

TIPS / ON INSECT MONITORING

VMPRODUCTS®

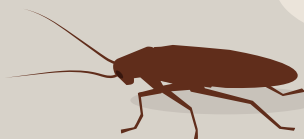


TABLE OF CONTENTS

INTRODUCTION
3

TIP 1 /
PLACEMENT
IS KEY
5



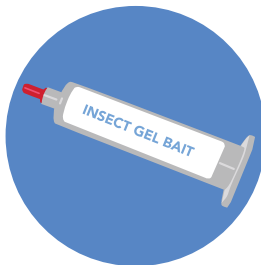
TIP 2 /
USE THE
RIGHT TOOLS
7



TIP 3 /
CORRECTLY
IDENTIFY
THE PEST
9



TIP 4 /
BAITING
10



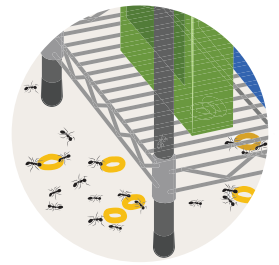
TIP 5 /
USE THE
DATA
11



TIP 6 /
ADJUST THE
PROGRAM
13



TIP 7 /
USE ALL
IPM STEPS
15



CONCLUSION
16

CONTACTS
18

Monitoring for insects is important: it provides information on what is present, where the pests may be inside the structure, and what the populations are doing. An effective monitoring program uses devices as an extra set of eyes to “see” what is going on when you aren’t physically at a location. They are always working 24/7, assuming they are being used correctly.



This resource will provide tips for monitoring insect pressure, but don't forget the other IPM steps. With the right knowledge, strategies, and tools, PMPs can enjoy great success in eradicating these insect populations and earn more business. This resource can help you save time and money by finding and treating the issues faster. Faster resolution means happier customers and more referrals.

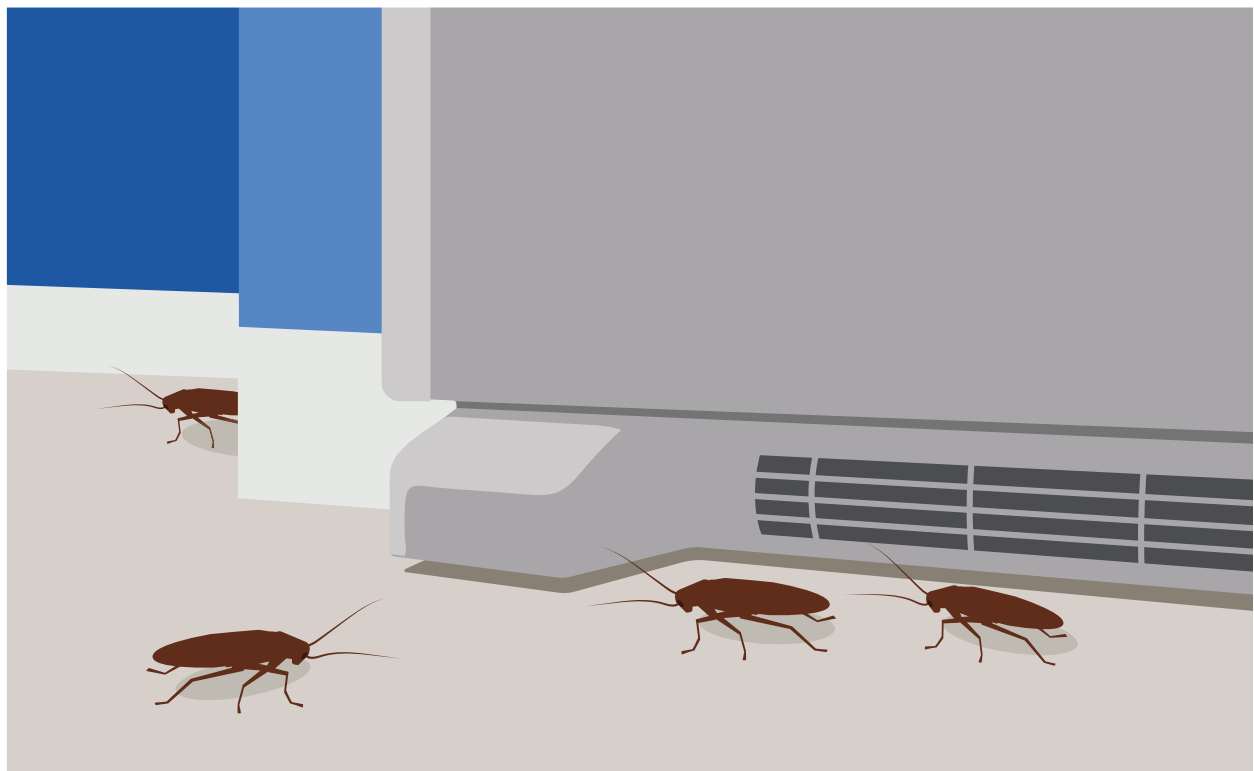


TIP 1 / PLACEMENT IS KEY

As with any monitoring or trapping device, where you place it can significantly impact the capture rate. Consider these tips when choosing where to put the monitors.

Concealed locations. Most insect pests are small and looking to be in hidden locations. They are not likely to be in the middle of a kitchen floor, they will be on the edges or underneath pallets. Place on wall edges, in corners, and in sheltered areas where the insects are likely to be. Another benefit is that people generally won't be near these areas so they can't get kicked away or stepped on or moved.

Look for the heat. Insects like warmth and anything with a running motor like a freezer, ice machine, dishwasher, or washing machine is going to be a warmer location that insects will gravitate to.



PLACEMENT IS KEY CONT

Look for moisture. Just like heat, many insects will be present in more humid and wet areas like drains, leaky pipes, and sink areas.



Think in 3D. A huge advantage of the EZ Conceal® is the ability to mount it on vertical surfaces, such as the sides of cabinets or on walls behind equipment. The double-sided foam tape on the back makes mounting it off the floor easy. This can help monitor some tricky areas, when a glueboard on the floor won't work (such as when the floors are consistently wet).

TIP 2 / USE THE RIGHT TOOLS

Glue board traps have a couple things in common: there is a thick paper or cardboard backing and a sticky surface. However, not all are created equal. Some can be folded, some are more sticky than others, some come with scents. The **EZ Conceal®** comes as a station and there are many advantages to this:

It is low profile—it can go into many different locations, like under equipment, in corners below shelving, and even behind panels and other narrow areas. Because it has a low, plastic cover to protect the glue board beneath, it can be placed underneath items that an open or even folded glue board can not.



EZ CONCEAL®
INSECT STATION

USE THE RIGHT TOOLS CONT

It's covered—to provide a dark space. Many pests such as cockroaches are drawn to darker spaces and these covered stations provide that sense of dark security, drawing them in.

It has a pitfall design—insects climb up the specially textured sides and fall into the well on the inside. This helps to fully capture the insects instead of them being able to pull off a leg or antennae and escaping.



TIP 3 / CORRECTLY IDENTIFY THE PEST

Knowing what species you are dealing with leads to important information like preferred habitat and food source. Knowing that can help you focus inspections and treatments and not spend time on places that will not be key areas. The **EZ Conceal®** makes this easy because the small glue board can be easily removed and closely looked at. It can also be taken back to the office and put under magnification for a positive identification.



TIP 4 / BAITING

If you know the common species of insects that are potential issues at the site or are specifically monitoring for a particular pest, it is simple to put a small amount of bait in a station like the **MBS¹**. By tracking how much bait is consumed between services, you can see the trends of increasing or decreasing populations. You can also tell which areas have the highest incidences of pests by which **MBS¹** have the most amount consumed out of them.

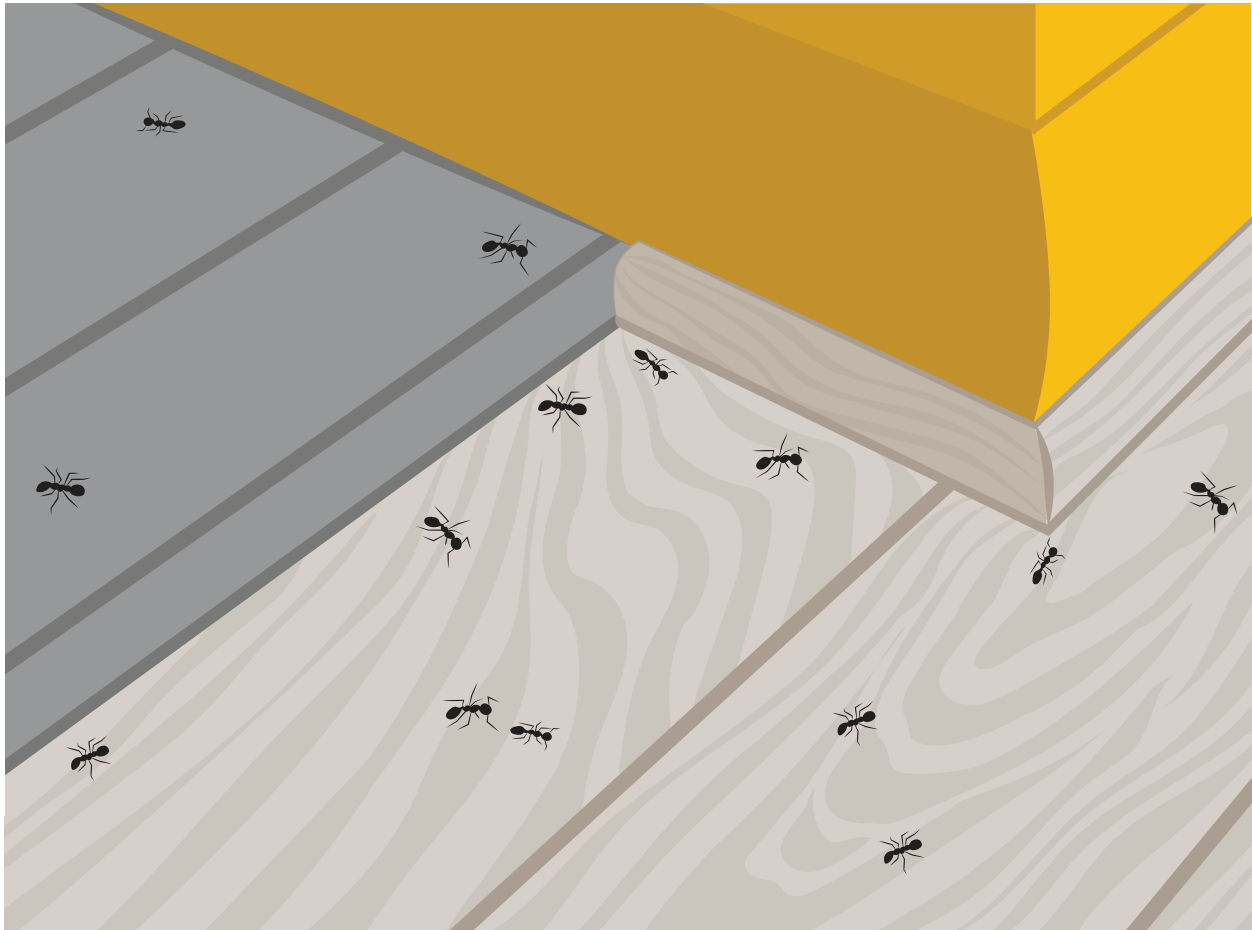


MBS¹
MOUSE BAIT STATION

TIP 5 / USE THE DATA

Capturing pests is the first step, using that information to your advantage is the next step. Here are some questions to ask yourself?

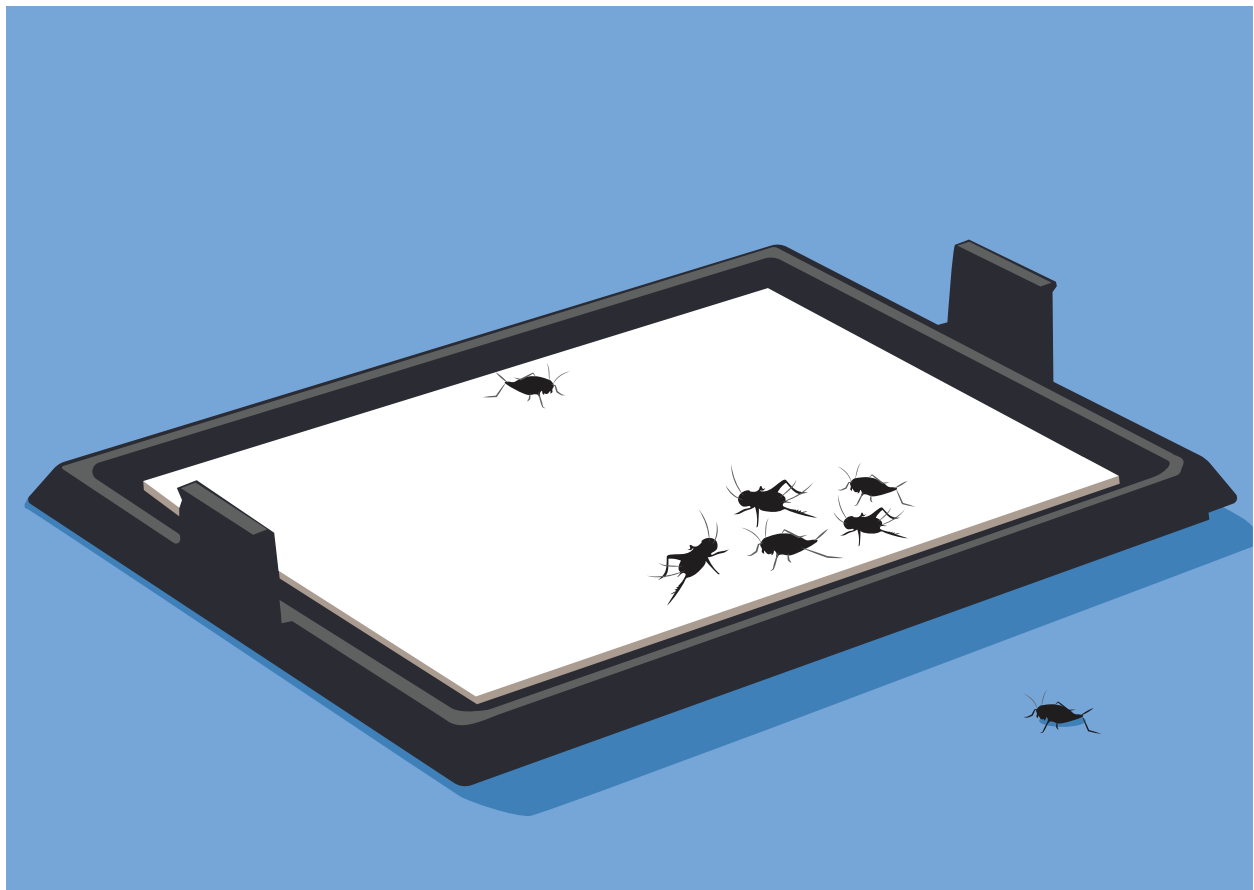
Are there particular “hot spots”? Finding these early, when there are one or just a few spots means you can aggressively target just those particular areas, preventing them from spreading. Once a pest problem is widespread through a site, it is a lot more difficult (and costly) to deal with.



USE THE DATA CONT

Are populations increasing or decreasing? If numbers are increasing, it can show if the problem is beginning to spread, if a sanitation issue may have been missed, or an exclusion opportunity still exists. If there is a reduction from previous visits, this can mean the current treatment plan is working.

Are there long-term trends? Many pests are seasonal and looking at the data from previous years can show when these insects are likely to start appearing. You can then plan for that by preemptively spot treating and inspecting for exclusion opportunities.



TIP 6 / ADJUST THE PROGRAM

Conditions are always changing and the monitoring program should adapt to those changes. Traps should be moved when necessary. It could be a kitchen remodel, different conditions such as new sanitation protocols, or new food products brought in. It can also be a short-term change such as a broken door seal or a leaking roof: it may not be able to be fixed immediately.



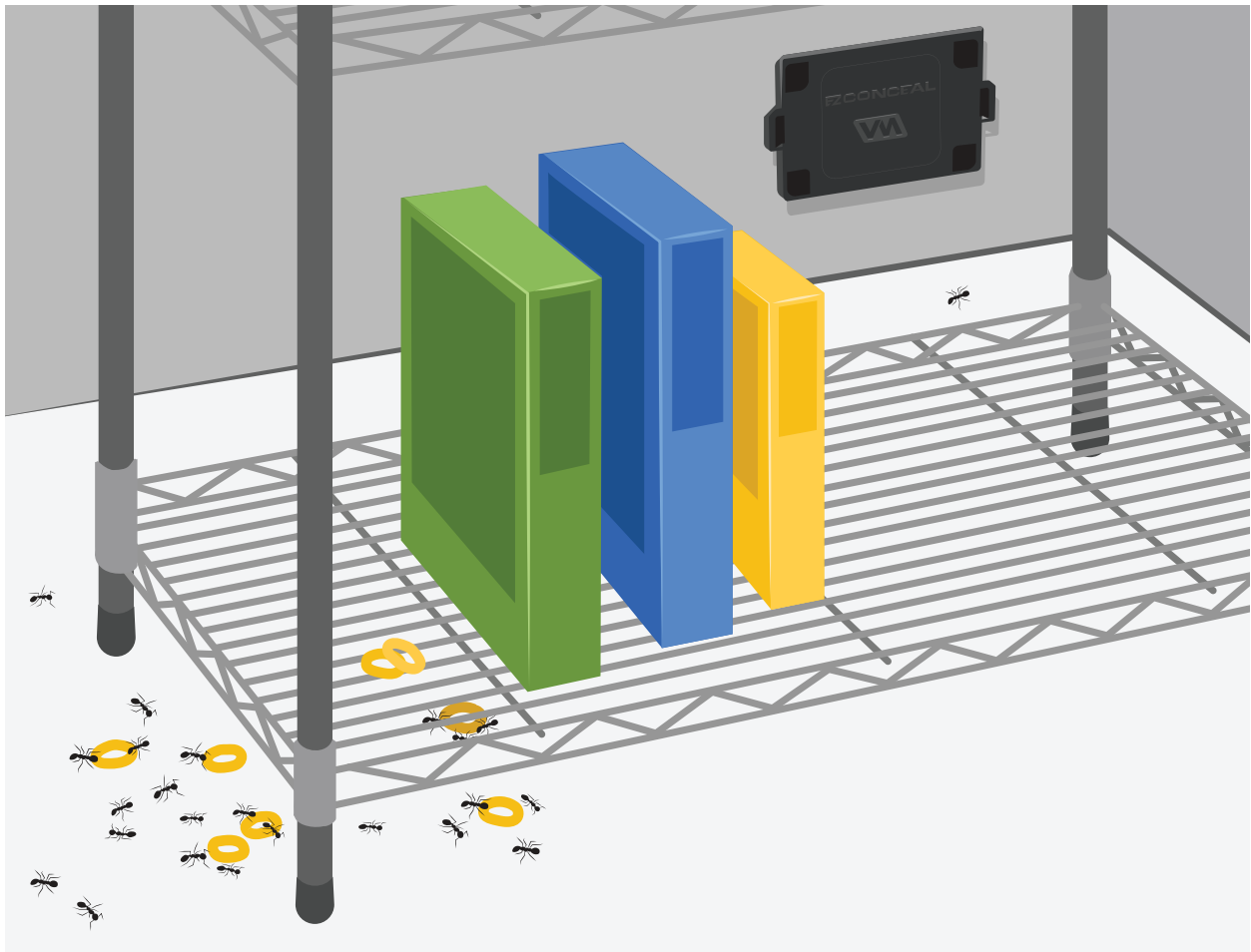
ADJUST THE PROGRAM CONT

Consider incorporating stations like the IBS® with bait inside. These can be used as a control device as well as a monitor. You can manage the insect populations with bait, and you can monitor how much bait is being consumed between visits. The IBS® easily mount to walls, fences, stakes, poles, etc., with adhesive tape, nails, screws, zip ties, Velcro®, or Liquid Nails®. Optional custom-fit adhesive tape and double-sided foam available.



TIP 7 / USE ALL IPM STEPS

Monitoring is impacted by all the other steps of an IPM program: inspection, sanitation, exclusion, and treatment. Heavy sanitation problems mean pests may not leave their food source and be captured in traps, giving you a false sense of security. Not addressing the exclusion points can mean too many insects coming in to be caught on the glue board and the problem spreading throughout a site. Certain treatments may drive pests further into hiding spots and away from monitors, making you think the problem is getting better when it may not be.



Monitoring with the EZ Conceal,[®] IBS,[®] and MBS¹[®] is a key component of an IPM program. Monitors help identify problems early, often before they are noticed by human eyes. If the data is used correctly, it can mean fast resolution of small, locally isolated issues instead of more costly, widespread and time consuming problems.



Use monitors to tell you when issues start, where they are occurring, and the locations to inspect and treat. For more on the EZ Conceal® or any other VM Product, visit us at VMProducts.com.



CONTACTS

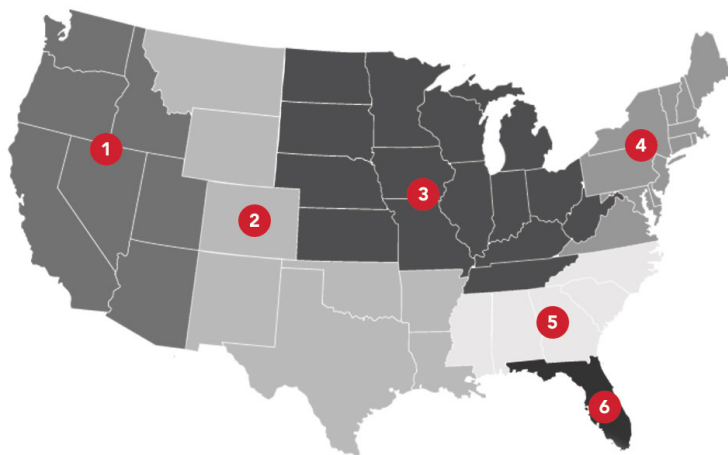


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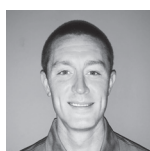
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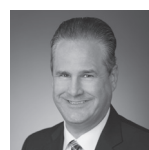


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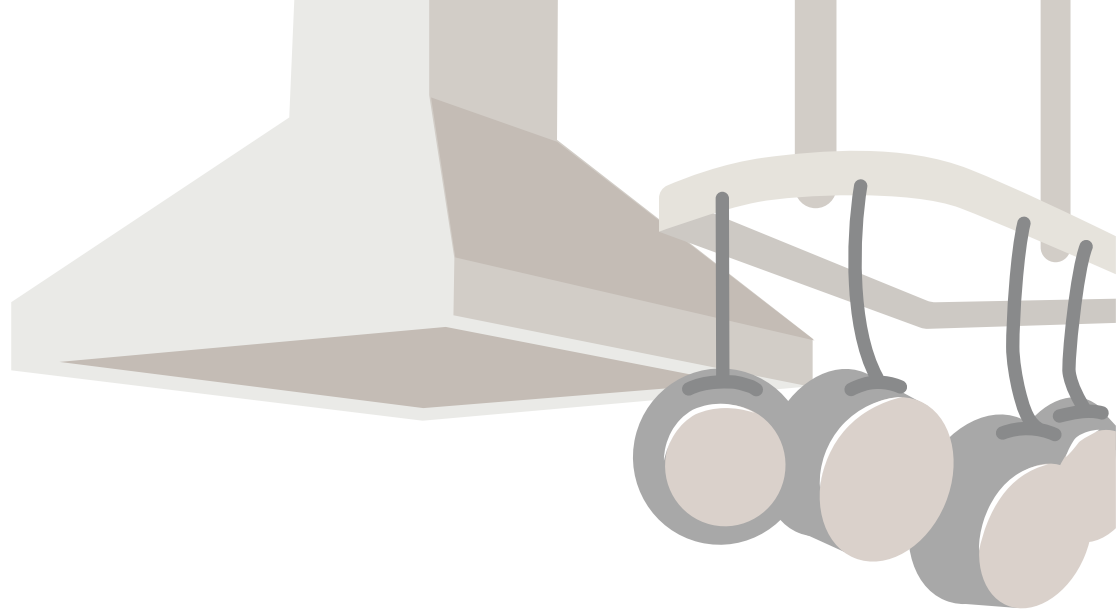
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Customers intending to use a pesticide, bait stations, and all pest control products must read and follow the label(s) accompanying the applicable product(s) and comply with all applicable federal, state, and local laws and regulations relating to product usage.

