

HAPPY HOLIDAYS

FROM ALL YOUR FRIENDS AT GARDEX!

2023 proved to be another exciting and eventful year for the Pest Control Industry. Most markets were up as the summer, although late in coming, extended well beyond August and into October.

In speaking with many of you, the year has been positive for the most part, and we've even seen some new products registered! Although everyone is expressing concerns on the amount of new localized restrictions occurring throughout the country.

We at Gardex live by our Mission Statement that we are only as successful as our customers, and we have built that success by building partnerships with our customers.

We greatly appreciate everyone's support, and we look forward to a happy and prosperous New Year.



PRODUCT SPOTLIGHT: BELL LAB'S LIQUA-TOX II FC RODENTICIDE IS NOW AVAILABLE AT GARDEX!

Liqua-Tox II is a liquid concentrate containing the active ingredient, Diphacinone, that kills rats and mice.

LIQUA-TOX II gives effective control in dry conditions or when competition from other food sources is high, such as in grain elevators and food storage warehouses. Rats need water daily, whereas mice will drink when liquids are available.

[CLICK HERE](#) to check out [Liqua-Tox II](#)

LIQUA-TOX II must be used with a liquid metering dispenser, placed within a bait station. Check out the below options available to you from Gardex!

[LEARN MORE](#) about [Liquid Bait Station](#)

[CLICK HERE](#) to learn more about [Liquid Dispensing Bottle](#)



LET'S GET TECHNICAL!

On October 25th, Sheila Haddad from Bell Laboratories gave an informative hands-on session that covered rodenticides, IPM and Rodent Control and how to incorporate technology into your rodent programs. Are you interested in future technical workshops at Gardex?

Give us a call at 1-800-561-7302 to let us know!



TECH TIP

WINTERIZE YOUR SPRAYERS!

Most of the chemicals you use in your day-to-day service work have a negative effect on the gaskets, seals, and the hose itself. The solvents used as carriers, and some of the active ingredients, will eventually eat through or soften the seals so that the sprayer's performance becomes less than optimal. It may get to the point the sprayer won't hold pressure.

Even if you use your sprayer continually, it needs to be cleaned properly to protect your investment. There are spray tank cleaners on the market, but simple triple rinsing will do the same job.

This applies to sprayers still in service through the winter, as they need to be cleaned properly on a regulate.



TO TRIPLE RINSE:

- Your sprayer should be as empty as possible. If you have a partial tank, you can pour into a service container if it is properly labeled according to the PMRA requirements.
- Use clean water and add a minimum 10% of the sprayer volume back into the sprayer, agitate and spray out of the wand/nozzle into a container marked as Rinsate with the chemical name of the product last used.
- Repeat this step 3 times, always saving the Rinsate.
- On the 3rd time, make certain your hose is fully extended and lower than the sprayer to empty as completely as possible.
- Use the Rinsate to make your next tankful of the same chemical, so you don't cross contaminate.

MEET NIGEL



Leave it with me, let me see what I can do.

I was asked to make a comment on Nigel Nazareth celebrating his 25th Anniversary with Gardex. The above phrase is what immediately came to mind.

If you've ever done business with Gardex you will recognize the quote above as

Nigel's "go to" phrase whenever somebody needs something urgent. Or fixed ...or done yesterday.

For 25 years, Nigel Nazareth has run the day-to-day operations at Gardex, and he's done so in a style that you just don't see anymore.

Nigel has one focus - getting the job done for the customer. He manages to keep the shelves stocked on over 3000 sku's and knows the product code on nearly every one of them. He runs shipping and receiving like a general commanding his troops, but always in the nicest, and most polite manner going.

If you've ever had a clogged tip, a broken pump or needed advice on how to best apply and use a product, you probably know Nigel.

I've seen him fixing a sprayer with a customer, all the while talking on the phone with a supplier.

He's the type of employee that every business loves to have, and every business needs to have.

But despite his love for the company and its customers, Nigel is a fiercely devoted family man and dedicated to his loving wife Teresa and his two children, Kiefer and Trish. He's constantly telling stories of the tons of friends and relatives they are entertaining for the weekend.

I've worked side by side with Nigel for the past two decades, and, have to admit he's been one of the greatest people I've met, and I am very proud to call him friend most of all.

Congratulations Nigel!

Robert Percy
Director of Operations
Gardex



WHAT'S HAPPENING

FINALLY A GREAT PYRETHROID ALTERNATIVE!

Seclira WSG (water soluble granular) launched with much anticipation this past August. The ability to switch to a pyrethrin alternative that works well has the Professional Pest Control Industry keen to try it out for themselves!

BENEFITS:

- Provides long-lasting control of ants, cockroaches, fleas, house flies, brown marmorated stink bugs and more at the source.
- Controls pyrethroid resistant bed bugs and provides residual control of a broad spectrum of unwanted pests such as ants and spiders.
- Economical spray for larger areas with a short re-entry interval.
- Dries without residue or staining and provides an undetectable, non-repellent option with unsurpassed transfer effect, reducing the risk of unwanted pest sighting during treatment.
- Fast knockdown and long residual allow pest operators peace of mind and reduced call-backs after application.
- Clear, odorless, dissolves completely and will not clog equipment.

TO LEARN MORE VISIT [Seclira WSG](#) online!



Insecticide
Seclira® WSG

LATEST FROM TORONTO

Gardex is gearing up to host our Third Annual Toy & Food Drive. Collections will take place starting Wednesday November 1st and run until Friday December 8th. Please consider dropping by to visit us and donate a new, unused toy, gift card or items for the food drive at our warehouse at 7 Meridian Rd. in Etobicoke, Ontario.

All toys, store gift cards and food collected this holiday season will be sent to a local woman's shelter.

For more information, including ideas for donations

[CLICK HERE](#)



Left to Right:
Heather, Tony and Tara
deliver toys to the local
shelter in 2022



'TIS THE SEASON! RELAX A LITTLE, REFLECT A LITTLE AND BE PREPARED TO CHANGE.

As the year winds to a close it's a great time to take a well-deserved deep breath. Business is slowing down as the occasional invaders from outside die off with the frost, but a great long Indian Summer helped fill the coffers with an extra treatment here and there.

In retrospect not a bad year to be in Pest Control.

It's also a great time to review your customer base, the high points, and low points and figure out how to better tackle 2024.

But in doing this, take stock of your toolbox and make a note of what worked great, and what didn't. Call backs or a satisfied customer.

Then change, adopt and adapt, find out other's successes. And think about how to do your job with dwindling tools and product restrictions.

Be prepared for the on-going uprising in cities and towns and provinces as these pesticide bans and restrictions start to snowball across the country.

What happens if the rodenticide bans hits 80% of your customer base in Ontario? Or continues to expand to other products and use areas? Neonics, pyrethroids, and perimeter applications.

The trick is being proactive instead of reactive.

Let me give you an example...

READ MORE



HELP SANTA FIND THE WORDS

- 1. Tree
- 2. Holiday
- 3. Generosity
- 4. Merry
- 5. Snowfall
- 6. Festive
- 7. Hopeful
- 8. Decorate
- 9. Bells
- 10. Candy
- 11. Celebrate
- 12. Comfort
- 13. Eggnog
- 14. Fireplace
- 15. Fruitcake
- 16. Jolly
- 17. Mistletoe
- 18. Party
- 19. Travel
- 20. Winter
- 21. Wreath
- 22. Giving
- 23. Peaceful
- 24. Wonderful

FIND THE SPIRIT OF THE HOLIDAYS



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Gardex will be closed for the holidays on December 25th, 26th and 27th as well as January 1st, 2024. Please contact us to ensure that you have all your product needs covered prior to the holidays.



For more information on how Gardex can help you, please contact us at: contact@gardexinc.com or call 416-675-1638 Toll Free Canada: (800) 561-7302 gardexinc.com

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