

# MASTERING MOSQUITOES



Joe Barile of the Bayer Pest Practices Team discusses why the time is right to offer wide-area space treatments in both commercial and residential settings.

**D**o you remember the days when mosquito control programs included widespread fogging of communities? With the dawn of the environmental movement, those vector control programs fell out of favor.

Since that time, however, enhanced pesticide formulations and sophisticated application equipment — not to mention the growing threat of West Nile virus and Zika — have changed public perceptions about the role of pesticides in protecting public health.

Today, customers understand the very real threat posed by vector-borne diseases and recognize the benefits of integrated pest management (IPM), including the use of pesticides to control adult mosquitoes. As a result, fogging — or more appropriately “wide-area space treatments” as Bayer Technical Service Lead Joe Barile likes to call these types of treatments — have grown in popularity, mirroring the growth of the mosquito market.

“In the past, PMPs typically offered barrier treatments with residual insecticides,” Barile says. However, thanks to longer-lasting pesticides and advanced application equipment, PMPs are discovering “there’s an opportunity to create a recurring revenue model with area-wide treatments using backpack sprayers,” he says.

Such a service model, when combined with limited larviciding and habitat



Joe Barile

modification, offers numerous benefits, including quick knockdown and immediate relief of nuisance mosquitoes, in addition to up to 90 days of residual control. As a result, a growing number of PMPs are entering the mosquito marketplace or adding mosquito control service to their offerings.

“Most PMPs haven’t performed area-wide services, or if they have, they’ve only done a handful of them in a typical year,” Barile observes. “That’s because mosquito jobs are typically event-centered services, like outdoor weddings, backyard parties and other special events.”

However, that’s changing as more and more PMPs offer preventive mosquito control programs designed to knock down and suppress mosquito populations throughout the spring, summer, and early fall. “There is a growing demand for this type of service,” Barile says. “That’s why

progressive PMPs should think about this type of service if they’re not involved already.”

## MOSQUITO SOLUTIONS FROM BAYER

Fortunately, Bayer offers an effective treatment protocol for wide-area space treatments designed to create healthier spaces for customers where they live, work and play. The program utilizes two innovative products — DeltaGard and Suspend PolyZone — to effectively control mosquitoes around residential and commercial properties. The 5-step program includes:

**1. Inspect Property:** Inspect property for natural and man-made conditions that allow water to collect and lay stagnant, providing an environment conducive to mosquito breeding. Notify customer of such conditions and provide recommendations to reduce mosquito development.

**2. Apply Larvicides:** Apply larvicides (where appropriate) to mosquito-bearing stagnant



water and/or to areas subject to periodic flooding that will allow immature mosquitoes to develop.

**3. Apply DeltaGard:**

Apply DeltaGard as an immediate elimination solution to ensure superior efficacy for your mosquito control program. The product has received a reduced risk classification from EPA.



**4. Apply Suspend PolyZone:**

Apply Suspend PolyZone insecticide as a long-lasting residual barrier treatment to foliage and structures where mosquitoes will shelter and rest.



**5. Report:** Report to customer any changes in property conditions that may provide mosquito harborages or developing sites.



Why is this a particularly good time to invest in this type of service? “In the past, ULV equipment was large, cumbersome and expensive, and it needed to be calibrated on a regular basis,” Barile says. But that’s no longer the case today. “Manufacturers have developed lightweight, portable units — both electric and gas — that are much more user friendly and easy to calibrate,” he says. As a result, when combined with DeltaGard and a residual



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barrier treatment of Suspend PolyZone, treatment is quick and easy, offering rapid results and few callbacks.

When applying DeltaGard with a backpack ULV sprayer, Barile says “walk briskly with the wind at your back.” The sprayer will produce a stream of small, aerosolized particles that will hang in the air, coming into direct contact with biting mosquitoes as they travel through the treatment zone.

“We’re only using 1 to 1.5 ounces of product per acre, so small amounts of the insecticide are very effective,” Barile says. “We’re not applying a lot of product to control mosquito populations, nor are we creating a highly visible cloud in a neighborhood when applying it.”

It’s also important to “respect and comply with all pollinator protection language” on the label and identify the appropriate time to treat mosquitoes. “The

optimum time to apply the product is when mosquitoes are on the wing up and out seeking their hosts,” Barile says. For most mosquito species, that’s just before dawn and at dusk. “There are some species of mosquitoes that are day biters, however, so the PMP needs to know that as well and treat accordingly,” Barile warns.

**YOUR PARTNER IN PEST CONTROL**

As they always do, mosquitoes will begin to emerge again across the U.S. as temperatures rise. And, regardless of what happens with Zika or West Nile virus, they remain the deadliest animal on earth. Bayer is proud to offer solutions to support pest management professionals in their important work of managing these and other nuisance pests that may carry diseases.

“We’re proud to play an important role in protecting public health through products like DeltaGard and Suspend PolyZone,” Barile says. “That’s why we invest in the latest innovations and business-building tools for pest management professionals.”

To learn more about mosquito control solutions featuring DeltaGard and Suspend PolyZone, contact your Bayer sales representative or visit [www.backedbybayer.com/mosquito-solutions](http://www.backedbybayer.com/mosquito-solutions).

**SUSPEND POLYZONE: THE PMP’S CHOICE**

**PROPRIETARY POLYMER FORMULATION LOCKS ACTIVE INGREDIENT IN PLACE**

Suspend PolyZone is an innovative residual spray that combines the trusted active ingredient, deltamethrin, with a proprietary polymer suspension. The proprietary polymer formulation provides a more even surface distribution of the active ingredient, which results in increased bioavailability to the target pest, mosquitoes. It does what conventional SCs and microcaps can’t – it stays effective where it’s sprayed even in tough conditions up to 90 days.

