

Freedom Pest Control *continued from front page*

see that there was nothing caught on those traps. If it wasn't for the T-Rex iQ traps, I'd be spending 45 minutes of each service crawling underneath the fish pier.

"The time that I'm not spending under the pier, I can spend on exclusion and inspection, and just being able to trouble-shoot some of the other areas. I also didn't have to worry about high tide anymore because I could zip tie the traps to the piping underneath the pier. If we were still using old-style wooden snap traps, after one high tide those things would be floating out to sea. The T-Rex traps have those two holes

that you can use to zip tie it up. The Express iQ is great too, we have at least 25 stations all around the facility, knowing that only seven of them have activity saves me time and labor."

All of the time saved by using iQ products allowed Marchant to focus on inspection and exclusion, making it much tougher for rodents to enter the facility and cause damage. After about six to eight months of using the TRAPPER T-Rex iQ and EVO Express iQ, the rodent activity at the account was finally brought down to a manageable level. ■



Pier with infestation

Photo Credit: Freedom Pest Control



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Freedom Pest Control Finds Success with the T-Rex iQ



When Justin Marchant, Lead Technician/Technical Director at Freedom Pest Control in Merrimac, MA, took over servicing a seafood processing plant, he knew he had his hands full. The account was overrun with Norway rats that were feasting on the fish that were brought into the dock each day.

The owner of the plant had taken thermal footage that captured the clusters of rat colonies nesting in the walls and traveling from room to room via high beams to steal fish. This resulted in urine and droppings

falling into areas where the fish were being cleaned—this was a major contamination concern, and Marchant knew that he had to get the rodent population knocked down to a manageable level. During his inspection, Marchant found something that the previous pest control company had missed.

"When we took over the account around five years ago, we found that the pier where they would load and unload the boats was somewhat enclosed, and there was a 300-foot stretch under the pier where the rats were colonized. We basically had to walk to the end of the pier, jump down, and that's where we found them. We had to walk for about 100 feet, then crawl on our hands and knees for about 100 feet, and then belly crawl for the last 100 feet before reaching the area where the ground met the foundation rats were exploiting - right underneath the wall where they had seen the rats living with the infrared cameras.

With the age of the building and the location being right on the water, the waves were slamming the concrete and wearing it away, so those 6-7 mm gaps were hard for us to find, but the rats were finding them easily," explained Marchant.

In the beginning, Marchant set around 100 snap traps near the base of the pier where the rats were nesting. When they went back the following week to service the traps, they ran into a problem - the tide had risen, making it difficult to check the traps. With close to 100 snap traps under the pier, around 25 exterior bait stations, and all the other equipment, Marchant found himself taking around two to three hours every time he serviced the account. On top of that, they were having trouble scheduling the service around the tide. That's when they found a solution to their problems - iQ Products, powered by Bell Sensing Technologies.

"When we started using iQ it allowed us so much more time to ignore the traps that hadn't seen activity. Having T-Rex iQ traps underneath the pier literally saved me from putting on a suit, respirator, and other equipment, then having to belly crawl underneath a fish pier for 300 feet - now I can just look on my phone and

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Justin Marchant, ACE (Left) & Tom Drapeau, ACE (Right)



Placing T-Rex iQ Traps Photo Credits: Freedom Pest Control

BELL WORD SCRAMBLE

OIPGDNPRS

Used to identify where rodents are traveling

NSTICHTIEEK

Rodents develop a muscle memory with this sense

MSBUE

Rub marks left behind by greasy rodent fur

CTUANGINALOTA

Two common types of rodenticides are acute and _____

UELPS

This strategy of baiting consists of replacing DETEX® with CONTRAC® once activity is proven



CHOOSING THE RIGHT BAIT STATION



RATS

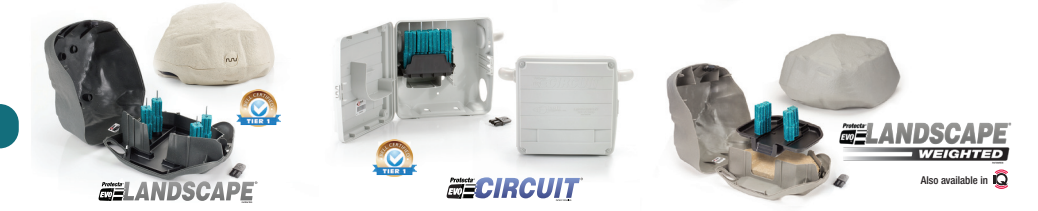
There are a variety of conditions that must be considered when choosing which bait station to use for rats depending on the environment, sensitivity of the account, or the presence of non-targets

TOP CRITERIA

PRE-WEIGHTED



DISGUISE



LOW PROFILE



ARE YOU TARGETING RATS OR MICE?



MICE

Whether you are trapping for mice, baiting for mice, or doing a combination of the two, Bell has bait station options to accommodate any scenario

BAITING OR TRAPPING?

BAITING & TRAPPING



BAITING ONLY



Personnel News

SCHOONOVER REPRESENTS BELL IN EAST CENTRAL STATES

Bell is pleased to welcome Ernest Schoonover as the newest Central Technical Sales Representative. He will be responsible for the territory management of our East Central Region including Michigan, Indiana, Ohio, Kentucky and Tennessee.



Ernie Schoonover

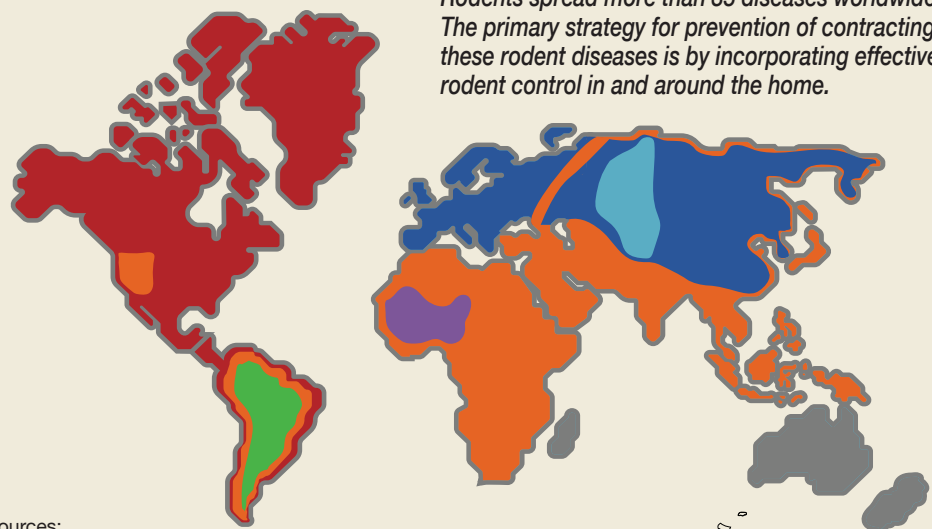
Ernie gained previous experience within agricultural and pesticide-related industries. He taught at Clemson for a couple of years before going to work for their Department of Pesticide Regulation. His experience working within the field to complete business inspections and identify solutions tailored specifically to meet customer needs will make Ernie a real asset to the team.

“I wanted to work for a company that was rooted in quality and has a progressive vision for our industry. Bell Laboratories was a good fit for my creative approach toward solving contemporary pest control service science issues.”

Bell is excited to have Ernie join the Bell Domestic Sales team.

DISEASES DIRECTLY TRANSMITTED BY RODENTS

Rodents spread more than 35 diseases worldwide. The primary strategy for prevention of contracting these rodent diseases is by incorporating effective rodent control in and around the home.



- Hantavirus Pulmonary Syndrome**
North and South America
- Hemorrhagic Fever with Renal Syndrome**
Eastern Asia, Russia, Korea, Scandinavia, Western Europe, Balkans
- Lassa Fever**
West Africa
- Leptospirosis**
Worldwide
- Lymphocytic Chorio-meningitis (LCM)**
Worldwide
- Omsk Hemorrhagic Fever**
Western Siberia
- Plague**
Western US, South America, Africa, Asia
- Rat-Bite Fever**
Worldwide
- Salmonellosis**
Worldwide
- South American Arenaviruses (Argentine hemorrhagic fever, Bolivian hemorrhagic fever, Sabiá-associated hemorrhagic fever, Venezuelan hemorrhagic fever)**
South America
- Tularemia**
Worldwide

Sources:
CDC. (2010, July 29). Rodents | CDC. Centers for Disease Control and Prevention; U.S. Department of Health and Human Services. <https://www.cdc.gov/rodents/>
CDC. (2017, July 5). Diseases directly transmitted by rodents. Centers for Disease Control and Prevention; U.S. Department of Health and Human Services. <https://www.cdc.gov/rodents/diseases/direct.html>

HELPING THE COMMUNITY, HELPING THE EARTH

A team of volunteers from Bell celebrated Earth Day this year by suiting up in custom bright t-shirts and safety vests to pick up garbage on Bell's newly adopted highway. On Saturday, April 23, the team cleaned up a 4.6 mile segment of Highway 51 in Dane County, Wis., just north of our headquarters. We are proud of the effort put in by Bell volunteers this spring and are looking forward to continuing our partnership with Adopt A Highway.

