

# THE Bell Report

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## FROM THE FIELD

### Monitoring with **Trapper 24/7** keeps mice at bay in sensitive fisheries and dairies

**S**ensitive accounts, such as food plants, dairies and pharmaceutical firms, pose unique challenges for pest control.

With bait use either prohibited or severely limited, these facilities nonetheless require “zero tolerance” to pests.

To be successful, pest management professionals (PMPs) must combine their professional skills of

observation, intuition and stealth with today’s array of non-poisonous control products.

“There’s no substitute for a good inspection. And, in commercial accounts especially, monitoring is as important as the inspection,” said Chris Del Rossi, director of J. P. Chemical’s commercial division.

A 15-year veteran in commercial pest control, Del Rossi has seen a huge shift toward more monitoring these days.

“Earlier on, it was routine application but now we’ve had a huge shift to IPM with companies partnering with PMPs,” he noted.

#### **Mechanical Traps in Fisheries and Dairies**

Located in Milford, New Hampshire, J. P. Chemical services many accounts for

New England’s fishery and dairy industries. Pest control in these accounts is dependent on a good monitoring program. That’s why Del Rossi relies on Bell’s mechanical traps to alert technicians when rodents are lurking.

Outdoors around a facility, he uses tamper-resistant PROTECTA Landscape Bait Stations with CONTRAC Blox. Indoors for monitoring rodent activity, he prefers multiple catch traps, particularly TRAPPER 24/7.

#### **No Rusty Floors with TRAPPER 24/7**

“Typically these plants are clean but wet with lots of washing and sanitation,” and for that reason, as well as aesthetics, Del Rossi chooses the plastic TRAPPER 24/7.

“With water, metal traps leave rust stains. The biggest comment we get from customers is that the floors aren’t getting rust stained with the 24/7,” he said. In dry areas his technicians will include a disposable TRAPPER Glue Board in the trap.

His system works.

“In plants that have an active pest control program in place, we may catch one or two mice a year,” Del Rossi noted. “You don’t see mice coming in from the outside.”

If mouse activity suddenly peaks, it’s usually tracked back to a vendor, he added.

On new accounts when he’s facing a tough mouse infestation, Del Rossi goes for knockdown with lots of snap traps and repeating traps.

*Continued on back page*



*Keeping sensitive accounts rodent-free is a challenge facing the pest control industry.*

## TECHNICAL REPS

# Robinett and Lynch join Bell as technical sales representatives on the east and west coasts

**T**amie Robinett and Patrick Lynch have joined Bell Laboratories as technical sales representatives in the southwest and northeast United States, respectively.

They consult with Bell distributors and pest management professionals (PMPs) on the marketing and use of Bell rodent control products. They also train distributor sales staff and PMPs, including providing technical support on field inspections.



Tamie Robinett

### Robinett Brings Decade in Sales

Tami Robinett brings nearly a decade of sales experience to her accounts in southern California, southern Nevada, Arizona and Hawaii.

Before joining Bell, she was a regional sales manager in the southwest U.S. where she managed distributor reps for Central Garden & Pet. An award-winning manager, she found new and innovative ways to grow the market share in her territory. She also worked as a sales representative in southern California for a college textbook publisher.

Robinett received a bachelor's degree in political science in 1994 from Cal State – Northridge. She is based in Pasadena, Calif.

### Lynch - Newest Addition to Sales Staff

Bell's newest addition to its sales team is Patrick Lynch. Like Robinett, he will represent Bell at national industry shows and distributor meetings. His territory includes New York City, New Jersey north of Trenton, and Rockland and Westchester counties in New York.



Patrick Lynch

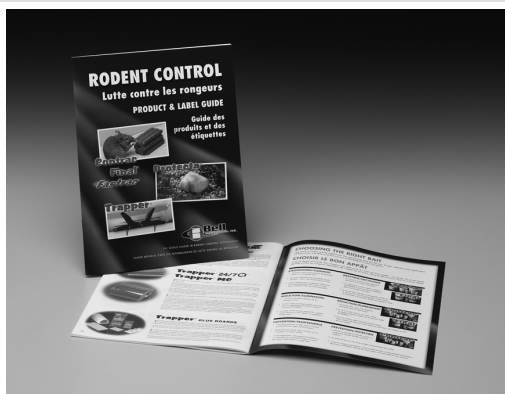
Lynch gained sales experience working for Fastenal Company in Paterson, NJ, where he was a sales manager involved in all facets of the business - from gaining new accounts and customer service to managing and scheduling employees.

He also worked as an assistant project manager in the construction industry in New York City.

Lynch earned a bachelor of science degree in management from the College of New Jersey in 2004 and a master's of business administration from the New York Institute of Technology.

Lynch is based in Bergenfield, NJ. ■

## CANADIAN CATALOG



### Rodent Control Product & Label Guide for Canada

**U**sers of Bell products in Canada now have ready access to updated product labels and Material Safety Data Sheets (MSDS) compiled into a 44-page catalog from Bell.

Written in English and French, the 8 1/2" x 11" catalog provides PMPs with technical information on all Bell rodenticides in Canada; information on its bait stations, mechanical traps and glue boards; and useful suggestions for choosing the right bait.

Keep an extra copy in your service vehicle for reference on the job.

Catalogs are available through your local Bell Laboratories' distributor or by contacting us at 1-800-323-6628. ■

## Rat eradication program on Canna Island holds promise of restoring bird populations

In early April, six months after arriving on Canna Island off Scotland's western coast, the island/species management team from New Zealand was confident their hard work and diligence in eradicating the island of rats would pay off in a regeneration of the island's internationally important seabird colonies.

With the completion of the day-to-day cycle of baiting-checking-rebaiting some 4,200 bait stations, Elizabeth Bell who headed the team from Wildlife Management International, Ltd. (WMIL), gave the eradication program an enthusiastic thumbs-up.

Monitoring during the last couple months showed no signs of rats, though she cautioned they cannot be absolutely sure yet that all the rats are gone.

"There'll be monthly monitoring during the summer months in randomly selected areas and then WMIL will conduct another complete island check over the coming winter," she added.

Even then it will take another complete year of monitoring before the island can be declared "rat-free," but so far the prognosis looks good.

That's good news for the National Trust for Scotland (NTS), owners of the Herbridean island, that commissioned the Seabird Restoration Project after burgeoning rat populations threatened seabird colonies.

"We're seeing signs of birds coming back to the island because of the project," said NTS information officer, John Hollingsworth. The best news of all is "signs of birds nesting where rats would have predated them."

### Intense Baiting with DITRAC Blox

Last fall, the team set up a grid of bait stations on the island, containing Bell's DITRAC Blox with diphacinone, to kill the island's estimated 10,000 rats. They divided the island into three sections for bait checking purposes. Each station was labelled and numbered according to its position on the grid.

As team members checked stations, they recorded the amount of bait removed or nib-

bled by rats and mice and the amount that disintegrated due to weather conditions.

At their base camp, they transferred the information into a database which generated maps showing the activity level at each station. This helped the team identify where rats were being eradicated, as well as "hot spots" of continued rat activity.

The team continued baiting, regardless of activity levels, until February. On the final two rounds, the team saw no bait take and few other signs of activity. By the tenth bait check, bait take had stopped.

"I was very impressed with the diphacinone bait. Bait acceptance was excellent and it lasted well in the environment," Bell said.

"Most of the bait acceptance was pretty uniform over the island. Bait take was higher on the cliffs and slopes (coastal areas) where rat populations were concentrated."

She estimated some 5,000 rats died.

### Follow-up Monitoring for Two Years

Intensive monitoring began in late January with another grid of more than 4,300 monitoring stations established over the island. Located between existing bait stations, the monitoring bait consisted of chocolate flavored wax blocks, made of melted candles and cocoa, on a chew stick held together by wire.

By attracting any rats that were wary of entering a bait station, monitoring helped the team identify pockets of rat activity. Then they followed up with intensive trapping or baiting. By the time the team left in April, signs of rat activity had ceased.

In the team's absence, the island's 13 residents who were active in the eradication program will remain vigilant for any signs of rats and will assist with the long-term monitoring over the next two years," Bell said.

The monitoring grid is checked monthly. So far, no signs of rats have been detected, though the island's monitoring team is prepared with poison and traps.



*The team used six tons of DITRAC BLOX, less than originally anticipated; estimates of rat populations proved to be high.*

## FROM THE FIELD

### Canna Island *continued from page 3*

For now, the bait stations not in use are cleaned and stored away, along with the anchoring wires and unused bait. The only stations still in use are in the buildings and on the farm. A line of bait/monitoring stations, however, was left around the coast of neighboring Sanday Island.

In October, the WMIL team will return for three months of intensive monitoring to ensure rats are gone.

“If monitoring over the next year discovers that even one rat is present, we will take action,” Bell promised.

Overall she felt the project ran very smoothly.

“We had a very good team of personnel and volunteers. The management team at NTS and other agencies were very supportive,” said Bell.

“It was very similar to other eradications I have been involved with but with its own issues and difficulties,” said Bell, referring to the island’s steep 600-foot cliffs and the grazing sheep and cattle that had to be kept away from the bait stations.

Bell representative, Will Golland, who worked with the NTS in selecting the bait, added, “We were delighted to have played such an important and successful role in safeguarding a key seabird sanctuary.” ■



*The WMIL team left DITRAC bait and bait stations for boats regularly visiting the island, such as the charter vessel Spanish John, and local fishing boats that stop on Canna.*

### Sensitive Accounts *continued from page 1*

#### Guidelines & Monitoring Data

Del Rossi says the key to rodent control in sensitive accounts is understanding the guidelines, “what is expected before you even start a service agreement.”

“Commercial food establishments frequently have multiple mandates and it’s not uncommon in these places to have three, four or five different audits a year,” he said. “There are specific requirement on how close for placement and how many to place. It’s best to know what you’re getting into.”

Budget and labor constraints usually dictate whether the pest control company or an internal committee performs the checks.

Most of the plants J.P. Chemical services have weekly checks.

“These days, with as tight as plants are running, we have a turnkey program where they give us the key and we inspect. In other plants, their personnel check one week and we check the other,” he added.

Maintaining detailed logs is important, too. “We use a bar coding system that tells us what’s been caught and how many. It’s thorough but people appreciate that,” he stressed.

As more companies partner with their PMP, the end result, Del Rossi feels, is making the facility less conducive to pests. ■

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