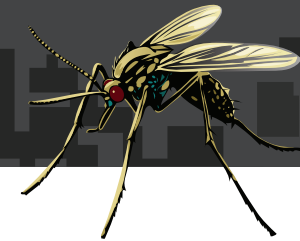


MOSQUITOCON<sup>®</sup>  
BY VM  
WATER-HOLDING RECEPTACLE

+ Natular<sup>®</sup> DT  
\*Sold separately

# UNLOCK ADD-ON REVENUE WITH MOSQUITOCON<sup>®</sup> + NATULAR<sup>®</sup> DT



This dual-purpose guide is designed for pest management professionals and field service teams, combining technical instructions with sales strategies. Learn how to properly set up, monitor, and maintain the VM Products<sup>®</sup> MosquitoCon<sup>®</sup> Water Holding Receptacle with Clarke<sup>®</sup> Natular<sup>®</sup> DT—while also identifying opportunities to grow your business through value-added mosquito services as part of the Vesperis<sup>®</sup> Mosquito Management Program.

Distributed Exclusively by  **VESERIS<sup>®</sup>**

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## How to Use This Guide

This guide is designed for easy navigation and practical use in the field or office.

- Each topic listed in the Table of Contents is hyperlinked to its corresponding section within the document.
- To view a section, simply click on the title in the Table of Contents or the tab at the bottom of the page.
- At the bottom of each page, you'll find a "Return to Contents" link to help you quickly jump back and explore other topics.

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# MOSQUITOC<sup>ON</sup>

BY VM

WATER-HOLDING RECEPTACLE

# + Natular<sup>®</sup>DT

\*Sold separately

## TECHNICAL GUIDE

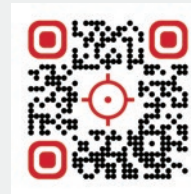




## MOSQUITOCON<sup>®</sup> BY VM



- The MosquitoCon<sup>®</sup> Water Holding Receptacle is a durable and versatile solution designed for professional use
- Heavy-duty concrete block construction ensures stability and resists tampering by non-target animals
- Low-profile design enhances placement security in a variety of settings
- Dual-wall structure and secure locking mechanism provide long-lasting reliability
- Barcode feature allows for easy inspection tracking
- Universal key access ensures convenience for professionals
- Efficient, user-friendly, and American-made for high-quality performance



**SEE MOSQUITOCON  
IN ACTION**



## Natular® DT



- When you're out in the field, you need products that deliver—no fluff, just results
- Clarke's Natular® DT is a bi-layer tablet that kills mosquito larvae before they are biting adults
- An effective way to kill developing mosquito larvae
- Controls mosquito larvae, including species which may transmit West Nile Virus, Dengue and Zika
- Contains spinosad; biologically derived from a naturally occurring soil bacterium
- Each tablet within a MosquitoCon® receptacle provides protection from emerging adult mosquitoes for 60 days

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# HOW IT WORKS



Use the MosquitoCon® Water Holding Receptacle with the uniquely engineered Natular DT mosquito larvicide bi-layered tablet to prevent development of mosquito larvae and limit mosquito larvae populations.

Natular® DT's bi-layer tablet has a fast-dissolving top layer that releases the active ingredient immediately, while the second layer delivers continuous release for 60 days. If the receptacle dries out, Natular DT begins to work again when re-wetted. Use in standing water, bird baths, rain barrels, gutters and more.

\*Always read and follow label directions

**MosquitoCon® + Natular® DT is an ideal part of the Vesperis® Integrated Mosquito Management Program to control mosquitoes in any backyard or outdoor setting. For additional details, visit [veseris.com/mosquito-control](https://veseris.com/mosquito-control).**



# DEPLOYING THE MOSQUITOCON® + NATULAR® DT SYSTEM FOR EFFECTIVE LARVAL CONTROL



## Pre-Service Preparation Supplies

- VM Products® MosquitoCon® Water Holding Receptacles
- Natular® DT blister packs (Spinosad-based larvicide)
- Personal protective equipment (gloves, protective eyewear, and long-sleeved clothing)
- Inspection checklist and a notepad or digital device to document installation details and site conditions that may support mosquito or other pest activity
- A clean water source for filling your MosquitoCon® stations

## Conduct a Site Assessment

- Identify areas where water collects naturally near downspouts, low-lying edges, under shrubs, or along drainage channels
- Eliminate standing water by tipping and tossing containers or objects that may serve as mosquito breeding sites
- Inspect for common habitats like puddles, poor drainage areas, refuse zones, and spots with accumulated debris
- Document site conditions and note any issues that may require special attention during treatment – pools, gutters, drain troughs





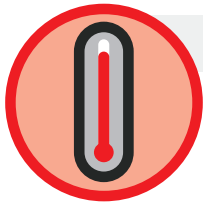
## Stagnant Water:

- Mosquitoes require standing water for egg laying and larval development.
- Areas with little to no water movement (not in flowing streams) are ideal.



## Improper Drainage:

- Poorly maintained or designed landscapes can allow water to pool and remain for extended periods, facilitating mosquito reproduction.



## Warm Temperatures:

- Higher temperatures speed up the mosquito life cycle, making warm, humid conditions especially favorable.



## Presence of Organic Matter:

- Leaves, algae, and other organic debris in water can provide nutrients for mosquito larvae.



## Shade and Shelter:

- Shaded areas protect breeding sites from rapid evaporation and direct sunlight, helping water persist longer.



## Human Activity:

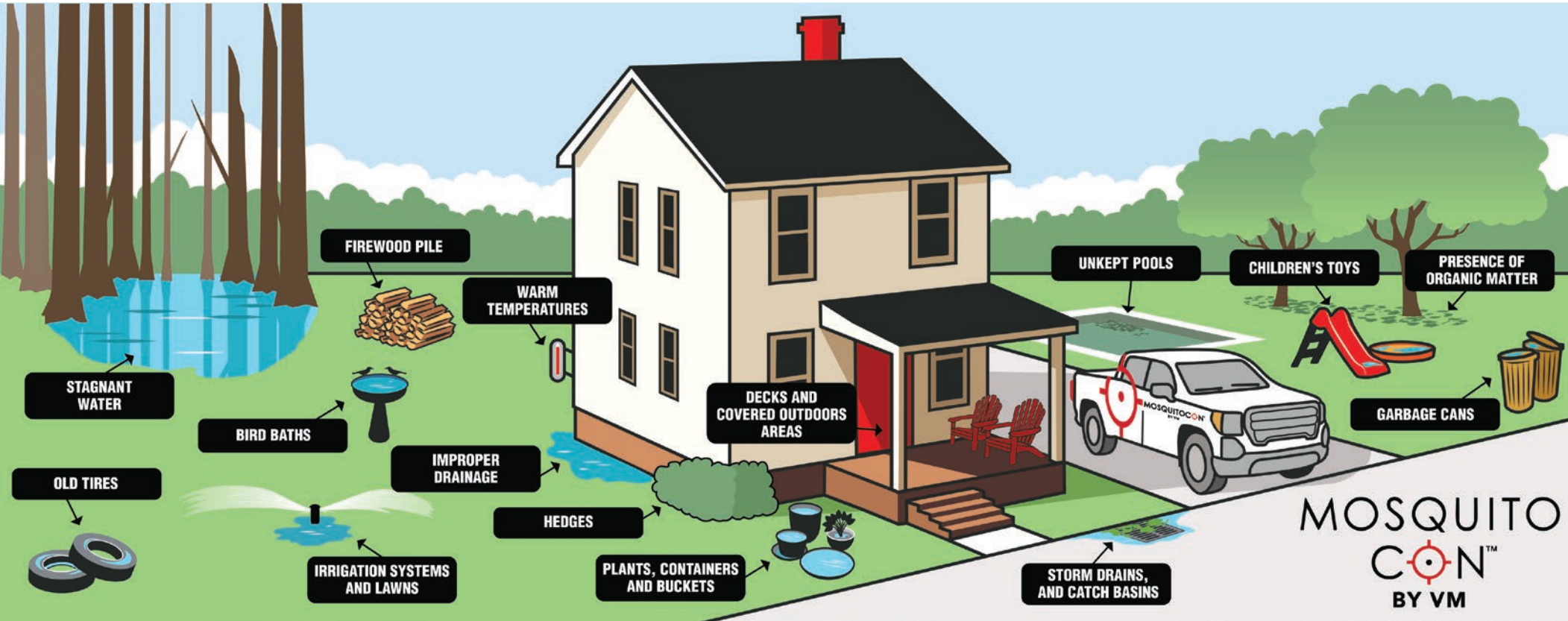
- Properties often have multiple man-made containers or features that inadvertently collect water (e.g., flower pots, pet water bowls) creating microhabitats for mosquitoes.



## Minimal Predation:

- Water bodies that lack natural predators (such as fish or certain insects) are more likely to see successful mosquito breeding.

# STRATEGIC AREAS TO INSPECT FOR MOSQUITO ACTIVITY





## Gutters and Downspouts

- Clogged gutters or downspouts that retain water
- Debris accumulation which can block water flow

**Why:** Stagnant water in gutters provides a dark, sheltered breeding ground.



## Bird Baths, Ponds, and Water Fountains

- Standing water that is not being regularly circulated or replenished
- Water features with visible algae or organic buildup

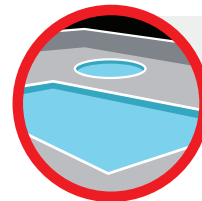
**Why:** Mosquitoes lay eggs in water that remains still; organic matter can supply nutrients for larval development.



## Planters, Containers, Buckets, Children's Toys, Tires, and Man-made Items

- Containers left outdoors that collect rainwater
- Discarded items such as old tires or buckets that can hold water
- Decorative fountains, wheelbarrows, or temporary water-holding areas created by landscape features) that allow water to stand
- Planter saucers and flower pot trays with standing water

**Why:** These common “man-made” receptacles offer ideal sites for egg laying and larval growth.



## Stagnant Water Areas

- Areas of water in disrepair or pools not in regular use
- Spa areas that may retain a thin film of water

**Why:** Even minimal amounts of stagnant water, if unmaintained, can support mosquito reproduction.



## Irrigation Systems and Lawns

- Leaking sprinkler heads or over-watering areas leading to puddles
- Low-lying sections of lawns that collect water after rainfall

**Why:** Excess water or improper drainage in landscaped areas can create temporary breeding sites.



## Patios, Decks, and Covered Outdoor Areas

- Area's underneath awnings, roofs, or pergolas where water collects on surfaces
- Drainage issues on patios or decks where water pools

**Why:** These sheltered spaces help water remain undisturbed, providing a favorable environment for mosquitoes.



## Storm Drains, Catch Basins, and Rain Gardens

- Inadequate drainage causing pooling around storm drains
- Filters or grates clogged with debris

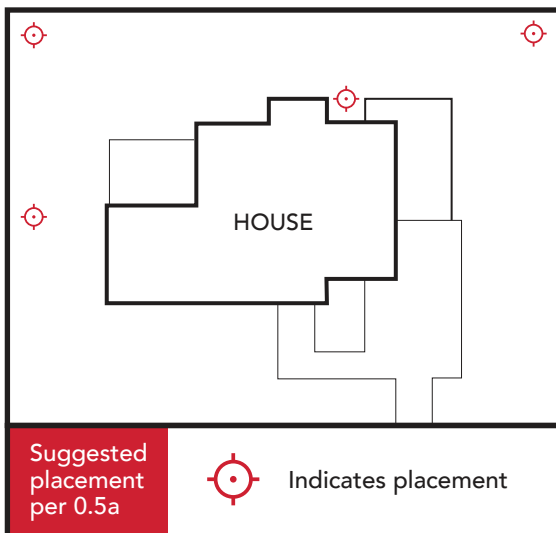
**Why:** These areas often have lingering water, which can be an ideal habitat for mosquito larvae.



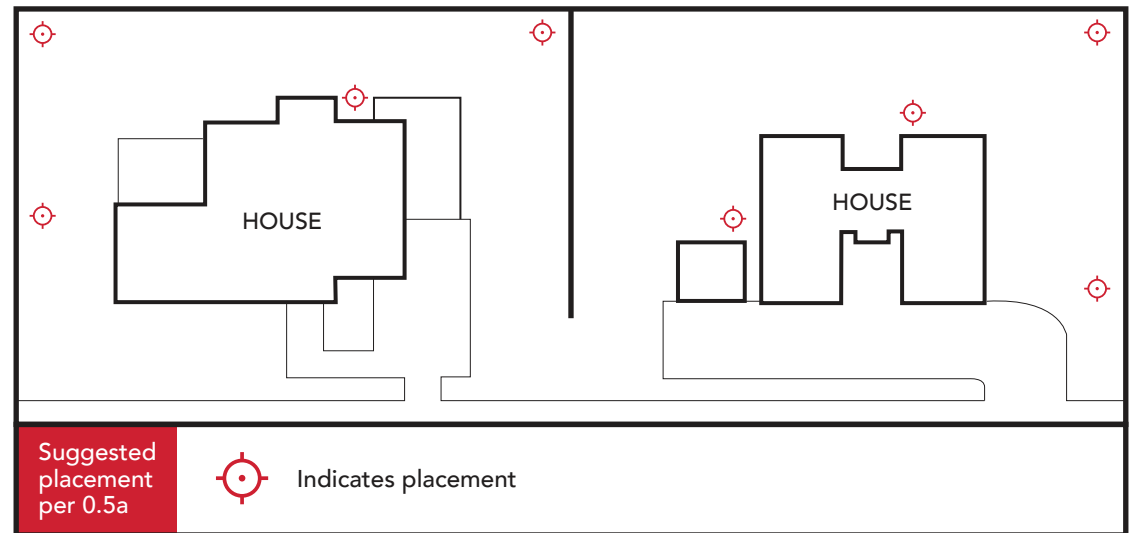
It's best practice to place 2-3 MosquitoCon receptacles per ¼ acre, 3-4 MosquitoCon® receptacles per ½ acre, and 8-12 MosquitoCon receptacles per 1 full acre. The level of mosquito pressure and client mosquito threshold should determine if minimum or maximum quantities are installed.

**Example:** 1.5 acre property with minimum units would have a calculation of 8 MosquitoCon®/acre x 1.5 acres = 12 MosquitoCon receptacles, maximum units would have a calculation of 12 MosquitoCon/acre x 1.5 acres = 18 MosquitoCon receptacles.

## Single House



## Multiple Houses/Neighbors





For optimal control, use MosquitoCon® Water Holding Receptacles in conjunction with an adulticide barrier application.



## Device Placement and Installation

### Perimeter Placement

- Position MosquitoCon® receptacles in targeted locations identified during the assessment—typically shaded, low-turbulence areas where mosquitoes are likely to rest or feed. Place units on each side of the structure, ideally in landscaped areas such as behind vegetation, beneath decks, or at key points along the perimeter where water tends to accumulate.
- Avoid placing units in direct sunlight or flood-prone zones.

### Identify Hotspots

- Enhance coverage by placing units near garden beds, patios, or other locations where standing water and mosquito activity are likely.



## Mark the Locations

- Use an inspection checklist to record the precise locations of each device. For example, “front right corner near downspout,” “back patio by retaining wall.” This documentation is important for service follow-ups and compliance.
- Record site conditions, noting any factors that might require special attention during treatment.



## Fill the Devices

- Add approximately 96 ounces of water to each MosquitoCon® receptacle.
- To make the standing water more attractive to female mosquitoes for egg laying, add organic materials such as leaf litter, mulch, grass clippings, hay, or straw.



## Application of Natular DT Blister Packs

- Open each blister pack carefully as per the product label instructions.
- Drop 1 Natular® DT tablet in each MosquitoCon® receptacle.



### Confirm MosquitoCon® + Natular® DT Setup is Secure

- Ensure that the devices are stable and properly positioned.
- Confirm that MosquitoCon® receptacles are not inadvertently disturbed by children, pets, or non-target animals.

## FINAL DOCUMENTATION AND REPORTING

### Complete a service report for the client, including, but not limited to:

- Conditions conducive to mosquito and other pest activity
- Level of mosquito activity: low, moderate, high
- MosquitoCon® placement and status
- Any issues encountered and corrective actions taken



- Regular service intervals and follow-up inspections are determined by the Pest Management Professional. Reapplications of Natular® DT are every 60 days as per the product label.
- Service and inspect each MosquitoCon® receptacle for:
  - Water level and attractiveness to adult female mosquitoes
  - Level of mosquito activity i.e. adult mosquitoes, larvae, eggs, etc.
  - Integrity of the receptacle
  - Signs of sedimentation or debris accumulation that might reduce Natular® DT efficacy
- Up to 6 weeks of control as long as water is present. If the receptacle dries out during the 60-day period, simply add water to make it work again.
- MosquitoCon® receptacles must be moved and/or covered before technicians make an adulticide barrier application.



## Natular® DT

Natular® DT is an easy-to-use bi-layer tablet that prevents mosquito larvae from maturing in biting adults. Designed for use in mosquito breeding sites such as artificial water-holding containers, it is the same technology used by public health and mosquito control agencies.

## SAFETY AND PERSONAL PROTECTIVE EQUIPMENT (PPE)

### Before working with Natular® DT, pest control technicians must:

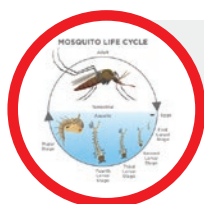
- Wear appropriate PPE as specified on the Natular® DT blister pack label and SDS, including gloves, protective eyewear, and long-sleeved clothing, in accordance with industry best practices.
- Read and understand the Natular® DT product label and Safety Data Sheets (SDS).
- Ensure compliance with all local and state regulations regarding pesticide application and handling.

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## Simple. Effective. Naturally Derived Larvicide

- Controls mosquito larvae all season with continued use
- Can be applied in areas that contain fish and plants
- Treats mosquito larvae at the source
- Top layer provides control of existing larvae while the
- Bottom layer provides extended release of spinosad to continually control mosquito larvae for 60 days
- One tablet treats up to 50 gallons of water for 60 days



## Controls Culex, Anopheles, and Aedes



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## Prevents Future Mosquitoes

Kills larvae before they can become biting adults.

## Requires No Mixing

Place the bi-layer tablet in water. The effervescent top layer immediately releases spinosad into the water. The bottom layer provides sustained release and control of larvae for 60 days.

## Same Technology Used by Public Health and Mosquito Control Agencies

## Targets Mosquito Larvae

Treats mosquito larvae at the source.

## Long-Lasting Control

Offers up to 60 days of mosquito larval control.

## Minimal Maintenance

Requires reapplication every 60 days for optimal results, making it a cost-effective choice for long-term control.

## Can Be Used in Areas that Contain Fish and Plants



# MOSQUITOC<sup>ON</sup>

BY VM

WATER-HOLDING RECEPTACLE

# + Natular<sup>®</sup>DT

\*Sold separately

## UNLOCK ADD-ON REVENUE





This add-on system for existing mosquito programs prevents future mosquito populations by killing mosquito larvae.

Distributed Exclusively by 

## 1 Identify Add-On Opportunities

Use MosquitoCon® + Natular DT® for:

- Homes near woods, standing water, or drainage areas
- Properties with persistent mosquito pressure
- Accounts with callbacks or customer complaints
- Customers seeking a chemical-free/residue-free supplement to a spray focused service



## 2 Recommend as a Life Cycle Control Add-On

Position it as a “double-layer defense”, the “1-2 combination to KO mosquito activity”:

- Adulticide = immediate knockdown
- MosquitoCon® + Natular® DT = long-term control of mosquito larvae





## 3

### Product Costs & Options (As Sold Through Vesperis)

Item	Description	Price Estimate*
MosquitoCon®	Water-holding receptacle	\$17.09
Natular® DT(12-pack)	Ideal for small jobs or trials	Approx. \$37.80/pack (\$3.12/tablet)
Natular® DT (50-pack)	Best for recurring service routes	Approx. \$154.88/pack (\$3.09/tablet)

\*please discuss your actual pricing with your Vesperis Representative

## 4

### Example Pricing Scenario (Residential 1/4 Acre)

#### Materials Cost (4 Units w/ Natular® DT 12-pack pricing):

- 4 x \$17.09 (units) = \$68.36
- 4 x \$3.15 (tablets) = \$12.60
- Total Cost: \$80.96

#### Suggested Customer Pricing:

- Initial Setup (4 Units): \$265
- MosquitoCon® Maintenance: \$45-\$65  
\*adjust for labor and travel time





5

## Bundle in Seasonal Packages

Offer as part of an all-inclusive or premier mosquito program and install at the time of the initial service:

- “6-Month Full-Service Mosquito Program Including MosquitoCon® + Natular® DT” \$999

7

## Stay Connected with Your Vesperis Rep

Ask your Vesperis rep for:

- Product SKUs and Ordering
- Monthly Promos or Bundle Deals

8

## Private Label Opportunities

VM Products' Private Label Program offers an exceptional opportunity for Pest Management Professionals to enhance their brand visibility and customer loyalty.

6

## Upsell Tips for Techs & CSRs

- Keep MosquitoCon® receptacles and Natular® DT packs in trucks for new business and quick adds at client accounts
- Train technicians to identify conditions conducive to mosquito activity, including but not limited to mosquito breeding sites
- Empower CSRs to pitch MosquitoCon during customer calls



# MOSQUITOCON<sup>®</sup>

BY VM

WATER-HOLDING RECEPTACLE

+

# Natular<sup>®</sup>DT



**MOSQUITOCON<sup>®</sup> – VESERIS #885049**

**NATULAR<sup>®</sup> DT 12 PACK – VESERIS #884981**

**NATULAR<sup>®</sup> DT 50 PACK – VESERIS #884979**

*\*Sold separately*

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