

# Mosquito Misting

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## 2022 STATE OF THE MOSQUITO CONTROL MARKET REPORT



- Revenue Growth Strong, Up From COVID Low
- More Mosquitoes, and Higher Demand for Service
- Services Were Add-Ons and All-in-Ones
- Challenges: Customers + Competition
- More Tools Helped Innovate Services
- Callbacks Higher Than for Other Pests
- Further Gains Expected in 2022
- Exclusive Research

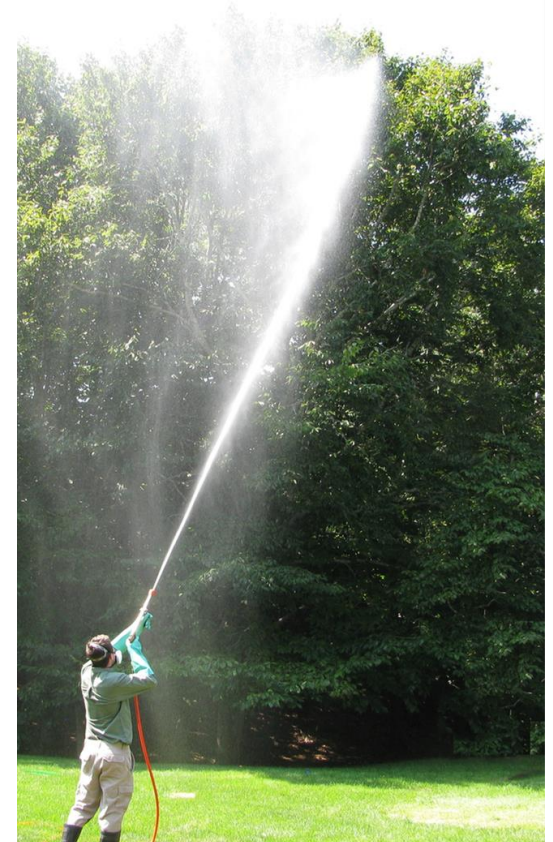
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# History

- Treating trees and shrubs for insects is not new, the industry has been doing it for years
- Treating for mosquitoes is not a new concept either as companies were performing in the late 90s
  - Fixed misters on homes
  - Use of cypermethrin on the perimeter
- Use of backpack misters was introduced using residuals
- Popularity was boosted in 2016 with media coverage of Zika virus transmitted by mosquitoes
- Makes up an average of 18% of PCO revenues

(2022 State of the Mosquito Market Report)



# Best Application Practices

## The Label is the Law!

- Pollinator awareness
  - Do not treat plants that are blooming or where pollinators are foraging
  - Not all plants need to be treated to be effective
- Calibrate your equipment
  - Backpack misters should be calibrated like all other equipment
  - Fixed orifice should be used rather than adjustable
- Avoiding off-target applications
  - Treating the interior leaves
  - Treating away to avoid unintentional drift
  - Decrease velocity to reduce distance
  - Treat hedges at 45-degree angles
  - Be aware of your surroundings



# Industry Movement

## Environmental Stewardship

- Use of larvicides is growing with 61% using  
(2022 State of the Mosquito Market Report)
- Ovitrap style controls are gaining a foothold -  
supplemental and stand alone products
- Natural products
- Chemistries requiring less active ingredients
- Push for battery powered equipment
- Tracking mosquito pressures to dictate need

