

## The Future of Bird Management has Arrived

October sees the introduction of our latest product - Bird Shock Flex-Track. The first installations were completed early in the month with outstanding success. The concept of a low visibility bird deterrent is ideal. The fact that the track deters ALL bird species is very exciting; there are very few if any products that will deter sparrows, indian mynas, starlings and other small birds off ledges and other building structures. The many and varied applications of the product is reflected in one of the installations that I assisted on, which was done on round beams that split into multiple directions. Add to this the fact that the job was indoors and the solar panel was installed on the outer northern wall. With all this in mind you start to realise what a versatile product Bird Shock Flex-Track is.

To help you with installing Bird Shock Flex-Track, we have the following information packages available. Feel free to contact Pest IT Pty. Ltd. to obtain a copy:

- The new Bird Barrier Installation DVD - \$49.90 including GST and postage – **OR FREE for the first 10 Flex-Track orders received in November 2004.**
- Bird Shock Flex-Track Installation Instructions (email or post)
- Bird Shock Flex-Track Product Spacing (email or post)
- Bird Shock Flex-Track Public Safety and Risk Management Guide (email or post)
- Bird Barrier and Bird Shock Flex-Track price list and order form (email or post)



### Bird-Shock® Flex-Track™

- Flexible
- Low Profile
- Four Colors
- Easy to Install
- Long Lasting
- Cost Effective

Contact Pest IT Pty. Ltd. via email on [info@pestIT.com](mailto:info@pestIT.com) to obtain the above information packs. Our Bird Shock Flex-Track stock has arrived and is available for immediate Australia-wide delivery. We have available all four colours of Flex-Track, accessories, signage and installation tools.

## Eliminator Pigeon Trap

To help support your installations, there are times that you need to remove some of the existing "committed" pigeons to assist the success of your job. Trapping is far more acceptable now, as compared to poisoning and shooting pigeons. This is particularly so in built up, urban or industrial areas where mishaps can put you in the spotlight with unwanted PR issues. Pigeon trapping can also be profitable in areas that cannot support physical barriers or while you wait for major quote acceptance

The Eliminator Pigeon Trap is now available from Pest IT Pty. Ltd.. The Trap is supplied with sufficient food and water containers to satisfy RSPCA guidelines and to support the feeding requirements of small to medium pigeon flocks. Pre-baiting the trap and the techniques used in the lead up to the trapping is the key to success. We have a comprehensive instruction package available to assist you as required. The Eliminator Pigeon Trap is the first of many trapping systems to become available to assist our clients. Stay tuned for more product launches



## Flies Can Smell Food - But Can You Sense the Opportunity?

Summer is nearly here and fly populations are dramatically increasing in all major capital cities. Awareness for food safety in commercial food outlets has never been so high. Yet, commercial flying insect management can be a very profitable and rewarding exercise for pest managers throughout Australia. To kick off the summer fly season and to help make it more profitable, Pest IT Pty. Ltd. has this introductory offer.

### Special Offer - October/November 2004

Order any PestWest™ glueboard fly killer during October/ November 2004 from Pest IT Pty. Ltd. and receive a FREE pack of glueboards.



**Chameleon 1x2 & Chameleon 2x2**  
for small to medium installations



**Chameleon 4x4**  
for large commercial food area



**Sundew Stainless Steel & Sundew White**  
for wall mount and counter top installations



**Chameleon Uplighter**  
for discrete wall mount installations

A PestWest price list is available on request. Our specification brochure has been included in the October/November issue of Professional Pest Manager. Additional copies are also available on request; please contact us on email [info@pestIT.com](mailto:info@pestIT.com).

#### Special Offer Conditions

- Special Offer ends November 30, 2004
- There is no limit to the number of units or orders per customer
- Offer applicable to units supplied at list price
- Further special offer details available on request

Marketing tools to assist you to generate leads including PestWest postcards and brochures are also available on request. We have a PestWest flying insect postcard (see below) which is a great opportunity to generate new business from existing and potential customers. Add these postcards to your commercial invoice/statements and watch the enquiries come in. For those entrepreneurs looking to grow business, send these postcards to potential clients such as cafes, restaurants, food services, food processors and manufacturers in your area or city. Copies can be obtained by contacting Pest IT Pty. Ltd.



**Additional information can be found on our web site at [www.pestIT.com](http://www.pestIT.com). Contact Pest IT Pty. Ltd. on 1300 66 56 57 to place an order or to request more information**

## *Bird Management Quotes*

Don't forget to ask if you need assistance with quoting your next bird management project. I receive photos and sketches daily from our clients needing assistance or just a second opinion. I am happy to help itemise the materials required and give you an idea of the access equipment, time and labour force required – FREE. We also have the Bird Barrier "Bird Site Worksheets" available to assist you on-site. The Bird Site Worksheets can be used to complete sketches, measurements and itemising materials, fittings, time, labour and access equipment. Contact our office for a copy.

## *Noah joins the team at Pest IT*

Our newest arrival joined the team this month. Noah McCarthy-Bache arrived early on the 13<sup>th</sup> October, weighing 3.025Kg (or 6 pound 10 oz).

Noah brings absolutely no experience with him from his previous 9 month posting. However, he and the other members of the Pest IT team are going through a steep learning curve and extensive late night training programs.



## *Pest IT In Touch September Issue*

We had a few technical problems sending out the September issue of our newsletter. Most subscribers didn't actually receive it! Here is a brief description of its contents:

- Follow up to the Business of Bird Management Courses
- Summary of the 11<sup>th</sup> Annual HACCP Conference
- Update of our warehouse and distribution services
- Launch of the new Bird Barrier Installation DVD
- Details of new discounts and price lists – Save \$\$\$\$
- Our "Product of the Month" Bird Shock Flex-Tack – The Future of bird management is here
- Lets Share our resources – A new fax back sheet to obtain more information on technical issues, Pest IT and our products

There is a copy of the current and past issues of the Pest IT *In-Touch* newsletter in the news section of our web site. Check it out now at [www.pestIT.com](http://www.pestIT.com).

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

AUSTRALIAN AGENT FOR PESTWEST, KILLGERM AND BIRD BARRIER

## ***Pest IT Product of the Month - AF Helland Drinker***

With the heat of spring upon us, it is important to offer rodents alternatives to blocks, blocks and more rodent bait blocks. Offering liquid rodenticide via the new AF Helland Drinker (pictured below) which is designed for use in the AF Rat Box is ideal. This is especially useful in dry goods storage areas where the moisture content that available food offers is insufficient moisture to satisfy rats and mice.

The AF Rat Box can be fitted with one or two AF Helland drinkers and secured using the extensive range of AF fixings (listed below) available from Pest IT. In this way liquid rodenticide applications can be tamper resistant without costing the earth. A handy hint when rodent baiting is to use the AF Helland Drinkers with water only as an additional attractant during warmer months. The AF Helland Drinkers are only \$6.90 + GST. Add them to your next AF Rat Box order.



Other AF Rat Box accessories (available in stock) include:

- AF Rat Box Liner
- AF Rat Box Bait Station Anchor
- AF Rat Box Bait Station Peg
- AF Rat Box No 14 Floor Fixing Bracket
- AF Rat Box Cable Fixing
- AF Brush Key
- Helland Drinker (pictured left)
- Snap-E Rat Trap
- Date inspection sticker, horizontal steel block holder and vertical PVC block holders are supplied with each box

**All are now available in stock from Pest IT Pty. Ltd.**



AF Brush Key



AF Rat Box fitted with the No 14 Floor Fixing Bracket



AF Rat Box Bait Station Anchor

***Next month we will road test new products, feature another "Product of the Month" and keep you up to date with more industry news.***

***Until then, please visit [www.pestIT.com](http://www.pestIT.com) for the latest product, training and consulting news from Pest IT Pty. Ltd.***

**Contact Pest IT Pty Ltd on:**



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