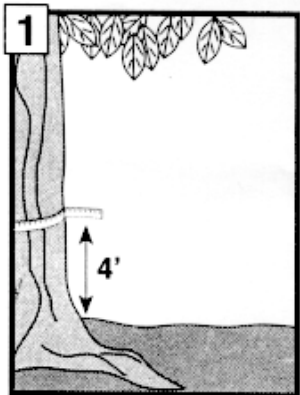


## Questions & Answers on the usage of POINTER™ TREE INJECTION INSECTICIDE



### **What is POINTER Tree Injection Insecticide?**

This new system provides homeowners season long control of many insects. POINTER can be used in areas where spraying a tree is either impractical or impossible. POINTER Tree Injection Insecticide is based on the insecticide Imidacloprid, which is the same active ingredient as Merit®. Merit® is widely used by commercial arborists and tree care services.

### **What insects does POINTER control?**

Aphids, scale, thrips, elm leaf beetles, leaf hoppers, leaf miners, Japanese beetle, mealy bugs and many others. One applications should give season long control.

### **Isn't tree injection complicated?**

Not with this system. All you need is an electric drill, a tape measure, a ¼ " drill bit, rubber gloves and a fingernail clipper or scissors.

### **How is POINTER applied?**

It is packaged in pre-measured ampules with an injector tube at one end. Each package contains 12 injectors. Measure the tree trunk with the tape measure about 4 feet above the ground level. You will need one ampule for every 4-6 inches of trunk circumference. Using a ¼ inch drill bit, drill a ½ inch deep hole in the tree every 4-6 inches around the tree trunk (at the 4 foot height). Drill the holes at a 45° angle downward. Using rubber gloves (which you should do with any pesticide application) remove the ampules from the pack. Using the nail clippers or scissors, cut off the end of the injection tube and squeeze POINTER into the drill hole. That is all there is to it! Note: A 12" diameter tree has a circumference of 37" (12" x 3.1416), so it will take 6 to 9 injectors to treat.

### **What is the cost per tree?**

Again using the 12" diameter tree for example, you will use 6 to 9 injectors. Assuming a retail price of \$24.95/package, each ampule costs approximately: \$1.25. So the cost per tree is \$7.50 - \$11.25 for a season of insect control. That's very economical!

### **Can I use POINTER on fruit trees?**

No, it can only be used on landscape ornamentals and interior plantscapes.

### **Can I use POINTER on conifers?**

Uptake is very slow in conifer trees due to the large amount of pitch in the tree. You can try it, but results in conifers may be disappointing.

### **When is the best time to apply POINTER ?**

Use POINTER when the tree is actively growing (not dormant). The best results are obtained early in the growing season.

### **How is POINTER packaged?**

They are packaged 12 ampules to a card and there are 12 cards in a case. They are easy to put on the nursery shelf or counter for the convenience of your customer to pick up.

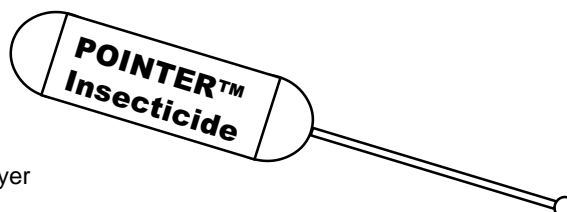
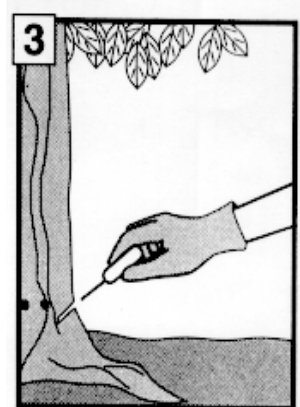
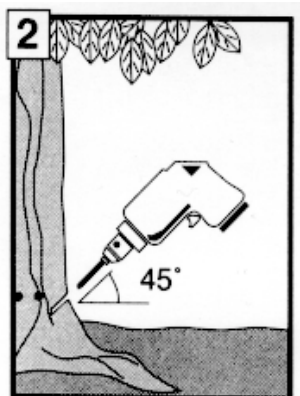
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