



# NATIONAL PEST AWARDS — 2022 —

On September 8, the National Pest Awards 2022 took place in London, UK. It was so nice to catch up with everyone from the industry at this lovely event. Bell was proud to sponsor the Large Pest Company of the Year Award. Congratulations to all event winners!



Shown from left to right, Bell's International EMEA sales team: Shyam Lakhani, Arnaud Del Valle, & Michael Sims.



Pictured on the right is Michael Sims, Bell's UK, ROI & Sub-Saharan Africa Manager, joined with the Large Pest Company of the Year winners.



## THE BELL REPORT

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# PESTWORLD BOSTON 2022

## MASSACHUSETTS OCTOBER 11-14

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# STAR PRODUCTS USED AROUND THE WORLD

The Bell Team Highlights Products They are Talking About Now

“I always like to hear our technicians talking about their Bell toolbox! That shows a lot on how efficient and helpful our whole range is in their daily inspections. My actual favourite product is the iQ range: affordable, understandable, easy to set up, providing accurate and secured data.”

Bell Sensing is what the first smart phone was 20 years ago: the game changer of our industry, the first step of the digitalisation of our users' activities. iQ helps our customers to know when and where rodents are travelling. The main target is to use biocides or trapping only when and where it is actually needed.”



**Arnaud Del Valle**  
EMEA Director



“My favourite Bell product is currently CONTRAC SOFT BAIT, but if you ask me next week, I'll probably give you a different answer as it's challenging to only pick one favourite. Since its launch in Australia in 2019 I've seen it used to get pest managers out of all kinds of sticky situations, and I've been constantly impressed by its versatility. As a pest manager myself, like thousands of others, I relied on Contrac Blox every single day, and Contrac Soft Bait is its perfect companion.”



**Samuel Wood**  
Asia Pacific Business Manager



“AGRID3 BLOX has become the product with the highest development potential in the LATAM territory. Since the organic crop segment has had tremendous growth over the last few years and now more certifications are required in order to export products to the US, Asia and the UE, our Cholecalciferol based bait is the chosen product to control rodent infestations. Agrid3 is the only rodenticide in the world with OMRI and KIWA certifications, and it is also proven in field effectiveness, making it currently the best option for producers in our territory. We are working hard on registration processes in countries with high demand of Agrid3 like Mexico, Costa Rica, Nicaragua, Chile, as well as Perú and others. With that being said, many good things are to come for this special product in the coming years in LATAM.”



**Andrés Pizarro**  
Latin America Business Manager



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## WOOD JOINS BELL INTERNATIONAL



Megan Wood

Bell introduces our newest International Product Manager, Megan Wood. Megan has been on board with us since June, working from Bell's corporate headquarters in Wisconsin, USA.

She comes to Bell after almost twenty years in finance compliance, bringing an exceptional attention to detail and extensive experience with complicated issues, such as regulatory.

"I always knew Bell Labs was a great company from crossing paths with it through my former employer so when it became clear to me that it was time for a change, Bell Labs was one of the first companies I considered in my search. And in my experience, you don't get to be a great company without great people and so far that has held true. I'm looking forward to learning everything there is to know about the international segment of Bell and elevate the marketing efforts. The global growth opportunity is a very exciting challenge and I'm proud to be on the amazing team that is laying the foundation to develop it."

We are thrilled to have Megan join the Bell International team and be a solid resource for our representatives around the world. ■

## CHECK OUT THESE VIDEOS ON OUR YouTube CHANNEL!



**iQ Solutions:**  
iQ products provide PMPs many solutions which are explained in this video, including Higher Employee Retention, Stronger Customer Relationships, Increased Safety, Knowledge of Account Trends, and Improved Account Tactics.

**KNOCK DOWN Rodent Populations with FASTRAC Blox:**  
Now Available for the first time in Australia, the fastest-acting block rodenticide, FASTRAC.



**SEE THE DIFFERENCE**  
**STANDARD SERVICE**  
VS.  
**SERVICING WITH iQ**



**Save Time at Accounts with T-REX iQ**  
Watch as a technician services a standard snap trap versus the T-REX iQ snap trap. Conduct service visits faster and safer with the utilization of iQ products.

**T-REX iQ & EVO Tunnel: A Winning Combination**  
Never check an empty trap again with T-REX iQ. Two snap traps fit back to back inside the EVO Tunnel and snap into place for easy securing. Place these protected traps anywhere with the slim design of the Tunnel.



**SUBSCRIBE**

# TOP 10 LARGEST RAT SPECIES

There are roughly 1500 rodent species around the world. Listed below are the top 10 largest rat species along with their lengths (excluding tail) and in what part of the world they are mostly found. For more information, visit <https://a-z-animals.com/blog/the-10-largest-rats-in-the-world/> or <https://www.automatictrap.com/pages/rats>



SPECIES	LOCATION	BODY SIZE
1 Sumatran Bamboo rat	China	20 in.
2 Gambian Pouched rat	Africa	17 in.
3 Bosavi Woolly rat	Papua New Guinea	16 in.
4 Northern Luzon Giant Cloud rat	Philippines	15 in.
5 Mountain Giant Sunda rat	Indonesia & Malaysia	12 in.
6 Norway rat	Worldwide (except Antarctica), originated in China	11 in.
7 Lesser Bandicoot rat	India & Sri Lanka	10 in.
8 Bushy-Tailed Wood rat	North America	9 in.
9 Red Spiny rat	Asia	8 in.
10 Tanezumi rat	Asia	8 in.