



“Wood injection is the laser surgery of professional pest control”

Bill Robinson



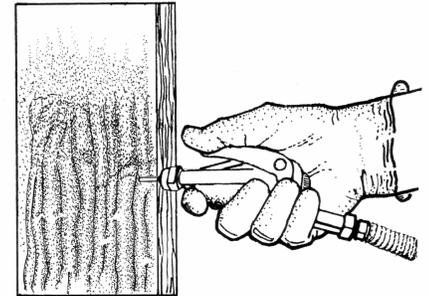
Wood-injection is the laser surgery of professional pest control. Okay, there are no actual lasers involved (yet), but it follows the same concept of precision treatment. It places liquid insecticide inside the nests of ants and termites, with the least amount of damage to the wood surface.

Wood-injection brings together inspection-detection of the infestation (carpenter ants and drywood termites) with precision application. The kick-out holes and granular frass of drywood termites, and the fibrous frass of carpenter ants help to locate the nest site. Probing the wood will help to define the size of the nest or the extent of the galleries. Injection will put liquid insecticide in the galleries—which is where it needs to be.

Galleries. The nests of termites and carpenter ants are excavated to provide an open ‘living space’ of inter-connected galleries. Termites are eating their way through the wood and kicking out the fecal pellets; carpenter ants are not eating but chiseling through the wood, and often kick out some of the shavings. The galleries of both nests are open to accept a low-pressure injection of liquid. Remember that the galleries of powderpost beetles are not open, making injection a lot more difficult.

Injection. A wood injection tip (either the B&G Wood Tip or the Whit Tip) will get into the galleries and seal the opening against leaks during application. Once you have access to the nest the liquid will easily move through the network of galleries. For a vertical timber the flow will be downward (gravity), so inject at points across the board to intersect more galleries; anticipate that the galleries below will be treated as the liquid flows down. For a horizontal board, inject at several points along the length instead of just at one end or what appears to be the middle. Standard pressure of 25-35 psi is enough; high pressure actually prevents uniform flow through the galleries.

Results. The treatment requires mixing and using only a small amount of liquid insecticide, and it is all delivered where only the pest is exposed to it—not people or pets. Once inside the galleries the residual life of the insecticide will protect the wood for years.



Direct to gallery treatment tool: commonly available in aerosol and liquid application versions



Drywood termite gallery: direct treatment to galleries can eliminate infestations at the source using inexpensive treatment tools

Exterminate when you renovate

Slash your chemical costs using inexpensive liquids for wood injection ...



Accu-Spray Pro

Hand pump unit that does crack and crevice treatments, sprays, and direct to gallery treatments. For direct to gallery treatments choose Accu-Spray Pro Termite Injection Tip: order # 24000101



... or, if you prefer aerosols, use the ADU for a professional look in a tool that's easy to operate!

 Click on the image to go to the Accu-Spray Pro website

Aerosol Delivery Unit (ADU)

Apply aerosols into active galleries. Choose BASF/Whitmire unit or FMC/CB unit: BASF/Whitmire: order # 24000076 FMC/CB: order # 24000075

The best time to do a comprehensive termite and carpenter ant treatment is during building renovation. Here's one treatment that can be performed during renovation ...
... and it's fast, easy, and lethal

Direct to gallery treatments go right to the point of infestation, delivering instant death to pests such as drywood termites, subterranean termites, and carpenter ants.

Treatments are simple where you have access. Common treatment sites are:

- Sill plates
- Floor joists
- Roof rafters
- Box headers
- Studs

Remind your customers to call you when they're considering renovations to their home or business. Renovations often expose long term carpenter ant and termite infestations that remained hidden by drywall and other obstructions.

Have your representative on the job site when drywall is coming off. That's when a giant carpenter ant nest or termite infestation may be discovered - and when the **home improvement contractor** becomes exterminator. You certainly don't want that!

If you're there on the job site, take control over any pest infestations discovered. Demonstrate your professionalism by safely eliminating them with a vacuum cleaner or small amounts of carefully applied pest control materials. This will be in contrast to a contractor wildly spraying anything he has - all over the place.

Plus you're in a perfect position to **sell** a service contract.

B&G manufactures a number of application tools ideally suited for direct to gallery treatments - treatments that become practical when walls are opened. Two of them are displayed on the left.

The Accu-Spray Pro on the upper left, applies liquids of your choice (label permitting) into galleries. Simply locate galleries, drill, insert the brass tip into the drill hole, and press the trigger. If a gallery is present, the pressurized liquid will quickly fill it.

The Aerosol Delivery Unit (ADU) works the same way but utilizes aerosols instead. Two models are available. One works with BASF/Whitmire (red hose version) and one works with FMC/CB aerosols(Blue hose version).

Direct to gallery treatments use small amounts of pesticide and they're precisely targeted, reducing exposure to people and pets. You really can't much greener than that. They are inexpensive and require a modest amount of training.

And for sales growth, remember, exterminate when you renovate!

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