

## THE SEASON IS UPON US!

Spring has almost sprung, and the arrival of warmer temperatures will likely mean more calls as mild winters often bring on increases in pest pressure.

### What can you do to prepare for the busy season?

- Review labels of insecticides and rodenticides that you may not have used in months. Ensure that there have been no changes to the way the product is used, and pests labelled. Update or complete your binder of all products/SDS.
- Get your equipment in order. Inspect for unexpected issues that may arise. The last thing you need is for equipment failure when business starts to pick-up.
- Review your inventory & organize stock. You don't want to be short stocked when it starts to get busy.
- Inspect your vehicles to ensure that proper PPE, spill kits, and other equipment is readily available.

### What about promoting your services?

#### There are several ways to do this:

- Get tech savvy - market your services on social media such as Facebook, Instagram, and LinkedIn.
- Set up your Google Business Profile. It's simple to manage and is a great tool for customers to leave reviews.
- Update your website often so that potential customers can see that you are still in business and have an active presence online.
- Get involved in your community, become a sponsor of a local sports team, or a non-profit organization.
- Advertise in your local newspaper.
- Expand your pest services... include more pests, such as termites, wildlife, and bird work, if you haven't already.

**Need help getting ready? Gardex is always here to help!**



## PRODUCT SPOTLIGHT: STEWARDSHIP UPDATE FOR DEMAND® CS INSECTICIDE

### Changes to how Demand® CS insecticide may be applied indoors in residential structures are now in effect.

These changes are a result of the completed re-evaluation of lambda-cyhalothrin by Health Canada's Pest Management Regulatory Agency (PMRA), affecting products formulated with this active ingredient – including Demand® CS insecticide from Syngenta (Reg. No. 27428).

To help applicators with the amended label directions, Syngenta has implemented a national stewardship program that includes this [on-demand webinar](#).

We ask that all applicators take a few minutes to watch the webinar each year to refresh themselves with the amended label directions.

For more detailed safe use reminders and information on how Demand CS must be applied or to access the amended label, visit [Syngenta.ca/DemandCS](https://www.syngenta.ca/DemandCS).

Always read and follow label directions. Demand® is a trademark of a Syngenta Group Company. Other trademarks are property of their respective owners. © 2024 Syngenta.



## PRODUCT SPOTLIGHT: ALTRISSET®



### A Smart Way to Protect Your Customer's Investment

Altriset® was developed to provide effective and long-lasting termite control with a low use rate. It works by paralyzing the mouths of termites within hours of exposure, stopping further damage immediately. But Altriset® doesn't stop there. Altriset has a delayed impact as well, which means exposed termites that have stopped feeding can still walk, groom and socialize in groups for an extended period of time. This behavior enhances the spread of Altriset among termite colony members.

At Syngenta, we maintain an ongoing commitment to Canadian Professional Pest Management. We are continually developing innovative pest control products to enable pest management professionals to keep everyday life from being interrupted by pests.

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## WHAT'S HAPPENING

### SPMAO & SPMABC

### IT'S SHOW SEASON!

The 2024 SPMAO Conference was held at the Delta Toronto Airport on Wednesday January 24<sup>th</sup> and Thursday January 25<sup>th</sup>. Speakers from all categories took to the stage to speak about everything from the use of Pheromones, Bird Exclusion, Health & Safety on the job, battling German Cockroaches, Bed Bugs, Mental Health & Wellness, and important updates from Health Canada.

Are you from Ontario? Looking to get involved and strengthen your voice in the pest control industry? Click below for information on how to become a member:

<https://www.spmao.ca/membership/join-today/>

The 2024 SPMABC conference was held on Friday February 2<sup>nd</sup> and Saturday February 3<sup>rd</sup> at the Delta Hotel by Marriott in Burnaby, BC. Speaker topics at the BC Conference included Pesticide Formulations, Wildlife & Bat Control, Stinging Pests of BC, Rodent Trapping, The Art of War on Ants, Health Canada Updates, and other important topics.

Are you from BC? Looking to recertify or obtain continuing education credits? Or would you like to know more about membership benefits? Visit SPMABC online today

<http://www.spmabc.com/index.cfm>



## LET US KNOW!



We are looking for your feedback on BASF's Seclira WSG. Do you have a good experience that you'd like to share?

Send us your thoughts to [hferreira@gardexinc.com](mailto:hferreira@gardexinc.com) by May 1<sup>st</sup> to be entered into our draw for a set of WeatherTeck All-Weather Floor Mats\*!

\*One entry per person. Winner will be contacted by telephone and the testimonial will be featured on our Facebook, LinkedIn and Gardex website.



## MEET Tony

*“Eager to help, enthusiastic and dedicated.”*

Tony has been with Gardex for 2.5 years!

Tony is responsible for shipping, and working closely with shipping companies to ensure that orders are sent out in a timely manner. When not taking care of the shipping, Tony is busy assisting customers at the counter with their orders and answering any product-related questions.

*“It has been nothing but a privilege to be a part of the Gardex team for the last 2.5 years. It is such a pleasure assisting customers, whether it be in person or making sure that they get their product on time and in good condition. I take pride in what I do, and it is my goal to ensure that customers get what they need for any pest that they may encounter!”*

So, next time you're in the area picking up your order, be sure to say hello to Tony!



## WHAT'S NEW:

The NEW PestBlaster Cordless electric duster is recommended for use in areas with heavy infestations. The PestBlaster comes with several extensions and nozzles, allowing technicians to do both spot treatments and generalized treatments.

- Light and compact, the PestBlaster is completely cordless and easy to transport.
- Rechargeable battery which gives you up to 90 minutes of continuous runtime.
- Recommended insecticides include, Diatomaceous Earth, Boric Acid and all other powders that are not sticky, granular or wet.

Call your local branch for details today!



## ROBERT'S RANTS by Robert Percy

### HERE A TECH, THERE A TECH.... WAIT WHERE THE HECK ARE ALL THE TECHS?

Good question eh?

The best solution so far? Steal 'em. Thats right, simply poach from a competitor. Have a little chat with a big 3 company technician...you know, Abell/Orkin/Steritech as you run into one picking up product at Gardex. I see it daily. Or put your business card under the wiper every time you see one stopped doing service.

Trolling at conventions and conferences was always fruitful, until Covid.

They are already trained and licensed, and most will tell you they are underpaid, overworked and smarter than their bosses!

Hell 10% will start their own Company in 2 years!

[Read More: https://robertsrants.ca/here-a-tech-there-a-tech-wait-where-the-heck-are-all-the-techs-%ef%bf%bc/](https://robertsrants.ca/here-a-tech-there-a-tech-wait-where-the-heck-are-all-the-techs-%ef%bf%bc/)



# ENJOY A GAME OF WORD JUMBLE!

Who doesn't love a good game of word jumble. Unscramble the words below and form new words.

NPONVRIETE

TTEMATREN

SCEESIP

GOILMSTEOTNO

IECTDNSICEI

TLIPINAPCAO

NOCPSTINEI

TIRPANPG

PMETEINHRR

OLPFISSRNAOE

CTURSTRLUA

OTIRNPEOCT

RLDUEASI

CULESNOIX

AEORABGRH

Answers can be found on the Gardex website.



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

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