

No need to stand guard

ABC Home & Commercial Services and MGK team up to tackle mosquitoes

Testing a new product can be risky — what if it doesn't work? What if your technicians have a hard time mixing or applying it? What if your customers are unsatisfied with the results? These are just some of the thoughts that might course through your mind when a supplier asks you to test a new product.

Fortunately, this wasn't the case for Randy McCarty, ACE, the training and educational director of ABC Home & Commercial Services in Austin, Texas, when MGK asked him to test OneGuard Multi MoA Concentrate.

McCarty, who has been in the pest management business since 1982, began working with MGK nearly 20 years ago.

"One of the first projects MGK launched to our organization was a new insect growth regulator (IGR) known as NyGuard," he remembers. "What a great product that was and still is today."

According to McCarty, accessibility is key when it comes to sustaining

a successful relationship with MGK. "If I need answers, MGK is always available to address concerns and offer one-on-one help with our technicians and customers."

When MGK asked ABC Home & Commercial Services to test OneGuard on some residential mosquito accounts, he was able

to rely on past experiences and avoid the stress of testing new products. "Our overall experience with MGK products has been built on knowing the products offered have been thoroughly tested and perform like MGK promises," McCarty explains.

His team had been working on a few mosquito backpack services for residential customers for

several months when they began testing OneGuard.

"The acceptance of OneGuard by the technicians was noticed almost immediately," McCarty says. "They loved the fact that they did not have to mix two or three other products to their tanks to get control. We also

noticed that the material seemed to flow out of the backpacks in a way that provided better coverage of the foliage."

The technicians weren't the only ones who were pleased with the results of OneGuard. "Once we started talking to customers about the results, the choice was easy," McCarty remembers. "This year, OneGuard is the only product we're using for backpack mosquito services."

After witnessing OneGuard's success and collecting feedback from technicians and customers, he encourages other pest management professionals to seriously consider using this product.

"There have been products that have revolutionized the pest industry in the past," McCarty notes. "I believe that OneGuard, with its unique formulation having two modes of action, will be added to the list of MVPs in the 'Hall of Fame' of pesticides."



Randy McCarty



MGK.com/OneGuard