

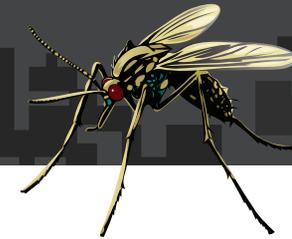
MOSQUITOCON[®]
BY VM

WATER-HOLDING RECEPTACLE

+ Natular[®]DT

*Sold separately

UNLOCK ADD-ON REVENUE WITH MOSQUITOCON[®] + NATULAR[®] 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[®] MosquitoCon[®] Water Holding Receptacle with Clarke[®] Natular[®]DT—while also identifying opportunities to grow your business through value-added mosquito services as part of the Vesperis[®] Mosquito Management Program.

Distributed Exclusively by  **VESERIS[®]**

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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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TECHNICAL GUIDE





MOSQUITOCON[®] BY VM



- The MosquitoCon[®] 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 or environmental factors
- 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® Natular® DT is a bi-layer tablet that knocks down mosquito larvae fast
- Effective against disease-carrying species, including those that transmit West Nile virus, Dengue, and Zika
- Works across all four larval stages for comprehensive control
- Tested on 20 common vector and nuisance mosquito species
- Powered by Spinosad, a naturally derived compound from soil bacterium
- Unique mode of action helps combat resistance and maintain long-term effectiveness

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HOW IT WORKS



The MosquitoCon® Water Holding Receptacle attracts adult mosquitoes, while Natular® DT Larvicide combines ease of use with powerful efficacy to eliminate mosquito larvae and prevent breeding. This targeted approach disrupts the mosquito life cycle, reducing population density with minimal chemical use.

Natular® DT's bi-layer tablet delivers immediate and long-lasting control. The fast-dissolving top layer releases the active ingredient immediately, while the second layer continues working for up to 60 days—even reactivating after dry conditions. Safe for use around people, pets, and plants, it's ideal for outdoor water sources like rain barrels and planters, with no harm to edible or ornamental vegetation.

*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.



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, 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





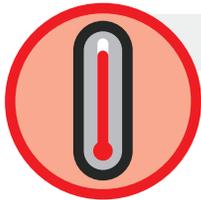
Stagnant Water:

- 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:

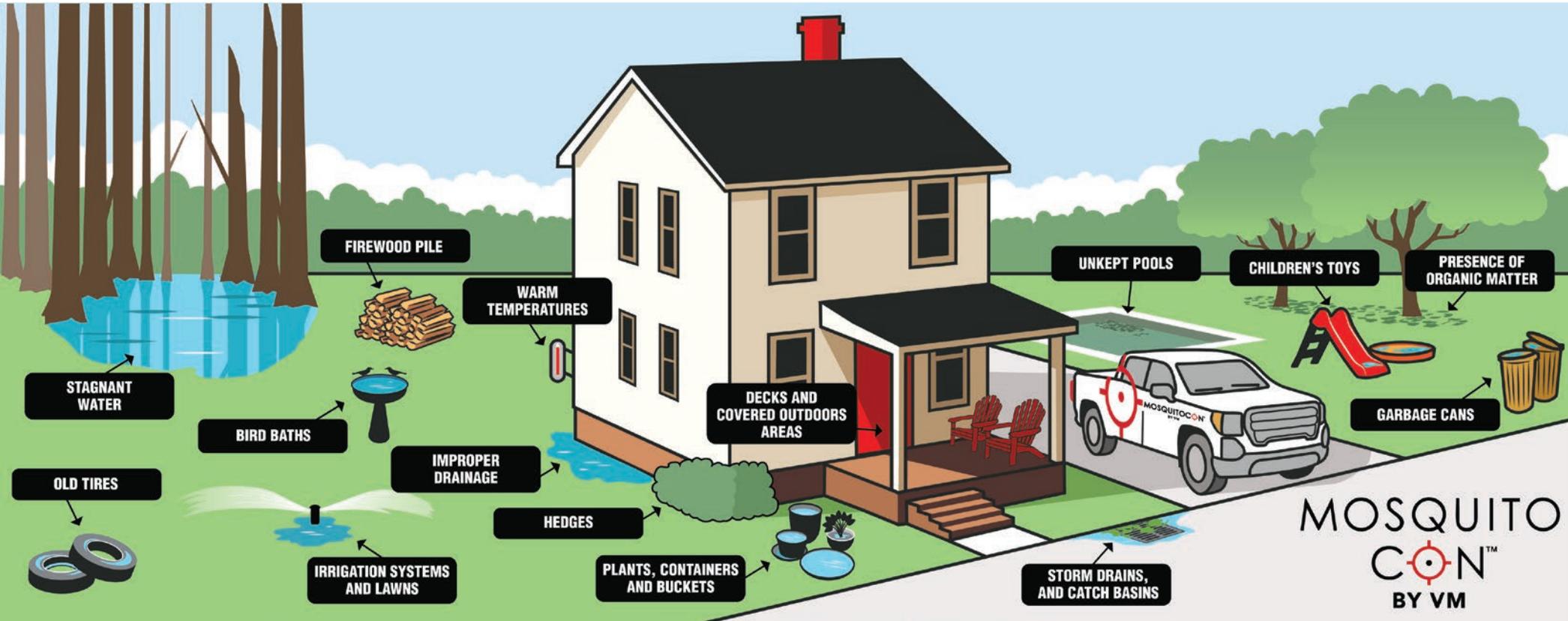
- Properties often have multiple man-made containers or features that inadvertently collect water (e.g., flowerpots, pet water bowls) creating microhabitats for mosquitoes.



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 Manmade 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 flowerpot 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

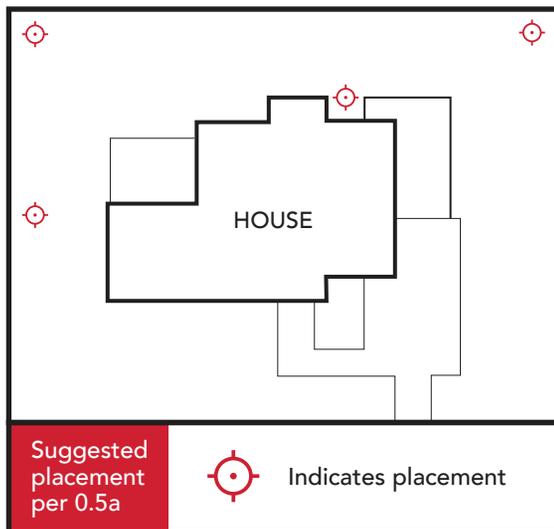
Why: These areas often have lingering water, which can be an ideal habitat for mosquito larvae.



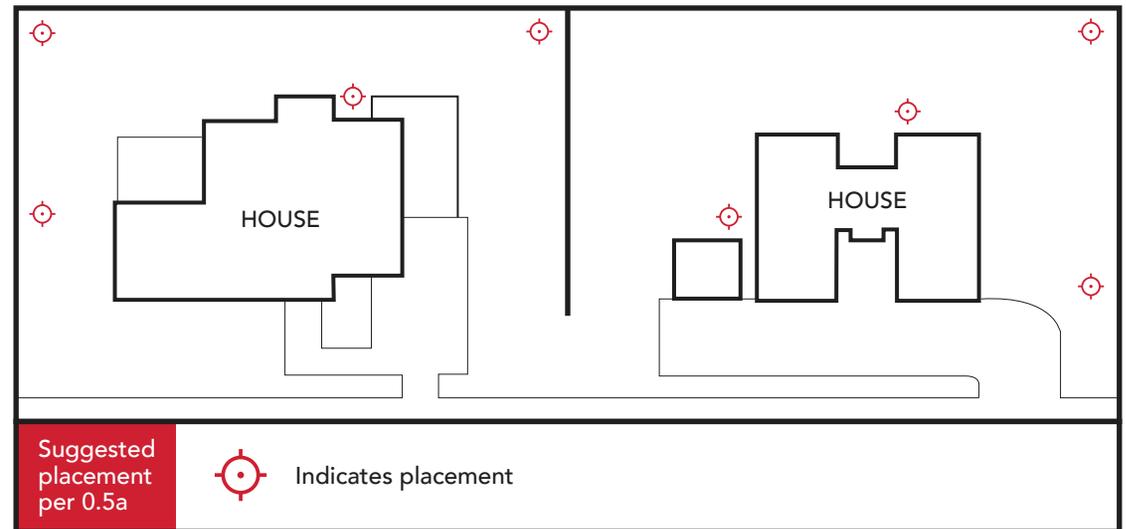
For optimal mosquito control, it is recommended to place 2-3 MosquitoCon receptacles per ¼ acre, 3-4 MosquitoCon receptacles per ½ acre, and 8-12 MosquitoCon receptacles per 1 full acre. The level of mosquito pressure and client mosquito threshold should determine if minimum or maximum quantities are 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. This placement strategy involves situating the MosquitoCon receptacles in landscaped areas, ideally on each side of a structure(s), to maximize coverage and effectiveness.

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 with minimal predator activity, 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, flood-prone zones, or areas where unauthorized human or non-target wildlife contact may occur.

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.
- Place 1 Natular DT tablet in each MosquitoCon device.



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 condition
- Water and Natular DT 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
- Refill water and reapply Natular DT if/when the 60-day period has lapsed or if product performance is compromised. Up to 6 weeks of control with reactivation after dry-down.
- 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 late-stage mosquito larvae from maturing into biting adults. Designed for container-breeding species and common breeding sites, it is a trusted solution for abatement districts and communities.

Why use Natular® DT with MosquitoCon®?

First Reduced Risk Larvicide approved by US EPA

- Ideal "green solution" for backyard settings with kids, pets, and gardens

Minimal PPE required



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 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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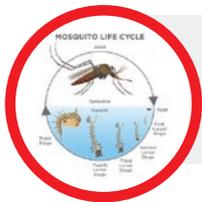
Kills mosquito larvae quickly & lasts

- On average, >90% reduction within 24 hours of application
- 60 days of control
- Bi-layer tablet
- Difuses and gas is released



Won the Presidential Green Chemistry Award

- Not toxic to mammals, birds, terrestrial wildlife, or fish
- Low risk to pollinators when dried and applied according to label instructions



Controls broad range of species including Culex, Anopheles, and Aedes

- Controls all larval growth stages



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Prevents Mosquito Development

Stops all four stages of larvae from maturing into biting adults.

Bi-Layer Tablet Design

The effervescent first layer quickly disperses Spinosad, ensuring immediate impact, while the second layer dissolves slowly, providing sustained effectiveness over time.

Environmentally Responsible

Part of the Natular product line, balancing efficacy with environmental stewardship.

Trusted by Abatement Districts

A proven solution used by communities for 15 years for effective mosquito control.

Targeted for Container-Breeding Species

Ideal for common breeding sites in residential and commercial areas.

Long-Lasting Control

Offers up to 60 days of mosquito larval control with minimal reapplication.

Minimal Maintenance

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

Safe for Non-Target Organisms

Non-toxic to humans, pets, and wildlife.



MOSQUITOC^{ON}

BY VM

WATER-HOLDING RECEPTACLE

+ Natular^{DT}

*Sold separately

UNLOCK ADD-ON REVENUE





This add-on system for existing mosquito programs helps stop mosquitoes at the source by breaking the life cycle before adults emerge. It complements adulticide treatments and enhances long-term mosquito suppression.

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 Lifecycle 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 reproduction





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 the 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[®]

BY VM

WATER-HOLDING RECEPTACLE

+

Natular[®]DT



MOSQUITOCON[®] – VESERIS #885049

NATULAR[®] DT 12 PACK – VESERIS #884981

NATULAR[®] DT 50 PACK – VESERIS #884979

**Sold separately*

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