

# **The Commercial Applicator's Response to Zika Virus**

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**Smarter pest control.™**







# **ZIKA PRESENTATION TOPICS**

- 1. Brief Introduction of Gregory Pest**
- 2. Gregory's approach to mosquito control and Zika outbreak**
- 3. Effects of Zika on our commercial pest control business**
- 4. Treatment challenges related to Aedes container breeding mosquitoes**





# Brief Introduction of Gregory Pest

- **1972: Started & still owned by Phil & Sara Gregory in Greenville SC.**
- **2016: 8th largest coverage area in US**
- **Extensive experience in mosquito control, inspection and education services**

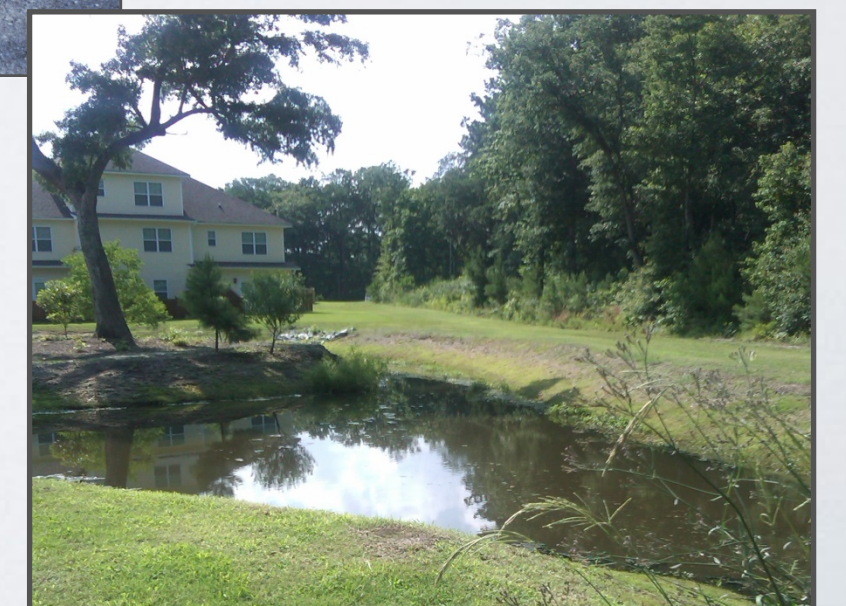




# Gregory's approach to mosquito control

**Ideally our approach to control is:**

- **Thorough initial inspection and possible assessment of current mosquito species**
- **Larvicide application to breeding sites**
- **Residual treatment to foliage**
- **ULV application for immediate relief and continual knockdown**





# Gregory's approach to the Zika outbreak



- **Did not use scare tactics or give in to the hype**
- **Focused on education**
- **Available for current and potential customers to help in any way possible**





# **Effects of Zika on our commercial pest control business**



- **Slight increase in residential, moderate increase in commercial**
- **Increase in comprehensive services especially at college campuses and state/county work**
- **Some requests for educational services**
- **Some requests for adult trapping and identification**
- **Control contracts signed were mainly focused on larviciding**
- **Many required basic mosquito control information. Limited idea of what they should be contracting**
- **Most chose to do nothing. Some contingency contracts.**



# Treatment challenges related to Aedes container breeding mosquitoes

- **Resident practices**
- **Construction zones**
- **Clogged drains**
- **Tree holes**
- **Trash cans**
- **Temporary fences**
- **Tire ruts**
- **Clogged gutters**







What could the standing water from Matthew produce in our coastal areas?



Jacksonville Beach Pier partially destroyed





