

OUR COMMITMENT



Welcome to the second edition of the GARDEX GARDIAN! We hope that you found our first edition informative and educational.

Gardex has been around a long time, and in that time, we have been front and centre to all the numerous changes within our Industry. Our mission

is and will always be to provide top quality customer service for Pest Control Technicians and Operators.

As a part of our continued commitment to customer service, I am pleased to welcome Kulwinder to our Gardex family. Kulwinder brings years of warehouse experience with her, and we are thrilled to have her as a great addition amid a busy summer season!

I have always stated, our success is built on the success and well-being of our customers. I hope that you all have a good summer, with insect populations being high. But, remember to be safe!

Regards,
Karen Furguele
President, Gardex Chemicals Ltd.

PRODUCT SPOTLIGHT: SECLIRA WSG - COMING SOON!

We are anticipating the arrival of BASF's NEW Seclira WSG (water soluble granular) later this summer. Seclira WSG insecticide gives you the power and flexibility to provide long lasting control of ants, cockroaches, fleas, house flies, brown marmorated stink bugs and more at the source!

- Indoor and outdoor usage
- Controls pyrethroid resistant bed bugs
- Provides residual control of a broad spectrum of unwanted pests such as ants and spiders
- Fast knockdown and long residual
- Dries without residue or staining, is clear and odourless
- Economical spray for larger areas with a short re-entry interval

PESTS CONTROLLED:

Ants (excluding Pharaoh), Asian lady beetles, bed bugs, brown marmorated stinkbugs, centipedes, crickets, cockroaches (American and German), earwigs, fleas, house flies, millipedes, paper wasps, pillbugs, sowbugs, spiders, springtails, stored product beetle pests (confused flour beetle, granary weevil, lesser grain borer and warehouse beetle), yellow jackets.



Seclira[®] WSG
Insecticide

WHAT'S HAPPENING

The arrival of summer was delayed, as the majority of the country experienced damper and chillier weather until mid-June. Some delaying of insect activity took place around the country, especially outdoor ant populations.

The lack of snowfall and spring rains in the northern parts of each province, and throughout the Prairies, has produced record fires and damage. Our thoughts go out to all effected by this countrywide tragedy.

But all that has changed come July 1st, and heavy populations of ants, bees and wasps are prevalent everywhere.

Two insect pests that are becoming a major problem across Canada are ticks, both deer and brown dog, and carpenter bees. Many customers are looking for different solutions to these problems, but mainly relying on sprays of Demand CS and Dragnet.

Several companies have shown interest in the Tick Tube as an added means of control for ticks, especially deer ticks that rely on mice as part of their host animals in their life cycle. The tubes are treated with a low dose of permethrin that rubs off on the mouse as it darts through the tube for protection. This kills any ticks that adhere to the mouse, reducing the overall tick population.

Another interesting product, and something to offer your eco friendly customers, is the Best Bees Brothers' carpenter bee trap. The carpenter bee is fooled into thinking the hole in the wood is the perfect place to investigate and once entered become trapped inside for release or extermination.



We have had one new product launched in the insecticide market already, with Suspend Polyzone (deltamethrin) supply coming in June. Although supplies are limited, due to the late start we still have product available to purchase and try out.

The shipment of Seclira WSG (water soluble granular) from BASF is expected to arrive in August and is another great product with a different chemistry than pyrethroids.

We would like to wish you all good luck and good health the rest of this busy time of year.

TECH TIP

Did you know?

Anytime that you purchase a new pest control product, you must ensure that you have copies of the product SDS and Label. It's important to have the most recent copy of the SDS available in case of any accidents. A pesticide label outlines very important information such as active ingredient, precautions, listed pests that the product is used for and how to properly apply the product.

If you need any of these important documents, visit our website or call us to let us know!

LET US KNOW!

Here's your chance to voice your opinion. We want to hear from you! Answer the survey questions and receive 5% off your next order.

<https://www.surveymonkey.com/r/25L5553>

MEET Samantha



Looking to understand about the newest and most effective products on the market? Samantha is eager to let you know!

With over 13 years of experience working at Gardex Chemicals in Etobicoke, Samantha's main mission is to keep customers happy. She takes immense pride in helping businesses like yours succeed.

What I love about Gardex and dealing with customers is that every day I learn something new. Whether its information about new products and their usage, important updates that come from the PMRA, or pivotal information from our President, Director of Operations, or any of my colleagues. We all share valuable information to make Gardex the best company to choose for all your Pest Control Products! I love my job. I enjoy working to serve customers. I believe that an extra step and a big smile will take you places. I make sure each customer whether large or small gets my devoted attention when they place an order or need help with understanding products and pests.



IN THE NEWS: A TICKing TIME BOMB!

Summer is the season that Canadians wait for all year long. There's no experience quite like savouring the company of loved ones, including our furry friends, while enjoying the delightful warmth of the outdoors!

Unfortunately, it's also the season for blood-sucking, disease-spreading ticks.

You've probably heard on the news that ticks are exploding in numbers this year. They are also spreading rapidly into new areas across the country and some experts have claimed that climate change is to blame.

Did you know about 40 species of ticks are found in Canada? The biggest concern is the blacklegged tick, also called the deer tick. The blacklegged tick is the primary vector of Lyme disease, which can cause serious, long-term health problems in people and pets.

You get Lyme disease when a tick infected with *Borrelia* bacteria bites you and then feeds on your blood. Due to such a rapid spread of ticks, we are now seeing more and more people and pets being exposed to Lyme disease in areas where they weren't before.

Common dog ticks can also transmit diseases, including Rocky Mountain spotted fever.



PRODUCTS TO CONTROL TICKS:

- Dragnet
- Prelude 240
- DeltaGard SC
- Suspend Polyzone
- Thermacell Tick Tubes
- Knock Down Pro-153

ADVICE TO GIVE TO YOUR CUSTOMERS:

- Take steps to defend yourself and pets, especially in natural areas. Ticks hang from tall grasses and low-hanging branches, grabbing onto hosts that brush against them, so stick to the center of trails.
- Reduce tick habitats around your home. Deter wild animals, which bring ticks onto the property, with fencing and by removing food and water sources.
- Control rodents on your property. Ticks first get infected with disease-causing bacteria when they feed on infected mice. Make your yard less hospitable to rodents, which includes regular pest control servicing for peace of mind.

LATEST FROM VANCOUVER

Rodents are a year-round problem, and with the recent changes in rodenticide use, they remain at the top of the reoccurring pest list. Now that summer is in full swing, Pharoah Ants are soon to become a top pest that operators will be focussing on. Since Avert360A Dual Choice Bait Stations were off the market for a brief period, most operators found controlling these ants a difficult task. It's now back on the market and operators are relieved to once again have an effective tool to control this pesky pest and other labelled ants. The chemical class of these stations make them usable within Vancouver under the Neonicotinoid Ban, and the protein/sugar blend is effective when targeting a variety of ants. While Pharoah Ants are a nuisance to control, others have found success in using Maxforce Quantum, Scorpio PCO Ant Granular Bags/Shaker bottles, and pre-filled bait stations to control Carpenter, Pavement and Odorous House Ants in their regular ant bait rotation. Clients have stressed the importance of effective control in switching out ant bait often to ensure control rate is optimal.

[Kaleb de Jong](#)

Technical Representative



MOSQUITO LESS(ON) LEARNED

This just seemed like this little screw up needed to be documented.

There have been several attempts at bringing 25(b) products or those Generally Regarded as Safe (GRAS) products into Canada. You remember the EPA decided products like thyme oil, spearmint oil and other plant-based extracts did not require a full blow data package, or any package to be used as a pesticide in the US.

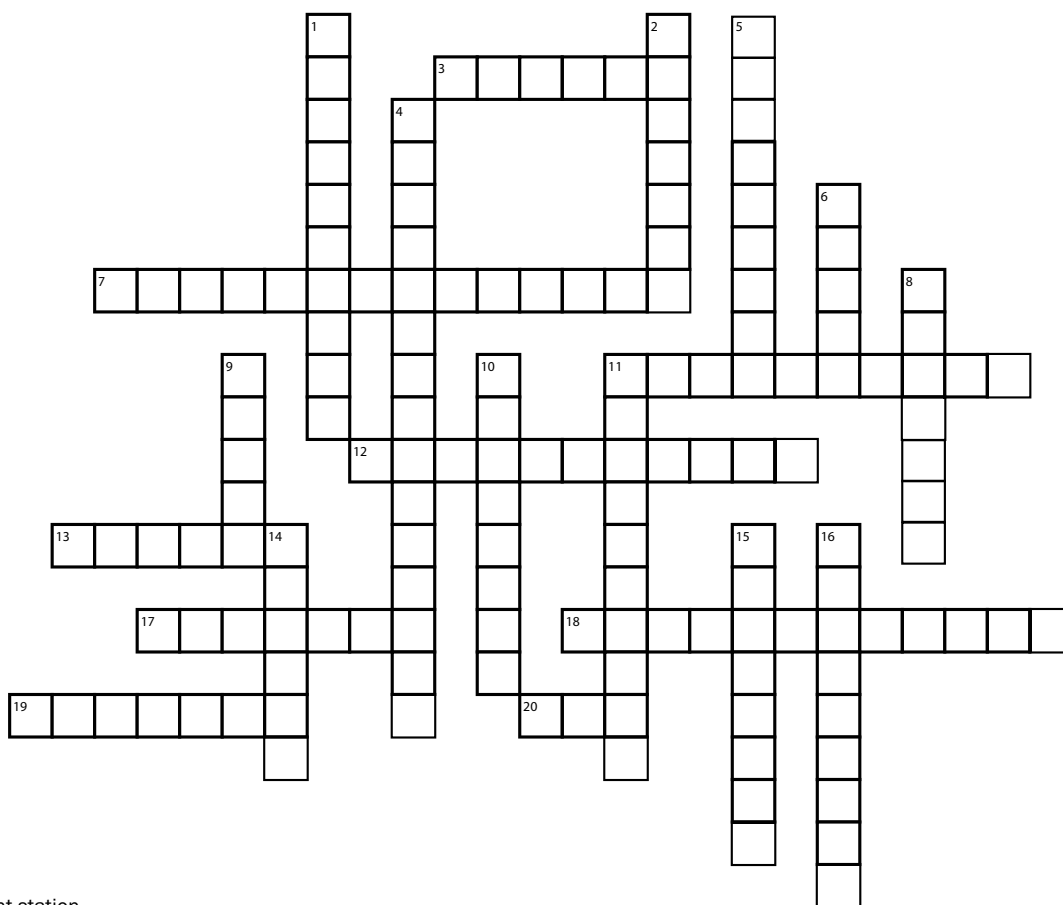
Extract from citrus, d-limonene another great example.

But in Canada?

No way. Show me the money!!

Read more: robertsrants.ca/mosquito-lesson-learned/

TEST YOUR PRODUCT KNOWLEDGE



DOWN

1. Weighted rodent station
2. A broad spectrum insecticide concentrate
4. New product from envu
5. An ideal bait station for controlling Pharaoh and Household ants
6. A dry flowable bait
8. A popular aerosol, broad spectrum label
9. Important to read prior to any product application
10. The best bait for any sugar feeding ant
11. New product from BASF
14. A man's name, and snap trap brand
15. A ready-to-use fungal biopesticide
16. Control ticks with this envu product

ACROSS

3. A powder used as a termiticide, insecticide and a fungicide
7. A product to control bait-averse strains of cockroaches
11. The world's top bird netting
12. Top selling rodenticide
13. A soft bait for use indoors and out
17. Use with a bed bug lure to detect bed bugs
18. Our #1 fruit fly trap
19. An ant bait containing Spinosad
20. Summary document that provides information about the hazards of a product and safety precautions

ANSWERS

DOWN: 1. evoexpress, 2. Dragnet 4. suspendpolyzone 5. Avert360A, 6. Avert, 8. Konk407, 9. Label, 10. Optigard, 11. seclirawsg, 14. Victor, 15. Aprehend, 16. deltagard

ACROSS: 3. Timbor, 7. MaxforceImpact, 11. Stealthnet, 12. ContracBlox, 13. Resolv, 17. Volcano, 18. Naturalcatch, 19. Scorpio, 20. SDS



For more information on how Gardex can help you, please contact us at:
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gardexinc.com

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