



PMPs Find Nature-Cide Passes the 'Sniff' Test

If homeowners and business owners invest the time and resources to prevent conditions conducive to pests, and make their properties less attractive to crawling and flying pests, they will spare themselves headaches, hassles and money.

Keeping pests away from structures through continual management of the property is what Nature-Cide® products are designed for. Created by a California-licensed IPM (Integrated Pest Management) service company, Nature-Cide products complement core IPM tenets including prevention, deterrence and application of low-impact materials.

The products were developed originally as a solution to help minimize the Los Angeles County Fire Department's rattlesnake calls from residents,

who were reporting snakes coming onto porches, patios and other harborage areas on large ranch-style homes. Nature-Cide products have proven to be effective in treating for a wide variety of indoor and outdoor pests including ants, cockroaches, bed bugs, fleas, ticks, mosquitoes as well as occasional invaders.

"We want to expand the PMP's (pest management professional) IPM toolbox with the diverse offerings found in the Nature-Cide product line," says Nature-Cide's developer and lead Nature-Cide service technician Matt Mills. "Since we are a pest service company first, we understand what PMPs need so as to deliver a true IPM program, we've designed Nature-Cide to complement that approach."

Available in granular, vari-

ous liquids, aerosol and dust formulations, Nature-Cide products are delivering results for PMPs looking for a low-impact alternative to solve their customers' every day and unique pest problems.

Mills says, "Nature-Cide's 25(b) minimum-risk status allows PMPs to broadcast their treatments at rates that are normally not allowed with traditional pesticides and in areas that were previously untreatable due to label restrictions. Advances in 25(b) product blending technologies development also have allowed Nature-Cide to deliver longer residual properties."

"We do a lot of ant work and needed to create an effec-

tive barrier on the exterior of homes as a deterrent," adds Geffry Gorman of Green Flag Services in Lake Mary, Florida. "We used both the Nature-Cide Granular Turf and Pest Management and Nature-Cide Pest Management X2 liquid, and it delivered the barrier we needed and the flexibility to target our treatments for maximum impact."

Gorman says he performed over 1,000 services in 2018 using the granular and/or liquid versions, and has seen excellent results. "Aside from eliminating their pest problem, customers comment on the pleasant smell of the product," says Gorman. "The cinnamon oil in the X2 prod-

Nature-Cide®

FIVE THINGS TO KNOW ABOUT NATURE-CIDE PRODUCTS

- As state EPA-registered 25(b), minimum-risk pesticides, PMPs can apply Nature-Cide products to a wide spectrum of locations where traditional pesticides can't be used.
- The company's diverse product line — liquids, dusts, granules, aerosols — expands a PMP's IPM toolbox.
- The products provide PMPs with marketing tools for clients seeking green, environmentally friendly, lower-impact pest management services.
- Nature-Cide products leave a pleasant odor for both indoor and outdoor applications that customers appreciate.
- Founded as an IPM service company, Nature-Cide stands ready to assist PMPs integrate their products into their service offerings.



uct also continually repels insects."

Nature-Cide's liquid formula for indoor usage has ingredients of clove and cottonseed oils, and the outdoor product consists of cinnamon and cedar oils. "Our customers say it smells like Christmas after we perform a treatment and that usually isn't what pest management professionals hear," adds Gorman.

With two decades of experience in the pest management industry, Gorman performed a lot of research on 25(b) products before adding Nature-Cide to his IPM toolbox.

The Pest Management X2 and All Purpose products kill pests on contact, and the Pest Management X2 can be applied with a backpack, power or handheld sprayer. To extend these benefits, many PMPs use an adjuvant/spreader sticker so that the product adheres to leafy surfaces. For

outdoor flea, mosquito and tick control adding an IGR is also recommended.

For Bryan Weiss of Terminators Pest Control in Bensalem, Pennsylvania, outside of Philadelphia, Nature-Cide insecticidal dusts have been a valuable addition to his pest management product arsenal. "We started using the dust with a customer who had a carpenter ant problem," says Weiss. "She lived in a log cabin and had been experiencing a problem with them for some time. We dusted the cracks and crevices, and within 10 days there were no ants. And she liked the smell the product left behind as well."

Weiss, a 30-year industry veteran, says the dust also has proven to be a valuable asset to his cockroach management programs. He recently secured a contract with a property management firm to service several multi-family apart-

ment complexes that were experiencing roach issues. "Several of the units had severe roach infestations in them — they were everywhere," says Weiss. "We were able to use Nature-Cide dust in cracks and crevices, wall voids and even in ovens where we could never use traditional pesticides, and eliminate the threat."

Weiss' company also took over service of a combined restaurant/grocery store overrun with cockroaches. Needing to achieve quick knockdown before the facility was shut down by health inspectors, Weiss placed glue board traps in the facility and applied Nature-Cide dust in wall voids and the kitchen.

"There were a lot of false walls in the structure and by using Nature-Cide we didn't have to worry about dust blowing out the other side like we would with other dusts," he says. "The results were so good that the client wanted to move us from a weekly service to a bi-weekly schedule because there were fewer roaches."

Weiss says he also used Nature-Cide products to successfully treat for perimeter pests and mosquitoes, giving him and his customers more options. "We can offer more services to a wider number of accounts now and tackle some unique situations where traditional pesticides are not an option," adds Weiss. ■

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