

# Using the Advance<sup>®</sup> Termite Bait System



**BASF Pest Control Solutions**  
*The Evolution of Better Pest Control*

 **BASF**

The Chemical Company

It's called **Advance** for a reason.



### Glossary of Terms

- 1 TBS**  
Termite Bait Station.\* Comes fully assembled with the TIC and TMB inside.
- 2 TMB**  
Termite Monitoring Base. Wood monitor with horizontal grooves that is placed in the bottom of the station. Cut from premium wood species.
- 3 TIC**  
Termite Inspection Cartridge. This sits above the wooden TMB in the station and contains **Puri-Cell** monitoring tablets.
- 4 TBC**  
Termite Bait Cartridge. Contains 124 grams of **Puri-Cell** bait tablets containing 0.25% of the active ingredient diflubenzuron. Replaces TIC when termites are detected.
- 5 CBS**  
Concrete Bait Station. In-concrete bait station.
- 6 The Spider®**  
The short and long handle station access tool.
- 7 Quik-Lock Cap**  
The easy opening station cap. Designed to be technician-friendly.
- 8 Compressed**  
The compacted form of cellulose material used in the **Advance** TIC and TBC cartridges. It is a matrix preferred by termites. Patent pending.
- 9 Puri-Cell**  
The preferred cellulose matrix technology designed by BASF scientists that is found in both the TIC and TBC.

\*US Patent #D471,950

The **Advance**® Termite Bait System (ATBS) consists of several unique components that work together to create a localized point of termite colonization and control. The foundation of the system is the **Advance** Termite Bait Station (TBS) that consists of in-ground housing secured with a **Quik-Lock**® cap.

Inside the station is the **Advance** Termite Monitoring Base (TMB) and the **Advance** Termite Inspection Cartridge (TIC) with **Puri-Cell**® monitoring tablets.

The TMB is milled from selected tree species favored by termites. Once installed within the bait station, the TMB creates significant wood-to-soil contact, a very conducive condition for termites. As termites move into and feed on the TMB, they readily forage upward into the TIC and locate the **Puri-Cell** monitoring tablets.

The **Puri-Cell** monitoring tablets are formulated by compressing a highly purified cellulose food source that is preferred by termites. This compels the termites to aggressively infest the station and exploit the **Puri-Cell** food source.

Once termites are detected in the TMB and/or the TIC, the TIC is removed and an **Advance** Termite Bait Cartridge (TBC) is installed. This begins the termite baiting process and the start of termite colony elimination.

## Installation

Typically, **Advance** Termite Bait Stations are installed around a structure at intervals of 10 to 20 feet. For best practices, consider installing stations 10 feet apart (figure 1). Additional stations can be placed in areas of current termite activity or in areas where conducive conditions exist (i.e., wood-to-soil contact).

To create the required opening within the soil several options are available. A 2 3/4 inch diameter hand auger can be used to efficiently create the necessary openings, or, an electric or gas-powered auger using a 2 1/2 inch diameter auger bit is recommended (figure 2). In heavy textured soils or soils that drain poorly (i.e., clay, silt-loam) it is recommended that the depth of the cavity extend 2 to 4 inches below the station housing to allow excess moisture to drain.

Typically, when using a mechanical soil auger to create a cavity a ridge will form at the soil surface. This soil should be moved from the opening and spread around the lawn or landscaping area (figure 3).

Stations are inserted into the cavity within the ground and pushed down until the collar of the station rests on the soil surface (figure 4). If the station is installed in areas with thick or heavy grass cover, a sod cup cutter can be used to clear away the grass to allow the station to be flush with the soil. (Press the station straight down without rotating when inserting into the ground.) If the sides of the station resist going into the soil, it may be necessary to enlarge the opening until the station slides into the cavity at least 2/3 of the way with only slight force. Small fins run the length of the station to prevent it from rotating in the soil. Additional anti-rotation fins along the bottom of the station collar are pressed down into the soil to keep the station from rotating and becoming loose. The top anti-rotation fins should cut easily into most soil types. If the station collar does not rest on the soil surface it may be necessary to step on the station to finish inserting it into the soil. With a foot positioned completely across the station cap, step on the station and press down (figure 5). **Advance** Termite Bait Stations are constructed of durable high impact plastic that can withstand several pounds of direct force.



figure 1



figure 2



figure 3



figure 4

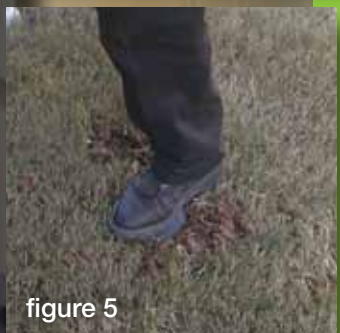


figure 5

# ADVANCE® Termite Bait System

## Monitoring and Baiting Through Concrete

In areas where access to the soil is restricted, it may be necessary to cut or core through concrete or asphalt before the **Advance**® Termite Bait System can be installed. The process of coring through concrete is not an easy task and should be conducted by trained and knowledgeable persons. It is strongly recommended that all utility lines be identified and marked before cutting through any hardened material and that the position of each access point be clearly marked.

Once the hardened surface (concrete, asphalt) is cut the core is removed and the position of the soil beneath the hardened surface measured. If the soil has subsided and a space between the soil and hardened surface exists it is recommended that additional soil or sand be poured into the opening of the core and packed down. This is to provide a continuous zone of soil and to help hold the elements of the system in place.

Once the core cavity has been prepared, the technician simply inserts an **Advance** Concrete Bait Station (CBS) into the opening and pushes it down until it is firmly seated in the soil below the hardened surface. The technician will need to ensure that once the station is in place, there is sufficient room between the top surface of the concrete or other hardened surface and the station within the core opening so that a concrete or core cap can be inserted and the opening secured. The CBS is designed to slide down inside a standard 3 inch diameter core opening with little resistance. The **Advance** Termite Monitor Base and the **Advance** Termite Inspection Cartridge comes preloaded in each CBS. Core caps are sold separately by your local distributor.



## Setting a Policy for Recharging the Advance Termite Bait System is Vital to Your Business.

Since termite baiting is a process, as a PMP you carry the responsibility to ensure the system is maintained at peak level.

BASF recommends the following quality assurance component replacement protocol to recharge the **Advance**® Termite Bait System for peak performance:

- Perform annual replacement from date of original installation or last replacement of all TMBs in stations that are 12 months old.
- Replace the TIC on an “as needed” basis but not any longer than 15 months since installation or the last replacement.

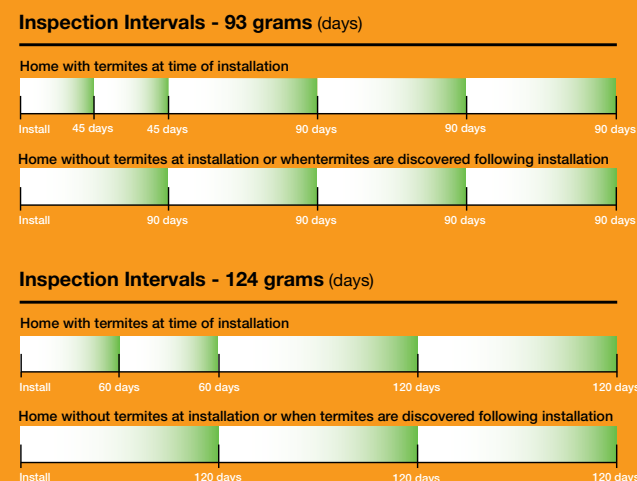
## Equipping Your Technicians for Annual TMB Replacement

After choosing which type of scheduled TMB replacement program to follow, it is important to train and equip your technicians. The chart below describes the equipment recommended to do station clean-outs required when removing the TMB from the bottom of the station.



## Developing an Inspection Schedule

If termites are active and/or in the structure at the time the **Advance** Termite Bait System is installed, inspect stations at 45 and 90 (93g) or 60 and 120 (124g) days from install date and approximately every 90 days thereafter. Following the initial installation, when termites are detected in the stations the inspection interval will remain approximately every 90 (93g) or 120 (124g) days. If no termite activity is detected at the time of installation then the first inspection is approximately 90 (93g) or 120 (124g) days after the stations were installed and approximately every 90 or 120 days thereafter.



Equipment	Purpose
1 Cordless Drill	Operate station clean-out auger
2 Clean-out Auger	Lift soil, sand and wood debris from station before replacing components
3 Discard Bucket	Used for old TICs and TMBs removed from stations
4 Cotter Pin Puller	Pull out TICs and unbroken TMBs from stations—regular service tool for station checks
5 Nail Claw	Pull out highly decayed TMBs—regular service tool for station checks
6 Bait Service Bag	To hold tools for regular station checks and schedule replacement
7 Spider® Access Tool	To open and close station which is necessary for any station access
8 Advance 375A Ant Bait	Eliminate ants invading stations
9 Needle Nose Pliers	Optional for TIC removal

# Maintaining Stations. Retaining Customers.

Consumers strongly link visible bait stations with protection from termites, so regular inspections of the **Advance**® Termite Bait System stations provide customers with the peace of mind that you are actively protecting their structure. Regular **Advance** Termite Bait System inspections also give you “face time” with customers that can be used to cross-sell other services.

Regardless of your inspection schedule, annual “recharging” of the stations at all of your accounts will help maintain the effectiveness of the **Advance** Termite Bait System and will reinforce the value of your service to your customers. The steps outlined below should serve as a general guideline, but in the field, judgment is always required.

## Step One



- Pull Termite Inspection Cartridge out with cotter pin puller to check for termite presence.
- Look down into Termite Monitoring Base for termites.

- If no termites are found, proceed to the next step.
- If termites are found DO NOT perform scheduled replacement at this time. Rather replace TIC with an **Advance** compressed Termite Bait Cartridge.

## Step Two



- Attempt to remove wooden TMB with cotter pin puller.
- If this does not work, utilize nail claw.
- Place debris in discard bucket.

## Step Three



- Place cordless drill with clean-out auger attached into the bottom of the station.
- Make sure the tip of the auger is inside the hole at the bottom of the station.
- Clean out station.

## Step Four



- Place new TMB into station.

## Step Five



- Replace with a new TIC only if it merits replacement due to mold, slime, or other issues.
- Replace TIC at least every 15 months.
- If TIC looks acceptable, place back into station until next visit and evaluation.

## Step Six



- Close the station by securing the lid.

# Controlling Ants In and Around the Advance Termite Bait System

Ants are a common problem associated with termite bait stations. They can enter from normal foraging patterns into stations. Treating for ants around stations with an ant bait product such as Prescription Treatment® brand **Advance**® 375A Select Granular Ant Bait is recommended when ants are encountered. This product is designed to handle a broad array of ant species.

Here are some basic guidelines to control ants in and around stations:


- With the station closed, gently shake **Advance** 375A Select Ant bait around the station, within a 1' circle.
- Look for any ant trails that lead up to the station, treating these trails lightly with **Advance** 375A Select Ant Bait.
- For large fire ant mounds built over stations, consider installing a station at another location close by and then treating the fire ant mound with **Advance** 375A Select Ant Bait; once the fire ants are controlled the station under the mound can be removed, discard the internal components, clean the station, and reuse as needed.
- DO NOT place **Advance** 375A Select Ant Bait directly into the station interior.
- Treatment of areas away from the stations with a product such as Prescription Treatment® brand **Cy-Kick**® Controlled Release Cyfluthrin with **SmartCap**™ Technology, will lower ant pressure around the home.



# The BASF Pest Control Solutions Sales Team



**Michael Toce**  
Western Regional  
Sales Manager  
Michael.Toce@basf.com  
817-771-9006



**Jim Derbyshire**  
Eastern Regional  
Sales Manager  
Jim.Derbyshire@basf.com  
314-724-6131



**Steve Racioppe**  
National Sales Manager  
Stephen.Racioppe@basf.com  
314-378-2021



**Jeff Vannoy**  
Southern Regional  
Sales Manager  
Jeff.Vannoy@basf.com  
314-452-7968



**Debra Logue**  
Key Account Manager  
Debra.Logue@basf.com  
919-349-0839



**Fred Webb**  
Key Account Manager  
Fred.Webb@basf.com  
210-863-7874



**1 Tom Dolan**  
Senior Sales Specialist  
Tom.Dolan@basf.com  
908-797-0480



**2 David Nardolilli**  
Senior Sales Specialist  
David.Nardolilli@basf.com  
973-634-6874



**3 Karen Boniface**  
Senior Sales Specialist  
Karen.Boniface@basf.com  
201-805-6696



**4 Nick Iverson**  
Senior Sales Specialist  
Nick.Iverson@basf.com  
865-803-5174



**5 Michael Littell**  
Senior Sales Specialist  
Michael.Littell@basf.com  
336-516-4847




**6 John Loesch**  
Senior Sales Specialist  
John.Loesch@basf.com  
704-905-3497



**7 Gary Moneyham**  
Senior Sales Specialist  
Gary.Moneyham@basf.com  
770-335-1454



**8 Warren Vannest**  
Senior Sales Specialist  
Warren.Vannest@basf.com  
770-324-1380



**9 Marie Knox**  
Senior Sales Specialist  
Marie.Knox@basf.com  
954-547-5740



**10 Herman Giraldo**  
Senior Sales Specialist  
Herman.Giraldo@basf.com  
772-486-3943



**11 Jay Bradley**  
Senior Sales Specialist  
Jay.Bradley@basf.com  
205-492-1759



**12 Mike Howard**  
Senior Sales Specialist  
Mike.Howard@basf.com  
713-817-0060



**13 Paul Strickland**  
Senior Sales Specialist  
Paul.Strickland@basf.com  
214-906-1531



**14 Todd Brown**  
Senior Sales Specialist  
Todd.Brown@basf.com  
317-509-0865



**15 Jared Harris**  
Sales Specialist  
Jared.Harris@basf.com  
314-724-4050



**16 Jim Truslow**  
Senior Sales Specialist  
James.Truslow@basf.com  
530-277-9058



**17 John Woodward**  
Senior Sales Specialist  
John.Woodward@basf.com  
480-773-2939




**18 Margie Koehler**  
Senior Sales Specialist  
Margaret.Koehler@basf.com  
714-322-8675

# The BASF Pest Control Solutions Technical Support Team



**Dr. Joe Schuh**  
Technical Manager




**Bill Kolbe**  
North East  
William.Kolbe@basf.com  
973-784-3760




**Dr. Bob Davis**  
South Central  
Robert.Davis@basf.com  
512-989-5618



**Dr. Jason Meyers**  
North Central  
Jason.Meyers@basf.com  
480-292-0351



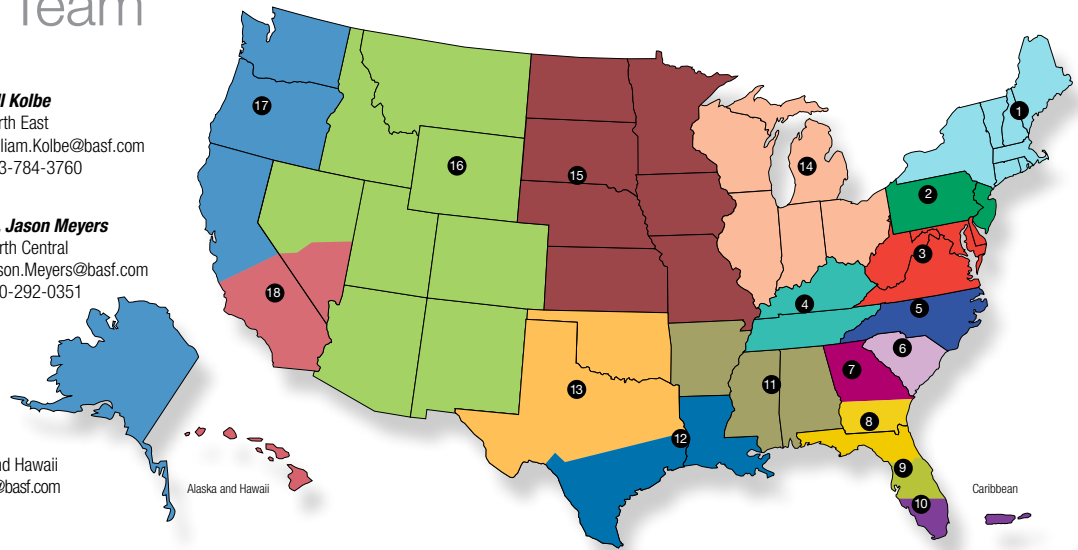
**Bob Hickman**  
South East, Puerto Rico,  
Caribbean  
Robert.Hickman@basf.com  
407-257-9722



**Tom Nishimura**  
Western Region and Hawaii  
Thomas.Nishimura@basf.com  
503-887-7273



**Dr. Kyle Jordan**  
East Central  
Kyle.Jordan@basf.com  
404-323-2756



## The Best Team in the Industry

Some of the industry's most experienced sales and support specialists are ready to help you succeed with the **Advance**<sup>®</sup> Termite Bait System. And, as always, the BASF Pest Control Solutions Web site offers a wealth of ever-evolving information and materials to help you profitably solve your pest control challenges. Be sure to visit us often at [www.PestControl.basf.us](http://www.PestControl.basf.us).