

# Fumigants & Pheromones

Digital Newsletter Delivered by Insects Limited, Inc.

Issue 155

## Start with the Insect First: Angoumois Grain Moth



Quinn Kelley  
Insects Limited

Pest issues can sometimes cause interesting scenarios. Often our customers will perform their own identification of what pest insect that they think that they have and then order a set of pheromone traps and lures from us.

A few weeks later we might receive customer feedback from them saying something along the lines of “Your traps are not working!”.

Since our motto here at [Insects Limited](#) is to “Start with the Insect First”, the first thing that we do if we get this response is to ask our customer for a photo or a sample of the insect in question.



Pheromone lures are very “species specific” in which pest species that they will attract. If the lure is not designed for a particular insect, it will not attract it at all.

The following is a case study of one mystery pest scenario from a valued customer placing their pheromone order. After hearing that our traps were not working, the first thing that we requested was an image of the insect itself. With this image (seen above), it’s now possible to learn so much about the problem and even more importantly; the solution.

In regards to this particular image that I received; they had recently purchased traps for the infamous [webbing clothes moth](#); something anyone with a light-colored moth flying around their room might do. After about two weeks with no catches, though, they politely reached out to us for some guidance. From this image, we were able to tell there were some dark markings on the wings of the moth in question whereas webbing clothes moth wings are uni-colored with no dark markings whatsoever.

### The Reasons Why We “Start with the Insect First”

Since its inception, one of [Insects Limited’s](#) company mottos has been to “**Start with the Insect First**” before planning a strategy to eliminate or reduce that pest. What does that really mean? [Read More](#)



This told us that they in fact had purchased the wrong pheromone lures and unfortunately was needing the pheromone lure for the much rarer [Angoumois Grain Moth](#), *Sitotroga cerealella*.

The [Angoumois Grain Moth](#) feeds on whole grains rather than the textiles, woolens and rugs which are the favorites of the clothes moth. We told this customer that Angoumois Grain Moths are internal feeders of grains and hard grain-based food materials and that they should look around for larvae eating children's macaroni art or even fall decorations that incorporate grains and seeds.

Two hours after giving them this information we received a message back that they had found the culprit! The picture below reveals what they found. It was an infested piece of decorative Flint corn (Also known as Indian corn) in their storage room.

It is rare to find the source of your insects this quickly but it sure was a good reminder to always **Start with the insect first.**



The webbing clothes moth on the left and the Angoumois grain moth on the right are both light-colored moths that are similar in size, yet their diets are very different. This example shows the value in a correct identification.



Angoumois grain moths had infested this Flint corn causing the holes in each kernel (left)

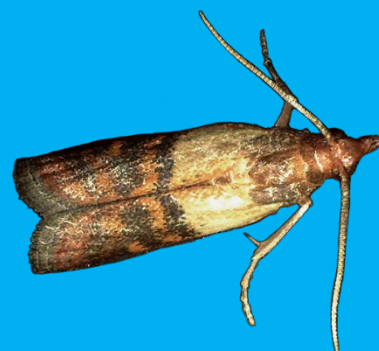
Typical damage to whole grain corn on the cob from Angoumois grain moths (above)

**Insects Limited provides a convenient pack of 10 Bullet Lures for the Angoumois Grain Moth. [Order Online](#)**

## Quality Pheromones and Trapping Systems

**Insects Limited** manufactures and sells pheromone lures and traps for insect pests of dried food, textiles, grain, carpets, taxidermy, and tobacco.

[www.InsectsLimited.com](http://www.InsectsLimited.com)



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## Profitable Products – As Seen in PMP Magazine



Tom Mueller  
Vice President of Insects Limited

### Q&A with Insects Limited's Tom Mueller

**How do Insects Limited's products save pest management professionals (PMPs) time and labor?** This year, we added a "[Ready-to-Use](#)" line of quality products for flying and crawling insects to complement our line of Multi-Species pheromone lures and attractants.

These Ready-to-Use products also can be used in our [SightTrap](#) remote insect monitor, to help customers save time and labor during the implementation of their pest management programs.



#### How do they save PMPs materials?

Our [Bullet Lure](#) pheromone technology ensures that customers' lures will provide an even release of pheromones throughout the entire life of the lure, allowing for steady and accurate data. This means PMPs will not have to change their lures as often, saving them time and money.

#### How do they save PMPs money upfront?

Our discounts for bulk trapping systems is one way customers can immediately save money. They also can save on labor costs by utilizing our Ready-to-Use line of products, which will help with site preparation and ease of implementation of trapping systems. Our line of [Multi-Species](#) attractants and pheromone lures also can save PMPs time and money by not having to purchase and carry several different lures as they execute their programs.

## Insects Limited Product Guide

Our newest product guide is a must-see. The 20-page full-color and fully illustrated booklet can be viewed as a hard copy, online, or as a [PDF HERE](#).



### How do they help PMPs generate more revenue?

Pheromone programs can be looked at as an investment that direct PMPs and their customers to insect infestation issues. Sometimes, the infestation stems from a simple product spillage. If a PMP locates the spill and has it cleaned, the problem is solved. Identifying that issue will prove to customers they made the right decision picking the PMP as their provider, which will allow for repeat business — and even willingness to pay more for the quality provided.

Other times, the problems are less obvious and more costly measures need to be taken. PMPs are then justified to use a chemical application like a spray or fog. Pheromone monitoring programs also can point out the need for bigticket items such as fumigation.

### In what other ways does Insects Limited make companies more profitable?

A product like the [SightTrap](#) is designed for customers who want to conduct a premium program. Food manufacturers are starting to require the utilization of products like this, and are willing to pay more for the services the [SightTrap](#) can allow PMPs to provide.

Products like this also provide a technician with a purpose outside of simply being a “trap-checker.” It allows them to become true PMPs, using their time and knowhow to solve problems. This leads to happier employees and less turnover.

The cost of training new employees is astronomical. Providing the tools they need, although sometimes more costly upfront, will save a pest control company tens, if not hundreds of thousands of dollars in the long-term through employee retention and



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*The Q&A with Tom Mueller was originally published in [Pest Management Professional Magazine's Profitable Products October 2020 Issue](#).*

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