

OUR COMMITMENT



Welcome to the first edition of the GARDEX GARDIAN! This is our latest effort to provide up-to-date information on the Industry, regulations and registrations, Suppliers and Gardex News as it affects your business. This accompanies our efforts with the Gardex websites and Facebook pages, designed to make doing business with Gardex a better experience overall.

We are still facing the effects of COVID on all our business and personal dealings. Supply lines and prices have soared, product supply questionable and customers have been reluctant to buy. Those that have been lucky enough to stay in business I might add.

Luckily very few Pest Control Companies were forced to stop their operations strictly due to COVID, but there has been a spike in early retirements and in selling businesses early.

Gardex has built our business by offering superior customer service, and truly believe open communication is good for everyone in the Pest Control Industry. Hopefully you'll find this issue of the GARDIAN an enjoyable and informative communication tool!

Regards,
Karen Furguele
President, Gardex Chemicals Ltd.

CUSTOMER AND PRODUCT SPOTLIGHT: SYNGENTA'S DEMAND CS

Demand CS insecticide is a versatile and effective solution for both indoor and outdoor pest control in Canada. It is highly effective against a wide range of pests, including ants, bed bugs, spiders, and many more. One of its key benefits is its long-lasting residual activity, which means that it will continue to control pests for weeks after application.

Demand CS is odorless, making it an ideal solution for use in sensitive environments such as hospitals, schools, and food processing plants. It is also non-staining.

Demand CS is perfect for use around outdoor living spaces, such as patios, decks, and gardens, as well as commercial outdoor areas.



One of the unique features of Demand CS insecticide is its microcap polymer technology. This advanced technology allows the active ingredients to be released slowly over time, and have better sticking power, providing longer-lasting pest control with fewer applications.

It is important to note that Demand CS insecticide should be used in accordance with the label instructions and guidelines to ensure safe and effective use.

The label specifies that the maximum daily use rate of Demand CS insecticide is 7.2 litres per day. It's important to understand that this is 7.2 litres of actual product, not finished spray. 7.2 litres of product will make 2,400 litres of finished spray.

PRODUCT UPDATES

SCORPIO Tim Tripp, Canadian Business Manager, Neudorff

If you haven't tried SCORPIO ant products, add them into your program this year. The level of toxicity and targeted effect on specific insects makes SCORPIO range of products ideal for sensitive accounts while offering very effective solutions in every account you service.

SCORPIO baits contain Spinosad, the by-product of a soil dwelling bacteria, and is a fairly new active ingredient to the structural pest control market in Canada. SCORPIO baits come in a choice of liquid or pelleted formulations.

SCORPIO is sold in an economical 1L bottle and a convenient single use ant bait station. SCORPIO LIQUID ANT BAIT is a highly attractive bait that works well against a wide variety of ants, including carpenter ants. It can be used indoors and outdoors in bait stations. Expect colony control in 1-2 weeks.

If you are looking for a dry bait, SCORPIO also comes in a solid bait for outdoor application and is a durable, easy to apply micro-pellet bait that controls a wide variety of ants outdoors. It will last up to four weeks and can be purchased as a 10kg bag or a 2.25kg shaker jug.



SCORPIO ANT GRANULES round off the SCORPIO line. This product contains pyrethrins and is sold in a 2.25kg shaker jug. SCORPIO ANT GRANULES is for outdoor use and can be applied dry as a broadcast or dissolved in water to create a drench for ant nests. Expect rapid control of ants with SCORPIO ANT GRANULES.

SCORPIO ant products offer unique solutions indoors and outdoors for ants and are an important part of resistance management program.

SUSPEND POLYZONE

Suspend Polyzone has received full registration from Health Canada and is due to be launched this year, but unfortunately with restricted supply for the initial year of sales.

In speaking with Darcy Olds, technical sales representative for ENVU, there will be a soft launch of the product in 2023 and supplies are limited. The anticipated date for product to arrive in Canada is late May of this year.

The polymer-based formulation contains the active deltamethrin, which is being sold as an SC as DELTAGARD. The POLYZONE formulation is now marketed under the brand Annihilator and sold exclusively into the farm/animal housing market with good results, and the structural label has a wide range of use areas and pests.

TECH TIP

Did you know?

A Vehicle Spill Kit is essential for anyone operating a work vehicle. Whether you are transporting chemicals or other liquids, these kits are designed to rapidly contain spills while on the go, therefore minimizing the risk to people, property and the environment.

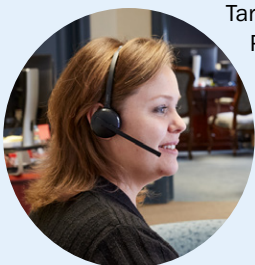
The Vehicle Spill Kit contains various absorbents, disposable bags, gloves and goggles.



Get your Vehicle Spill Kit today!
Refer to code: **SPILLKIT2023**
for a 10% discount!

MEET Tara

Interested in learning more about pest control products and their uses? Look no further than Tara!



Tara has over 10 years of experience in the Pest Control Industry, with 7 of those years being spent with us here at Gardex. If you ever need help navigating label requirements, understanding how products work and on which pests, Tara has the knowledge and expertise to guide you.

“What I like about this industry and working at Gardex is that every day is different. Whether its taking orders, making calls or going through labels to ensure I understand the product well. And it's not just about product, we make certain to let customers know of new regulations and updates on product labels that may affect their business. I realize the importance of timely service in getting information and product to our customers in order for them to do their jobs effectively. The most important part of my job and daily routine is making sure that our customers are happy and have everything they need.”



INDUSTRY NEWS: SPMAO UPDATE!

Our AGM was held on Wednesday March 29th at Bond Executive and online. The new board was voted in at this time along with a year in review given by Dusana Bondy, Past President.

Thank you to everyone who ran for the board this year. Your interest is noted and the board encourages everyone to get involved with the association, making it stronger.

PLEASE WELCOME OUR NEW BOARD FOR 2023/2024



Liz Naylor
President



Dusana Bondy
Past President



Sharon Izzo
Treasurer



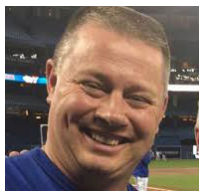
Greg Mulrone
Executive Director



Paolo Bossio
Director



Geoff Walsh
Director



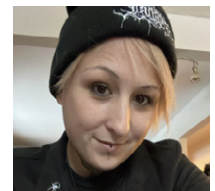
Dan Robert
Director



Jacki Harkness
Director



Bill Hughson
Director



Rachel Mendes
Director

We will be holding fall workshops again in person. The board has unanimously voted to go back to Kingston and London this fall. Stay tuned for details.

- The annual conference will be coming back in person again to a GTA location in Jan 2024. It will be a two day event with ample opportunity for networking and technical learning.

- Dusana Bondy and Rob Quinn recently visited Fleming College to speak with the Eco System Management students about career opportunities in pest management. Just another way your association is working to attract more candidates to the industry!
- CEC's continue to be a focal point for the board this year and will work with CPMA to spark dialogue with the MECF.

*Through dedication to the industry and commitment to knowledge,
your 2023/2024 board will work to make an amazing industry stronger!*

WHAT'S HAPPENING

NEWS FROM GARDEX VANCOUVER

Flatline is one product that is moving well for rodenticides," reports Kaleb De Jong, branch manager in Burnaby BC. "It's the first chlorophacinone soft bait rodenticide on the market. With the recent ban of second-generation rodenticides like Contrac or Resolv in BC, this is a very good alternative." Flatline is a palatable, multiple-feed soft bait that effectively kills rats and mice. Flatline is for consistent everyday use – during light to heavy rodent activity.

Interest is also high on Scorpio as clients are getting good results in using the product, especially Scorpio Bait Stations, and Liquid Bottles.

Aprenhed is another product a lot of clients love once they try it, they cite that there's little to no call backs and prefer using this as the only insecticide for bed bugs.

THE VIEW IN QUEBEC

Montreal is now another city in Canada that is restricting PMRA registered products normally used everyday for pest control. This includes many common insecticides used every day, and like BC have restricted the use of second-generation rodenticides.

"Customers are looking for alternative products to fit the parameters put out by the city. For rats and mice Ditrac is being used, with some interest in Flatline soft bait" Lucia Davidde, Customer Service Representative, informs us.

With new restrictions, more emphasis on products like diatomaceous earth, pyrethrins and boric acid will have to be used on a variety of insects. "We don't have a wide range of products that can be used" she states, "so control may suffer somewhat, while retreats and call backs increase."



Let's Take the Regional Pesticide Bans One Step Further, and Bypass Health Canada in the Process.

I'm bewildered at how local government can override all the data and research and chemists, ecologists, microbiologists, toxicologists, MD's and PhD's who work at Health Canada in the PMRA. That means the PMRA's highly valued, educated, and respected scientists put in years of work for nothing? It certainly doesn't guarantee the pesticide can be used.

Banning, or by passing restrictive legislation effectively making it impossible to use, should be a slap in the face to Health Canada. The end effect is something like "We know what you say, but we don't believe you."

To read the rest of the article go to robertsrants.ca

CATCH THE WORDS!

The words are hiding, see if you can find them all!

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|------------|--------------|------------|
| FLIES | SAFETY | INSECTS |
| FLEAS | SPRAYER | PHEROMONES |
| CONTROL | MATTRESS | MONITORING |
| COMMERCIAL | BEDBUG | WILDLIFE |
| TRAPS | RODENTICIDES | EXCLUSION |
| RATS | LABEL | EQUIPMENT |
| MICE | BAIT | |

H I W O M A I R J M N W X G P R F L H O
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