

Quality solutions for industry professionals

How DeltaGard G helps Insight Pest Solutions ensure happy customers

Adam Villareal started Insight Pest Solutions in 2010 with one goal: to make an impact on the pest management industry after having worked 20 years in various positions such as sales, service, management, and ownership.

“I felt that I had something to contribute to enhance the communication, service and technology associated with the pest management industry,” Villareal says, adding that he believed he could provide a service that “would stand out and be desirable to consumers.”

To achieve this, Villareal knew when he started the business that he had to use products that would set the company apart — starting with Bayer.

“They’re on the cutting edge of technology as far as products and innovation are concerned,” he says. “There are several products from Bayer that, because of the innovative nature of either the actives or the chemistry of the product itself, are not being mimicked by other companies.”

For higher pressure seasons, Villareal understood that he needed a product that would save his residential accounts from pests such as spiders, ants, fleas, ticks and other common pests. He found DeltaGard G, from Bayer, eight years ago and has been using it on customers’ houses ever since.

“It provides me with broader control, and better control,” Villareal reports. “I feel I have a better residual control with DeltaGard G.”



ADAM VILLAREAL



“We have performed hundreds of thousands of services over the course of the years,” he continues. “We test a lot of products constantly, and only want to give our customers and clients the best products available. That’s why we start with DeltaGard G, with active ingredient deltamethrin.”

DeltaGard G low-dose granules can be spread with virtually no dust or odor. The granules break down when exposed to moisture, allowing the insecticide to penetrate mulch, thatch and other thick ground coverings without staining or damaging plants.

“With all of the testing we have done, DeltaGard G has performed very well, from a purity and prevention standpoint for many of the different pest issues that we target,” he says.

Villareal knows that happy employees are the key to maintaining happy customers, which is another reason why he trusts DeltaGard G and other Bayer products such as Temprid FX, Suspend PolyZone and Maxforce Complete wholeheartedly.

“Employee retention is critical. We have invested in the tools our technicians need to be successful. As a company, we wanted techs to be more professional and to feel like they are providing a high-quality service. Some of that has to do with the training, but a lot of it is due to the products we use,” Villareal says. “I do feel like there is a special value with Bayer products in relationship to how our employees feel about Insight Pest Solutions.”

With 15 offices ranging from Seattle, Wash., to Boston, Mass., Insight Pest Solutions knows that quality always trumps quantity. With DeltaGard G, Villareal can promise his customers quality results, time and time again.



DeltaGard® G

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