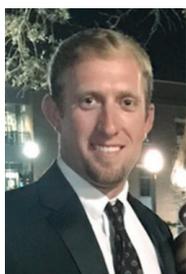


Bayer product ‘suspends’ callbacks for Carolina pest management company

At just 13 years old, Dewey Brunson began shadowing termite technicians. As he grew up in the world of pest management, he learned his way around operations and observed various departments of pest management companies. By age 26, he opened his own company, Best Home & Property Services Inc. in Conway, S.C.



Three years later, business is flourishing for Brunson. His company, which services both North and South Carolina, prides itself on using the most advanced pest control technology available — often finding new solutions to old pest problems with Bayer products.

“I remember at 18 years old using Bayer Maxforce Cockroach Gel and Premise termiticide,” Brunson recalls. “My overall experience is great with Bayer. I never have to question whether the recommendations they give me will work, because the results of their products back up every word.”

A PRODUCT THAT SPEAKS FOR ITSELF

One product that has lived up to Brunson’s expectations is Suspend PolyZone — an insecticide that uses a polymer to combat weather and lasts up to 90 days.

“We had a case down in Pawleys Island, S.C., where we were not able to get a decent control on mosquitoes using other brands,” Brunson recalls. “With Suspend PolyZone, we were able to get the mosquito population down to a level of control that the customer was much happier with.”

THE YEAR OF UNPREDICTABILITY

When 2017 brought record-breaking temperatures, hurricanes and other unpredictable weather patterns to the Carolinas, Brunson needed an insecticide that would be able to combat the pests — specifically, mosquitoes — and withstand the weather. Luckily, Suspend PolyZone was up to the task.

“We needed an easy-to-use product that would handle our summer conditions here in South Carolina but not lose its strength,” Brunson says. “The good news is that Suspend PolyZone did just that.”

In fact, Brunson expected to go into 2017 with the same reservice rates as 2016. Then, when 2017 brought such disastrous weather, he anticipated an increase in callbacks. But introducing Suspend PolyZone to the company’s line-up changed everything.

DEPENDABLE AND CONVENIENT

“Once we began using

Suspend PolyZone in 2017 and saw our reservice rates drop dramatically — and the only variable we changed was Suspend PolyZone — we knew it would be our go-to chemical for 2018,” Brunson explains. “2017 was an extremely hot and wet year, with record highs and hurricanes, and our reservice rate was still lower. This was shocking to us.”

Aside from being an effective product, Suspend PolyZone has also proven to be convenient for Brunson and his team. The product is available in 30-gallon drums, meaning it doesn’t take up a lot of shelf space and it’s easy to always have on hand. Brunson’s technicians especially appreciate how, if the product ever gets in contact with their skin, there is no irritation.

“Bayer and Joe Grippi (Brunson’s rep at Bayer) have made life much simpler in our warehouse with the packaging of Suspend PolyZone drums and the continued support with equipment, training and knowledge of these chemicals,” Brunson adds.

The success that Suspend PolyZone has brought Brunson and his team has not gone unnoticed. “The combination of decreased callbacks and increased shelf space has increased our productivity, which in return has contributed to our financial growth,” he concludes.



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