

# PEST WORLD 2019

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## THE BELL REPORT

International Edition

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## FINAL<sup>®</sup> All-Weather BLOX in Nicaragua

FINAL All-Weather BLOX, Bell's strongest, single-feed anticoagulant, is now available to purchase in Nicaragua. Exhibiting with ESCASAN, Bell's LATAM Business Manager, Andrés Pizarro, launched the new product at the event by hosting training sessions and workshops. "It was a great opportunity to talk to a lot of our key customers," said Pizarro. "We're very excited to be able to offer Brodifacoum and have so far received great field test results." ■



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## BELL INTRODUCES CONTRAC<sup>®</sup> SOFT BAIT IN AUSTRALIA

Bell Laboratories is pleased to introduce its new Soft Bait product now available to Pest Management Professionals (PCOs) in Australia. Contrac<sup>®</sup> Soft Bait made its debut this August at the Rapid Solutions conference EduCON at RACV Royal Pines on the Gold Coast. The biennial conference is specifically developed for pest management with this year's focus being 'the future of the industry.'

As exhibitors at the conference, the event provided Bell's Australasian team the perfect opportunity to share information about the new product. "We are pleased to now offer a Soft Bait that we know will perform to the Contrac standard in all settings," said Australasian Business Manager Andy Knox. "Contrac is the number one bait in the professional pest control industry worldwide and our bromadiolone formulas are known for out-

standing rodent acceptance and control."

Along with outstanding rodent acceptance and control, Bell's Contrac<sup>®</sup> Soft Bait comes with an extensive list of key attributes. The Soft Bait has a unique oil-based formulation with a precise balance between saturated and unsaturated fats. In addition, the manufacturing process ensures maximum contact of the



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Sam Wood and Andy Knox at the 2019 Rapid Solutions' conference

paper sachet to the soft bait—further maximizing bait acceptance. The Soft Bait is also designed to withstand almost any climate. When temperatures and humidity rise, Conrac® Soft Bait is both mold- and heat-resistant and, in cold weather, the bait won't go hard or freeze.

Conrac® Soft Bait is available in two pail sizes, 1.8kg and 7.25kg. The new Soft Bait pails are clearly differentiated from all other Bell Laboratories pails with an orange lid for ease of identification by distributors and PCOs. Conrac® Soft Bait is available in 10g sachets with a minimum mouse placement of one sachet and a minimum rat placement of 2 – 10 sachets.

“The Rapid Solutions conference is a real highlight of the calendar, and like many in the industry I look forward to the event. This year, it was exciting for us to be able to officially launch Conrac Soft Bait to PCOs in Australia. There was a lot of interest in the new product, and we had some really interesting discussions with PCOs about how Conrac Soft Bait will fit into and compliment their businesses,” said Sam Wood, Bell’s Australia tech and training representative. ■

# The **ONLY** **SOFT BAIT** WORTHY OF THE NAME **CONTRAC®**



**BAIT WON'T MELT,  
MOLD OR FREEZE**

# Where in the World is Bell Laboratories?

Bell Laboratories' International team is one of the key successes of recent company growth and development. Our International business has developed beyond the limited distribution of years past. Bell now supplies products all over the world. Customers can find Bell products in countries like the Netherlands, Indonesia, Greece, Costa Rica, and South Africa – to name a few. Our team is dedicated to supporting our customers' business needs and in providing this support, our representatives spend a lot of time traveling.

Whether we're exhibiting at trade shows, hosting educational webinars, or attending workshops, the Bell International team is committed to being a leading voice within the Pest Control Industry. ■



Markus Penner, Fabienne Redois, Shyam Lakhani, Kent Gutzmer at 2019 PestEx in London, UK.



Arnaud Del Valle with Alexandre Maury from Edialux in Replonges, France



Sam Wood and Andy Knox in Indonesia with Andik Prastiawan and Irfan Nugraha visiting PCOs in Jakarta



Andrés Pizarro with UNIVAR's Miguel Gonzalez (UNIVAR Sales Manager) & Daniel Barajas from BUYGREEN at a UNIVAR visit in León, México.



Fabienne Redois, with the Avipur Team at the 12th European Vertebrate Pest Management Conference in CLERMONT FERRAND, FRANCE.



Andrés Pizarro with the ESCASAN team at VI Congreso Iberoamericano de Porcicultura, Panama 2019 in Panama City, Panama.