

THOR'S THUNDER

News & Views from Ensysstex ISSUE FIVE



MAXXTHOR MOSQUITO PROTECTION ZONE

A report by the World Health Organisation (WHO) confirms some of the reasons behind why Ensysstex recommend Maxxthor, rather than our other products for mosquito management. The FIFTH WHOPES WORKING GROUP MEETING report advises, "Forced tarsal contacts with insecticide deposits on filter paper and irritability tests have shown that bifenthrin has a relatively low irritant and knock down effect compared with permethrin and deltamethrin. Field studies comparing bifenthrin to deltamethrin confirmed this excito-repellency effect. Bifenthrin consistently provided a high kill by allowing mosquitoes to rest on treated surfaces for longer periods. The airborne effect was similar to that of other pyrethroids.

Relative to other public health pyrethroids, laboratory studies of bifenthrin indicated good efficacy against *Culex quinquefasciatus*. Field studies were carried out in India, Thailand and Mexico, using bifenthrin on wood, bamboo, palm, mud, galvanized iron and cement blocks. The dosage of 25-50 mg ai/m provided residual effectiveness of between three and six months (> 80% mortality in surface bioassay tests). Following indoor residual application, acceptability of bifenthrin by residents and spray men was good.

CAMERA WINNER



The Winner - Brett Holden of Ezy Pest Solutions

MAXXTHOR FOAMING APPLICATIONS

At the recent RAPID Solutions Conference, Steve King of RAPID Training, presented a study on foaming technology. The paper looks at the concept of treating 'in-fill type slabs' such as we find in patios, sealed steps or fireplace/hearth areas. With homeowners usually not wanting to have a grid injection, and the consequent increase in the use of foaming as a technique, this presented an opportunity to review foaming methodologies that have been little studied.

Standard pest control injection tools and trigger valves restrict the flow of foam, limiting the treatments in large cavity areas to a limited area near the point of application. Foam tends to liquefy and settle giving uneven distribution. RAPID Training ran a series of trials with assistance from Ensysstex, who provided the chemical, Maxxthor; and performed soil analyses for determining results and foam/chemical movement. The trials determined the optimal requirements to ensure even coverage and the requirements for application points to ensure the full treatment of different sized areas.

This is a detailed study and we recommend you contact RAPID Training for full details of their study before you consider foaming technologies. It is important to have a thorough knowledge of the dynamics of foam movement in different situations.

Steve King can be contacted at Rapid Training, 02-4954-3655 or steve@rapidtraining.com.au.

Congratulations to Brett Holden of Ezy Pest Solutions in Victoria. Brett won the Olympus Tough 1030SW Digital Camera in the subscriber competition offered in Issue 3 of Thor's Thunder.

And Brett was rapt with his win. "Just fantastic," he said, "I use Ensysstex products exclusively and will make great use of this camera too!"

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MAXXTHOR - Saves you DOLLARS in the long run!

Maxxthor is a unique, premium quality, professional strength product containing 100g/L bifenthrin formulated as a water-based, micro-fine suspension concentrate. In addition to the benefits we have previously extolled concerning the fact that it is more effective at killing insects, since it penetrates the spiracles more effectively; and its superior suspensibility and staying powers; long-term use of Maxxthor can actually save you money on your spray equipment!

Standard suspension concentrate formulations, with a particle size of 10 – 20 microns, will scour your equipment and seals far more than the micro-fine 3 micron particles in Maxxthor. And because Maxxthor is water-based, there are no harsh solvents to attack your seals such as occurs with emulsion concentrates.

But, before we continue, what of the question of 'Which is better, an Emulsion Concentrate or a Suspension Concentrate formulation for soil applications and use through reticulation systems?' Well, let's forget vested interest chemical company rhetoric; and get independent advice from the people who really know reticulation systems, the manufacturer's of the actual systems.

Alan Walker, General Manager of Termguard advises, "Termguard, as part of our Quality Excellence program, tests and approves all products for use through Termguard Reticulation systems. This is a rigorous evaluation that forms part of our Codemark Accreditation program, and includes external analysis of the treated soil samples by a NATA Accredited Laboratory. We have always found that the suspension concentrate products provide the best results. In fact, Maxxthor is the ONLY termiticide recommended and approved for use by Termguard, and for which we provide the Termguard Manufacturer's Warranty!"

Tony DiBetta of ALTIS similarly advises, "We have tested all the major formulations and consistently we have found that suspension concentrate formulations give a superior soil coverage compared to emulsion concentrates. This applies

not only to bifenthrin products such as Maxxthor, but also to imidacloprid and fipronil products. I have consistently recommended that our installers use suspension concentrate products for the best results."

Maxxthor's unique formulation is proven to provide the soil penetration you need for a complete and continuous barrier. It is also approved under Codemark Accreditations for both Termguard and ALTIS systems.

Now, please don't just take our word about how and why Maxxthor protects your equipment and **SAVES YOU MONEY**, listen to what some of your colleagues, who have been using Maxxthor for some time now, have to say....



Rod Walker, Enviropest Group.

"We have observed significantly reduced maintenance costs on all our equipment following the use of Maxxthor."

WHAT DID THEY SAY?

ROD WALKER

General Manager – Enviropest Group.

As General Manager of one of the five largest pest control groups in Australia, Rod is well aware of the costs of equipment and maintenance expenses. The Enviropest Group is also one of the largest pre-construction treatment companies, holding Termguard Reticulation System franchises for NSW and Victoria.

At a recent pest management conference Rod advised the audience of the benefits his group of companies had noted since switching to Maxxthor, “We have observed significantly reduced maintenance costs on all our equipment following the use of Maxxthor. Hoses and pumps have particularly benefited. Previously we had to use premium quality Viton seals on our pumps; these would last at most six months. Since using Maxxthor we have been able to go back to basic neoprene seals at one quarter the price of a Viton seal, and they have now lasted over 18 months without replacement.

In the case of hoses, we would regularly find hoses that delaminated, and at \$9 a metre that is a big replacement cost for a 50 metre hose! We have had no damage whatsoever to hoses since using Maxxthor.”

Rod continued by advising, “The benefits to Maxxthor don’t stop there, we have always found Ensystem are able, and more importantly, very willing to assist us with any technical issues that arise. As an R&D based company they have the data that is often needed to provide quality technical support, and they readily make it available to support our business. We have largely moved to using Ensystem products as a consequence.”

DAVID ROSS

Spider Sprayers, Gippsland, VIC



David Ross, Spider Sprayers.

David comes originally from a Customer Service background in the hospitality industry and so he focuses SpiderSprayers on providing high levels of service and spending extra time at jobs to ensure they are correct. Operating a business in country Victoria, servicing small local communities places an extra onus on Spider Sprayers to deliver top quality results consistently, with most of their new business arising from recommendations from other satisfied clients.

“We carefully evaluate all new products,” advised David, “before we consider making a change. Call-backs can be expensive to both our reputation; and our pocket, with the high travel costs associated with the large distances covered.

Spider Sprayers also holds the Termguard license for the Gippsland region and have become the largest installer of Reticulation systems in the region. And of course we solely use Maxxthor once a system is installed and for all retreatments. Maxxthor has lived up to everything Ensystem claims with respect to performance, support and; we have no damage occurring to our equipment! We are a small business, so for me it is also great to know that I only have to pick up the phone if I need any help at all.

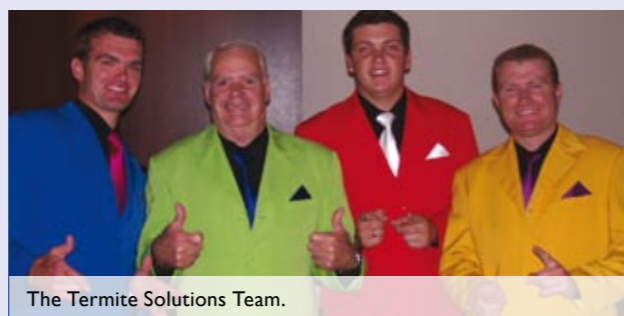
And Ensystem have not forgotten the country pest controller, they are only too willing to help. I really appreciate it, especially with my Customer Service background, that even as a small country operator, I get regular personal rep visits, product knowledge updates and prompt deliveries. This is why SpiderSprayers has aligned our business with Ensystem, we use all Ensystem’s products and always get great results.”

MIKE TROTMAN

Wide Bay Termite Solutions, QLD

“The Termite Solutions team made the change to Maxxthor over 12 months ago. As the Termguard franchisee for the Wide Bay region, we use large volumes of liquid termiticide and have found Maxxthor the optimal solution. Our team like the fact that it is water-based and odourless, which is important with the warmer weather up here. We have also noticed much better results since changing to Maxxthor. No call backs is important for us!

An added benefit has been a reduction in our maintenance costs for pumps, hoses, fittings, etc. We just don’t have a worry since using Maxxthor. And it also means that just one product on the truck can be used for termites as well as general pest control. Wide Bay Termite Solutions Team gives the thumbs up to Maxxthor!”



The Termite Solutions Team.

GRAHAM FRASER & ELENA MILKOVITSCH

Manager/Director - Blakes Pest Management, Sydney

Blakes Pest Management is a large business, based in the western suburbs of Sydney, and operating throughout the Sydney basin. With a strong emphasis on quality and detailed management information systems in place to manage costs in the highly competitive western Sydney market, Graham and Elena note that, “We have been using Maxxthor since early 2007, and have definitely recorded a marked drop-off in client call-backs during that time.

Also we have no damage occurring to our seals or hoses. Consequently, Maxxthor is now our key upfront, all-round insecticide.”



Blakes Pest Management.

URBAN PIGEONS

Rock pigeons have been associated with humans for longer than any other bird species — including the chicken! Bird management professionals know that pigeons are frequently one of the most difficult birds to exclude or remove from an area, thanks to their commitment to roosting and nesting sites. Millions of dollars are spent every year on pigeon control devices, but how often do we stop to think, ‘Why are these pigeons here? What is so attractive to them?’ or, ‘If we remove the pigeons from this particular area, can others replace them?’ These are key considerations in bird management programs.

To implement sound, long-term pigeon management programs we need to recognise how pigeon populations interact within our urban environments. Rock pigeons are believed to have originated on cliffs in Asia and along the Mediterranean Sea. They were later domesticated. When these domesticated pigeons escaped, they effectively formed a new, free-living sub-species, the feral pigeon. Feral pigeons are distinctly different to the wild rock pigeon, or current domestic pigeons, though we still refer to them as *Columba livia*, they are special pigeons.

When we look at pigeon control in our cities, we see how high-rise buildings, with their window ledges, air-conditioning units and decorative facades and ledges, mimic the pigeons’ native cliffs. Our cities are now the ecological equivalents of the feral pigeons’ original sea cliff dwellings!

Feral pigeon survival and reproductive instincts are still generally the same as their common ancestry. In essence, our city environments are now the feral pigeon’s natural environment to live and breed. In our man-made environment though there is decreased natural competition and predation, and abundant food sources! This dramatically increases feral pigeon survival rates and populations.

Feral pigeon populations are dynamic systems influenced by births, deaths, emigration and immigration. If change occurs in any of these population criteria, pigeon numbers will react. E.g. if we quickly remove large numbers of feral pigeons from a roosting

area using traps or baiting, without excluding the pigeons, then pigeon populations will likely react through immigration from surrounding areas and/or increasing reproduction rates or brood numbers. Exclusion must always be implemented in a pigeon management program.

Feral pigeons are successful in our cities and suburbs because we create an environment with plenty of roosting and nesting sites that are largely free from predators and natural competition. Then we exacerbate the issue by throwing food out, or making food readily available through poorly sealed dumpsters and so on, or even directly feeding the pigeons; to create ideal food resources for an exceptionally resourceful bird.

The latest highly publicised feral pigeon management craze in the USA is birth control, which has been implemented in several communities including Hollywood. An interesting concept: Birth control for pigeons. The jury is still out on this strategy, but considering the feral pigeon’s ecology, adaptability and population dynamism —our bet is on the pigeon!

The Avithor range of bird management strategies has been developed as a total system to ensure effective pigeon management. Avithor includes Ecomic Bird Spikes, Cable Bird, Bird-Out and Avithor Net to give a solution for all bird pressures.

Give us a call on **13 35 36** for more details.

