You don't need to become a contractor by any means, just getting an understanding of what different types of slabs look like as well as the different termite entry points they each can be inherently helpful in devising your treatment plan(s).

A simple Google image search of key words like "supported slab" or "crawl space construction" for example, will yield endless drawings and pictures you can use to see what lies beneath all that stucco, brick veneer, siding, and paint. Additionally, I like to visit and inspect structures in my area (where allowed) during the construction process.

It is remarkably helpful to see how plumbers, electricians, carpenters and other skilled tradesmen assemble structures into a whole.

#### USEFUL TOOLS WHEN PERFORMING A TERMITE INSPECTION

- IR cameras
- Boroscopes
- Moisture meters
- Termatrac (Termite finding tools)
- A good quality flashlight!



# USEFUL TIPS FOR TERMITE TREATMENTS

## Use Visual Aids

Using simple termite identification tools will prove helpful and make your job much easier. Make sure you have a good magnifying hand lens (or microscope), a light source and an easy to use identification key. There are a number of keys available from a variety of sources. Use the one that makes the most sense to you. If you are stumped by a particular specimen you have many resources you can utilize to get help. Contact your local extension service, your local university's Entomology department, or there are even pest management Facebook groups that specialize in pest management that are useful for insect identification help.

Clear, close up pictures are always helpful when making comparisons and many universities with entomology programs make them available either in publications or in the form of ID Guides for purchase. Many can also be found easily online with a simple google search.

As always, use visuals like pictures and drawings from reputable sources. If you're using them for more than your own internal training be sure you are not infringing any copyrights. Using an image you found online on your website without permission can cost thousands of dollars in legal fees!



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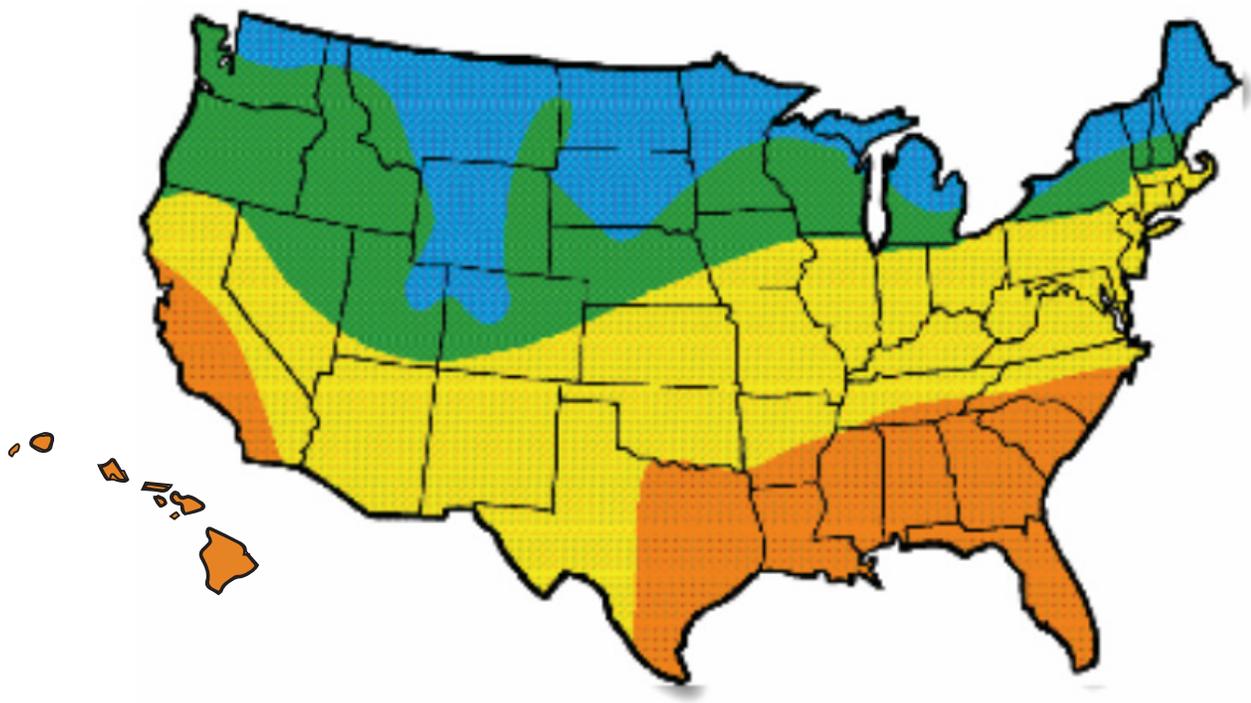
When training new technicians, incorporate hands-on training like digging trenches, drilling slabs, probing to find the top of the footer, seeing what concrete over-pour looks like, and understanding the importance of personal protective equipment is also important. Helping new technicians understand the reasons termite treatments fail can help them avoid the mistakes.

## Brush Up On Your Math skills

Reviewing labels and understanding the importance of rates, volumes and inspection techniques on a regular basis are good ideas, but knowing how to calculate how much total volume of product, concentrate and flow rates you need to use are also incredibly important. On a regular basis, brush up on math skills – at least a couple of times per year. Be sure you are calculating these things correctly and accurately. Train your employees to know the right answer and not to “eyeball” the answer or “guess.” This again reduces mistakes and reduces your chance for legal action. Employing these tips and tricks and avoiding these mistakes can help make your company and your termite treatments more efficient, effective and profitable!



# WHERE IS THE HEAVIEST CONCENTRATION OF TERMITES?



# The Next Generation of Termite Control

**C**ontrol Solutions, Inc. is proud to introduce Taurus® Dry, featuring the Precision Delivery System (PDS). This new product combination brings the professional market a brand new option for managing termites! Taurus Dry was developed for pest management professionals (PMPs) to have a simple, easy to use, precise, and effective method to control termites. This combination makes application of termiticide in hard to reach areas or against tough to manage termite species easier than ever before. “This is not your father’s termite treatment!”



## WHY TAURUS DRY IS A MUST HAVE

Taurus Dry is a dry flowable formulation designed to be applied via the PDS for the control of almost any species of termites in nearly any type of situation and in any type of structural wood. The flexibility in applications make it a “must have” for termite control technicians. The PDS makes applications into carton material/nests, shelter (mud) tubes, voids, galleries, or any other wood from soil line to roofline easy! Taurus Dry can help address the most challenging termite problems quickly, effectively, and precisely with the simple pull of a trigger.

## AN EFFECTIVE FORMULATION

The formulation consists of a proprietary, non-repellent material, and the active ingredient fipronil. The end use product is delivered as very small particles – this allows application via the PDS and penetration into voids, galleries, shelter tubes and nests. Wherever air can flow, Taurus Dry can flow.

## HOW TO USE

To make applications with Taurus Dry and the PDS, access voids, galleries or shelter tubes and actuate the PDS for the appropriate amount of time. The PDS



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dispenses 0.05g of Taurus Dry per second of trigger actuation time. Please refer to the product label for more specific information on application rates and sites.

Studies demonstrate that Taurus Dry is capable of topical or physical transfer among nestmates, meaning untreated termites can be affected by interacting with treated ones. This sharing of Taurus Dry material and active ingredient means the product will spread throughout the colony, killing more than just the termites that were treated at the time of application. Taurus Dry typically takes about 2-3 days to begin to see results. It can be reapplied if termites are still active after 30 days.



## SAVE MONEY & TIME

Business owners and technicians can save time and money by having a powerful product and application tool to manage termites in many tough situations. Taurus Dry, combined with the Precision Delivery System, gives PMPs the ability to directly access termite harborage, giving immediate access to critical areas where termites are found. Taurus Dry can be used away from the structure itself, providing flexibility in treatment for a holistic approach to termite management. Ultimately, solve termite problems in less time, every-time.

PMPs can make applications of dry product and penetrate deep into voids where termites, cockroaches and other pests hide.

## HOW DO I GET TAURUS DRY & THE PRECISION DELIVERY SYSTEM

Taurus Dry featuring the PDS is only available to PMPs via our distribution partners. This highly professional system will increase the perception of professionalism and expertise for our industry while providing outstanding results. The combination of a highly effective product and a superior delivery system means PMPs can increase both their efficiency and effectiveness of their applications. Contact us to find a distribution partner near you!

## TESTIMONIALS



*“I love the functionality of using the PDS to do one-handed treatments. I hold the PDS in one-hand and hold onto the ladder with the other hand.”*

-Anthony Leo, Owner  
A-Leo Termite and Pest Control  
Avondale, AZ



*“Drywood termites are quite often treated by whole-house fumigation, which can be expensive and labor-intensive,” he explains. “With a product like this, we would have more confidence in offering this spot treatment option as a service, potentially allowing a larger base of customers to utilize our service.”*

-J. Santos Portugal III, Ph.D.  
ABC Home & Commercial Services  
Austin, TX

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**Control Solutions Inc.**, CSI, is a mid-sized, US-based specialty chemical manufacturer with a long-standing tradition of providing effective and economical solutions to our customers in the Pest Control, Turf & Ornamental, Consumer Products and Professional Animal Health Care markets.

