



*Issue 6 - November, 2004*

Welcome to our November *In Touch* newsletter – Sorry, late again! Summer has arrived, and the heat waves being experienced Australia-wide are a signal that the pest management season is well and truly upon us. As reported last month, fly populations of unprecedented numbers are being experienced in most areas of Australia. Hence, our article contained in this issue discusses the changing of the guard from electronic fly killers (EFK's) to glueboard units for food services areas. However, the humble EFK has its advantages as discussed below and new design technology is seeing a resurgence in their use.

The bird management industry received some significant negative public press in Victoria this month with the loss of Melbourne's first family of flight – the Peregrine Falcons that lived in the city. Poisoning has been blamed for their death and many are upset (including us) at the loss of these magnificent creatures in Melbourne city skyline. While my opinion here is biased, my thoughts are that the risk of killing non-target species and the power of negative media coverage will hopefully see more pest managers relying on humane exclusions and deterrent systems to gain the upper hand on pest bird species.

## ***Pest IT Product of the Month - Bird Management Tools***

With so many specialised products in our range (examples include Bird Shock Flex-Track and StealthNet) it is important to have all components available to assist you in your installation. This includes the product, fittings, attachments, glues and most importantly the right tools. Therefore the theme for our special offer this month is reducing the cost of setting up in bird management.

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### **December/January – Special Offer 1**

**StealthNet tools** – the fundamental tool requirement is the net ring tool. It's a must for every professional bird netting installation. **Order 1 Net Ring hand Tool (at the reduced price of \$69.90 + GST) and receive 2,500 Net Rings FREE. Saving you over \$40.00.**

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### **December/January – Special Offer 2**

**Bird Shock Flex-Track tools** – the installation of this exciting new product requires specialised tools. This includes an economy track tester, connector crimp tool, track cutting tool and a cut and strip tool. The normal price for the tools is \$221.40 including GST. **Order the full set of tools, receive a FREE tool box AND pay only \$195.00 including GST.**

Other tools, including the pneumatic net ring tools and gas powered nail guns, offer significant time and labour saving benefits. If labour is half the cost of many large projects, reducing your labour time will allow you to minimise costs and maximise your profits. Special pricing is available on these tools as well – ask us how.

There has never been a better time to get set up in the growing and profitable bird management market. Ask the bird management experts at Pest IT for a hand on developing the tools, know-how and techniques to succeed in bird management.

PEST CONTROL TRAINING & CONSULTING - INDEPENDENT PEST AUDITING - BIRD MANAGEMENT CONTRACT  
INSTALLATION, DESIGN & CONSULTING - BUSINESS & MARKETING ASSISTANCE

**AUSTRALIAN AGENT FOR PESTWEST, KILLGERM AND BIRD BARRIER**

## *Changes in Flying Insect Control*

By law, food that is sold in Australia must be wholesome and free from contamination from flying insect pests. Both manufacturers and retailers are required to demonstrate that they have taken every precaution to stop contamination and to provide evidence of 'due diligence'. Not only is it a requirement that the food industry takes safety measures, but it there is also now the necessity that a record be kept of how they have achieved this and the results.

In addition, the number of complaints relating to small flies (e.g. fermentation flies, "drain" flies, fruit flies, fungus flies etc) have significantly increased over the years. This is mainly due to changing pest control practices as there is now an increasing emphasis to concentrate on controlling insect pests with precise and directed control measures. Examples of this include the use of cockroach gels and monitoring devices.

Traditional electronic fly killers or EFK's function by zapping the insects on a high-voltage killing grid. The smaller flying insects are not controlled as well by the use of these units as they are too small to create the arc, which will electrocute them.

Despite this, the tradition within the food industry is for the main bulk of purchases to be EFK's rather than sticky traps. However over the course of the last few years this trend is changing towards the use of units which utilise glue boards. The sales of these types of units are now increasing particularly in Australia, continental Europe and North America. In Australia, Environmental Health Officers, local Health Departments and HACCP Auditors are ordering food service and production companies to remove EFK's from food production and preparation areas and replace them with glueboard fly traps.

There are a number of distinct advantages in using these glueboard fly trap units:

1. Glue boards ensure there is nil contamination from insect fragments or from insect parts being blown out of the catch tray by draughts.
2. Glue boards provide a ready-made source and record of 'due diligence' and fly catch analysis.
3. Insect pests can be easily identified, as the insects remain intact and can easily be seen on the glue board.
4. All sizes of insects no matter how small are caught.
5. Units are silent and discreet as there is none of the annoying 'zap' as the insects are caught.
6. There is no smoke or smell from larger insects 'frying' on the grid

However, don't ignore Electronic Fly Killers all together. EFK's have some distinct advantages over glue board units. These include:

1. Less capacity problems – EFK's catch more flies than can be held on glue boards.
2. Lower running costs – EFK's continue to work without regular glue board changes and servicing.
3. New, modern features such as draft protection ensures less fly debris are blown out of the units – a key feature of the PestWest Nemesis range.
4. New AC transformers (also a key feature of the Nemesis range) are safer to service, and offer a cleaner, instant kill than do the DC transformers of traditional "zapper" units

As such EFK's are ideal for use in "non-production" areas such as garbage rooms, loading bays and receiving docks.

For more information on the latest technology in EFK's, see [www.pestIT.com](http://www.pestIT.com)

***Next month we will launch the new technical, resource and training sections of our web site. Technical articles, press releases, fact sheets, members section with important information and more will be unveiled in early 2005. Until then, please visit [www.pestIT.com](http://www.pestIT.com) for the latest product, training and consulting news from Pest IT.***

## Free Sample Offer

Last month with the introduction of Bird Shock Flex-Track we offered you a free sample pack of this exciting new product. We were overwhelmed with the response, sending out nearly 200 samples. From this, many pest managers Australia-wide have sold and installed some very exiting projects using Bird Shock Flex-Track.

This month, we would like to offer you a FREE sample of probably our most under-rated product in the Pest IT range – the AF Insect Monitor. This simple device is arguably one of the best compact monitoring units for cockroaches, *Ephestia/Plodia* (various warehouse moth species), cloths moths, assorted crawling insects and stored product pests. Monitoring these insects as well as controlling small populations is crucial for your clients at this time of year. Heat and humidity will ensure that small populations explode into serious problems in a very short time frame. Using a long lasting PVC trap instead of cardboard traps that absorb moisture and need regular replacement is a great benefit. The AF Insect Monitor will not only attract insect species using the latest slow release pheromone technology, they will actually save you money over a contract period. This is particularly important in commercial food services areas.

### Details on the AF insect Monitor include:



**The AF Insect Monitor**

- Slimline profile means it can be placed in narrow gaps, closer to insect activity
- Unique "flipper" design automatically lifts out the attractant pad for easy inspection and removal
- 360 degree access and specially designed ramps mean insects can enter trap from all directions
- Insects are unable to detect the sticky surface until it's too late
- The textured surface and optimum ramp angle add to ease of entry and the narrow leading edge does not deter smaller insects
- Will fit on to the AF Advance Mouse Box forming an integrated monitoring/control system
- Ideal for Cockroaches, stored product pests and crawling insects
- Using a smaller trap at more regular intervals for stored product pests will allow you to pinpoint the source of the infestation
  
- Special sticky pads are available in colour coded packs for three target groups:
  - **Red:** Cockroach and crawling insect monitoring pads
  - **Green:** *Ephestia/Plodia* pheromone monitoring pads
  - **Blue:** *Tineola bisselliella* pheromone monitoring pads
- Each pad contains its own integrated attractant system, eliminating the need for separate attractant tablets
- Special slow release matrix, which remains effective for as long as the pad remains sticky
- Printed grids make counting easier



**AF Insect Monitoring Pads**

AF Insect Monitor (pack 50) and monitoring pads (each in packs of 100) are now available on request.

**More product specifications, accessories and information available at [www.pestIT.com](http://www.pestIT.com)**

Please send me a sample of a FREE AF Insect Monitor:

Name:	
Company:	
Full postal Address:	
Email Address:	
Target Pest:	Cockroach <i>Ephestia/Plodia</i> Cloths Moth      (circle one only)

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