

Cutting out callbacks

For both immediate and long-term results, Fendona CS Insecticide offers effective, flexible pest control

Eliminating the pest means eliminating customer callbacks. And that's exactly what Integrated Pest Management, Richmond, Texas, has done.

Jeff McQueen, general manager, says he's found Fendona CS Controlled Release Insecticide to be the most effective product



Jeff McQueen

that acts quickly and continues to work for months by providing perimeter pest control for the client.

The insecticide is labeled for treatment of more than 60 arthropod pests, including mosquitoes.

Along with using Fendona CS insecticide for mosquito abatement, Integrated Pest Management has used the insecticide for controlling general pests, including spiders. McQueen describes a residential account in a heavily wooded area that was experiencing a spider problem. His team treated the property with Fendona CS, a new insecticide, just released in the summer of 2017.

"It was the best product for their situation. I haven't had a call back from them since," he says.

For their mosquito abatement program, McQueen says the team uses Fendona CS insecticide in backpack sprayers for application.

"After we saw how well it was working on our general pest control service, we started using it for our mosquito abatement program at all of our commercial and residential accounts," McQueen says. "We have had great success."

Because of the product's controlled release, application intervals are longer — decreasing material and labor costs.

"I like that it has cut down on our material cost, and I have been very pleased with its effectiveness on hard-to-control pests," McQueen says. "I have and will continue to recommend this product."

For its general pest service, Integrated Pest Management has cut down on material costs by mixing 6 to 7 fl. oz. of Fendona CS insecticide in 50 gallons of water.

"We apply a perimeter treatment on a band of soil 6 to 10 ft. wide and 2 to 3 ft. up the foundation," McQueen says.

"I have witnessed the results and have been using numerous BASF products for years," McQueen says, noting that the company, founded by his father, has been a BASF customer for more than three decades.

McQueen says having a good BASF representative, Ronnie Holder, has made all the difference: "He is always there for us, and will keep us informed of all the new products and changes to existing product labels."

MOSQUITO BATTLE

COMPANY: Integrated Pest Management

BATTLEFIELD: Residences and commercial properties including churches, office buildings, hospitals, daycare facilities, kennels, hotels, manufacturing and food-processing facilities

WAR STORY: "We had only been doing a customer's pest services for six months and ... we had decent control, but not quite good enough for the customer's expectations. After we treated with Fendona CS, the customer has been happy with our services and has even referred family members."

WEAPON OF CHOICE

PROVEN SOLUTION: Fendona CS Controlled Release Insecticide by BASF

WEBSITE: PestControl.BASF.us

