

RODENT BATTLES

Hit the Target

PelGar USA's Brigand WB is attractive and effective on rodent pests

John Chaney was in the pest control industry for more than three decades when he decided to start his own company in 2018 — just not as a technician. Rather, he started his career in the warehouse of a pest control distribution company, working his way up to vice president. After that, he became a manager of an eight-state territory for a major pesticide manufacturer,



John Chaney

teaching classes for industry continuing education units (CEUs) across the country. He was a board member for several state associations, as well as the

United Producers, Formulators and Distributors Association (UPFDA). In short, he is a pest control expert who knows his products.

That's why when he began Chaney Pest Elimination in Colorado Springs, Colo., Chaney already knew exactly which materials would work best in different pest situations. It's also why he chose to use Brigand Wax Blocks (WB) from PelGar USA from Day One.

"I knew that a lot of my pest management company customers used it and recommended it," he says. "Plus, [PelGar USA North American Business Manager] Andrej Branc is a hard, honest worker, the kind of person I like doing business with. I decided to give the brand a chance."

Just to make sure, Chaney trialed Brigand WB with another block rodenticide containing the same active ingredient, bromadiolone. The results sealed the deal, he says: "Not only did it give great results, it did so at a solid price point. I was sold."

In the mountainous region of Pikes Peak, which is Chaney's target market, there is an abundance of pack rats (*Neotoma* spp., also known as wood rats) and deer mice (*Peromyscus* spp.), the latter of which has been linked to such public health issues like hantaviruses.

"I'd say those two rodent types are 70 percent of our calls all year long," Chaney reports, noting that Brigand works just as well on other labeled rodent pests. "That's how much bait we go through."

Chaney and his techs love using Brigand WB for two main reasons, he says: "One, the composition of the bait lasts for a long time in bait stations, and two, it works great on mice and rats while the chipmunks and squirrels seem to leave it alone. Especially where there are accounts with a lot of non-target activity, Brigand is our go-to choice."



Rodent Battle

COMPANY: Chaney Pest Elimination

BATTLEFIELD: 75 percent residential, 25 commercial

WAR STORY: "One of our accounts is a school system where some of the buildings are still relatively new, so the area's wildlife is still getting used to having their habitats disturbed," explains Chaney Pest Elimination Owner John Chaney, whose service area covers much of Colorado's Pikes Peak region.

This factor, compounded with the abundance of food sources from dumpsters while school is in session, made some of the buildings' grounds attractive to both packrats and deer mice. The challenge, Chaney recalls, was baiting the pests while not attracting native wildlife like chipmunks and squirrels.

"Using Brigand WB was the key to control," he affirms. "The waxiness of the bait was attractive to the rats and mice, whereas the chipmunks and squirrels left it alone."

This was especially key, Chaney says, because the student population — and more than a few teachers and administrators — had an affinity for watching the antics of squirrels and chipmunks during recess and other outdoor activities.

"We never want to involve non-targets, of course," Chaney says, "and in this case, we were confident to get the job done with this product without disturbing native wildlife."

WEAPON OF CHOICE

PROVEN SOLUTION: Brigand Wax Blocks (WB)

WEBSITE: PelGarUSA.com