



**“If a technician services 15 accounts a day, and at each one sprays an extra 30 seconds... In just a day 1 gallon of insecticide can be wasted—that could be 20 gallons a month, 240 gallons a year—for just one technician.”**

*Bill Robinson*

Pest control has benefited from 60 years of application technology—think of the improvements provided by crack-and-crevice straws, sub-slab injectors, and foaming equipment. There are now catalogs full of tools, tips and spray guns for every location and infestation. Tools we understand: we can hold them in our hand and they've got triggers to squeeze. But sometimes...squeezing that trigger can cost us more than we realize.

Over-application of insecticides is probably the most common and un-recognized behavior in the pest control industry. Excess application of liquid insecticide is difficult to see because it is usually just a little at a time: we mix by the gallon, but we waste by the ounce. Consider this: If a technician services 15 accounts a day, and at each one sprays an extra 30 seconds (coarse fan spray, 17 oz. / min.). In just a day 1 gallon of insecticide can be wasted—that could be 20 gallons a month, 240 gallons a year—for just one technician.

### More than you paid for

A discount backpack sprayer with a cone spray nozzle may end up costing money by over-application. Consider this: The label rate for perimeter applications is usually 1 gal. / 1,000 linear ft. A typical cone-spray nozzle can deliver 45 oz. per min. So, the technician has about 3 min. to treat 1,000 linear ft.—moving (running!) at the pace of 6 ft. per sec. The flow rate of coarse fan spray on a 4-way nozzle is 17 oz. per min. That rate gives the technician about 8 min. to treat 1,000 ft.—moving at a reasonable pace. If the 8 min. pace is used with a cone spray, the amount applied will be 2 times more than the label allows. That discount backpack is now costing you money!

Cone spray nozzles were designed for spraying over the top of plants; they have a circular spray pattern and variable flow rate. You can twist the tip to change the size of the spray pattern and the output. But there is no way of knowing the actual flow rate; it could be 38 oz or 78 oz / min., or somewhere in between—whatever the technician selected. Fan sprays have a prescribed flow rate and treatment swath. The coarse fan has a flow rate and a 24 in swath—so you know exactly how much liquid is being applied and where.

Tucked into every spray can and termiticide tool is the concept of *application economics*. This feature can be overlooked in the rush to buy something new or something cheap, or get something free. *Application economics* requires us to consider how much insecticide is being applied, not simply how well the tool works. *Application technology* covers the effectiveness of a service call—was the pest controlled, was the problem solved. *Application economics* covers the efficiency of a service call—at what cost (profit or loss) was the pest controlled. Too often we concentrate on the technology of killing bugs and not enough on the economics of the process.

# If you're required to apply by the label ... ... shouldn't your backpack ?

**Most backpacks use 2 ½ times more chemical than required**



Order #:12014240

## Unique features of the PestPro 2050



Precision 4 way brass tip



Chemical resistant rubber hose



Repairable brass valve

## The PestPro backpack from B&G Equipment Co. is the only backpack that helps eliminate over-application of chemical. How?

By giving you a predictable, accurate flow rate of chemical you can count on. The PestPro backpack delivers 17 oz per minute with a 50° fan spray and 6 oz per minute with an 80° fan spray. Compare this to homeowner type backpacks that deliver flow rates that can range up to 78 oz per minute - rates that clearly waste chemical and may even violate the label.

**Use Termidor SC as an example;** Label directions for use to control perimeter pests specify: 2 quarts 0.06% Termidor SC finished spray per 160 linear feet. A homeowner type backpack delivering 45 oz per minute of spray walking just 4 minutes would apply 180 oz of Termidor. The B&G PestPro meters out 68 oz in the same walking time. The cheap backpack puts out 112 more oz's covering the same distance in the same amount of time - without killing more pests!

You'll be more productive when you have the proper flow rate. For example, it's possible to treat six, 160 linear feet houses with one tank mix in the 3 gallon B&G PestPro backpack. The 17 oz per minute flow rate permits you to treat each 160 linear feet house in under 4 minutes and meet label requirements. And you'll do this without dragging hose across Mrs. Smith's flower beds!

Applying up to 2 ½ times more chemical to kill the same number of pests takes a huge toll on your profitability. The B&G PestPro backpack pays for itself in chemical savings and increased production efficiency.

## Generate more profit for your business with the PestPro backpack from B&G Equipment.

### The B&G 1 gallon sprayer is also a great choice for outside perimeter treatments.

It is equipped with the same 5800 4 way tip to deliver predictable liquid outputs. It is light weight, portable, versatile, and easy to use. Maintenance is minimal.

**Treat 2 houses with one tank mix!**



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