The Commercial Applicator's Response to Zika Virus

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Smarter pest control.™
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 Ades 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 Ades 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