AMCA Annual Meeting
Portland, Oregon

The AMCA Annual Meeting in Portland, Oregon is nearly upon us and we hope to see you there! Now is the time to start preparing for mosquito season, so be sure to stop by our booth (#414) and visit with one of our Industry Specialists to find out how we can assist your preparation efforts. We have the technical expertise and support to successfully carry you through the season, including exclusive products like MasterLine Kontrol and In2Care.

Speaking of MasterLine… we encourage any and all Kontrol Freaks in attendance to stop by the booth and play a game of Skeeter Shoot!

Whether you’re attending or not, we have a beneficial on-demand Mosquito Control Webinar from our Grow Your Business series that you can avail yourself to at anytime. See details below.

Growing Your Business

Learn to grow your business with Mosquito Control Services

Expert TJ Shelby provides a helpful overview of mosquito biology, treatment methods, and upselling techniques for capitalizing on this fast-growing field.

The mosquito management market is booming — and PMPs are rapidly growing business by adding mosquito control services. What does your business need to keep up?

Listen now.

There’s never been more competition – or opportunity – to succeed in the pest control industry. That’s why we’ve created The PestWeb Podcast – a new audio series exploring the business tips, market trends, and product advice businesses need to succeed.

Every month, industry veterans Erin Monteagudo and Andrew Assir will be joined by guest experts in pest control technology, entomology, and business strategy as they discuss the products and services that set winning businesses apart.
Discounts available for end users only. National accounts ineligible to participate.

March’s Featured PRODUCTS & PROMOTIONS
Promotions valid March 1-31, 2020

**Products of the Month**

**Niban Granular**
$2 off per 10 lb bag
Product 840038, 842341 – Promo code 842335

**ExciteR™**
$3 off per pint
Product 818666 – Promo code 842336

**Online Exclusives**

**EZ Conceal Insect Station**
$2 off per bag of 10
Product 837861 – Promo code 842338
No limit – Excludes private label

**Mole Scram Professional**
$5 off per 22 lb bucket
Product 783154 – Promo code 842339 – No limit

**Repeater™ Rock Multiple Catch Trap Station**
$2 off per station
Product 841196 – Promo code 842340 – No limit

TO PLACE AN ORDER call 1.800.888.4897 or go to pestweb.com/promotions
The Norway rat is present across the United States and is the dominant pest rat species in most states. It is larger and more aggressive than the roof rat, which it displaces in temperate regions. **Norway rats are adaptable to both rural and urban environments.** They naturally swim well and hunt for prey animals, especially birds. As human population density increases in cities, so does the number of Norway rats since easier access to food creates smaller territories.

Norway rats prefer to nest in ground burrows. Although they can climb well, they tend to keep to the ground or the lower levels of buildings while searching for food. Because the food provided by people can be predictable, they’ll follow the same route between an established food source and their burrow until something changes. These routes can be identified by their droppings, rub marks, gnawing or worn trails through grass.

It’s important to place management efforts within 10 feet of the routes being used repeatedly by rats. **Norway rats are not likely to leave routes that lead to an established food source to investigate other sources of food.** Traps and stations set on or close to trails have a better chance of success. Baiting snap traps without setting them (prebaiting) can acclimate rats to the traps as well as help determine food preference if several options are provided.

**ProTraining Online course:**
**Rodent Biology, Behavior & Management**

### Products to use

#### T-Rex Rat Snap Trap
Product 720177
- Aggressive, interlocking teeth for unmatched holding power
- Perfect combination of trigger sensitivity and trap velocity
- Removable bait cup allows trap to be serviced without being set

#### Catchmaster 48R Glue board Series Rat Glue Tray
Product 677700
- The only low-temperature rat glue tray available
- Effective in temperatures as low as 0°F Fahrenheit
- Perfect for garages, basements and walk-in refrigerators

#### EZ Secured Station
Product 744884
- Concrete block absorbs the surrounding odors creating a familiar smell for the rodent
- External block creates friction with the ground to help it stay in place
- No unnecessary voids. Prevents unwanted water from pooling

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Finding solutions for large-colony ant infestations

By Eric Paysen, technical services manager, Professional Pest Management, Syngenta

Managing large-colony ant species is one of the biggest challenges facing pest management professionals (PMPs) today. Species like the Argentine ant are notoriously adaptive and persistent. This species is termed invasive in North America because it was introduced accidentally through human commerce from South America.

These ants are especially difficult to deal with outside their native range because workers from different colonies typically cooperate and aren’t aggressive toward each other. They form vast cooperative networks with hundreds of thousands of workers, many queens and dense trail systems that share resources for developing broods in many satellite nesting sites. This is related to the fact that all or most of today’s colonies originated from those first queens that became established in North America and they all “smell” the same.

In their native range in South America, neighboring colonies have different colony odors and instinctively compete for territory and resources. The resulting deaths from epic ant wars help keep their numbers in check. In North America and other parts of the world where this stubborn pest is established and nests cooperate, keeping numbers in check often falls to PMPs. Effectively managing these large-colony ants can result in satisfied customers and positive reviews.

Syngenta recognizes large-colony ants are an opportunity and a challenge for PMPs, which is why we continually conduct research trials on these specific ants. Advion® WDG insecticide is one example resulting from this work. The versatile, sprayable version of the trusted Advion brand effectively controls many pests, including large-colony ants.

An integrated pest management approach should be used to manage large-colony ant species. This approach should include inspections, products with differing modes of action and effective baiting techniques. In a recent field trial conducted with the University of California, Riverside, Advion WDG helped manage Argentine ants around homes in southern California, where they are prevalent. Using a combination of Advion WDG, targeted gel bait placements and granular baits, ants were greatly reduced during peak season when untreated areas were seeing sharp increases. Most importantly, we maintained 90% reduction for eight weeks. Read more about the study in PCT Magazine’s October issue.

With a comprehensive approach and the right attitude, PMPs can achieve success against these challenging large-colony ant species. For more information about large-colony ant control solutions, visit SyngentaPMP.com.

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