

Recommendations *continued from front page*

tant in the removable bait cup in T-REX traps.

IDENTIFY THE WATER SOURCE & PROVIDE EXCLUSION

Exclusion is essential to eliminate rodent populations and keep them out of homes and businesses. One of the main goals of exclusion is removing rats' ability to leave, get water, and come back. Rodents can't translocate and hoard water like they can with food. Make sure that there is no faulty plumbing and that HVAC systems are not leaking, as these can provide a crucial necessity (water) for rodents.

UTILIZE T-REX iQ

Rodents travel in hard-to-reach locations - with Bell's T-REX iQ rat snap trap, powered by Bell Sensing Technologies, traps can be placed where rodents are traveling and with the power of iQ, never check an empty trap again. Use the PROTECTA EVO Tunnel in tandem with the T-REX iQ for effective population reduction and elimination. The Tunnel provides trap protection and can be secured vertically or horizontally in spaces where rodents are traveling. ■



Using T-REX iQ to easily check traps set in hard-to-reach locations



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Rod's Recommendations



“With rats, nothing is cookie cutter—each situation is very situationally specific. Our philosophy is: inspect, clean up, seal up, trap up.”

- Rod Smith, Florida Region Manager



Pre-baiting the back part of the trap to get rodents comfortable interacting with device

IDENTIFICATION THROUGH INSPECTION

It's common for home and business owners to believe that they have rats, when in reality they have squirrels, raccoons, or other pests. Sometimes the occupant even thinks they hear something crawling around that isn't there. Non-targets such as roaches and lizards can sound like rodents, and their droppings may also look similar to the untrained eye. DETEX is a great product for identifying rodents because it allows the PMP to positively identify the pest as a rodent, based on the size and shape of the illuminated droppings. These droppings will also help in determining if the pest is a roof rat, house mouse, Norway rat, or a roach (the other non-target animal that could be consuming bait).



Droppings from a rodent that has consumed DETEX glow in black light for easy detection

FIND EVIDENCE OF ACTIVITY

Sebum, otherwise referred to as a “grease mark” or “rub mark”, is easy to overlook when conducting an inspection. Sebum is the dark brown or black mark that is left behind on walls, pipes, etc. where rodents travel. Dark rub marks are indicative of a frequently traveled path or a “rat highway” - placing traps in these areas can be highly effective. Look for gnaw marks as another indicator of where rodents are traveling; they're evidence that rodents are attempting to gain access through a new pathway. iQ products provide timestamps of when rodents enter stations - use these products



Sebum marks from traveling rodents

to prove when and where rodents are traveling.

PRE-BAIT

When trapping for rodents, the importance of pre-baiting devices is second only to a complete and thorough inspection of the facility. An inspection of the facility will ultimately determine necessary tools needed for success. Bell's Trapper T-REX rat snap traps are designed to visually appear the same to the rodent, whether the device is unset or conversely in the set position and ready to fire. Pre-baiting the trap, which involves placing the snap trap out, unset, with an attractant on the back side of the trap, entices the rodents to interact with the device without the trap firing. This will assist the target pest in overcoming its natural, neophobic behavior to the newly placed device. Through trial and error, I've found that an exceptional attractant for trapping rats is combining non-toxic DETEX SOFT BAIT and PROVOKE attrac-

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**RODENT CONTROL
 TECHNOLOGY -
 IN DISGUISE**



- SEAMLESS INTEGRATION
- TRACK RODENT ACTIVITY
- EASY TO INSTALL AND AFFORDABLE

In early August, Bell announced the availability of its newest product as part of its iQ product line: Landscape iQ tray.

Landscape iQ is a smart monitoring tray that can be placed into both new and existing Weighted Landscape stations. To install, simply remove the existing tray and replace with an iQ tray, follow app set-up instructions and begin sensing. Just like the standard Weighted Landscape tray, the Landscape iQ tray works great for baiting or trapping, offering multiple options to fit the needs of your customer. It can hold up to six blox of bait, or 1 T-Rex or T-REX iQ snap trap, or 1 Mini-REX or Mouse iQ snap trap.

With a fully integrated Bluetooth sensor that communicates directly to the Bell Sensing App when technicians are onsite doing their service, detecting and timestamping rodent activity has never been easier and less time consuming for any pest management professional (PMP). The data gathered will empower PMPs to improve their service, knowing when to add additional bait stations or rodenticide, or where to move bait stations to win the fight against rodents.

Reach out to your local Bell representative to learn more. ■

DID YOU KNOW?

Mice produce 10 to 100 droppings every 24 hours, with an average of 50 to 75. There can be five million viruses on the tip of a single mouse dropping!

Source: Pest Management Professional



Personnel News

OLANDER JOINS BELL TEAM



Michael Olander

We are pleased to welcome the newest Northwest Technical Sales Representative, Michael Olander. Mike covers the states of Washington, Oregon, Idaho, Montana, Wyoming, Utah, Northern Nevada, and Northern California.

He comes to Bell with an extensive background in the pest control industry, bringing with him almost 30 years of industry experience. He also currently holds an Operator's License in both Nevada and Utah. We're excited to see Mike apply his knowledge and experience to help grow our business in the Northwest.

"I am thrilled to be a part of a growing company who always exceeds expectations! As an entrepreneur, you quickly learn that 'great companies have great purpose'. Many factors contribute to this, and I look forward to the professional development and growth opportunities here at Bell Laboratories."

Bell is delighted to have Mike join the Bell Domestic Sales team and he is looking forward to meeting and working with customers in the fight against rodents. ■

POCKET GUIDE FOR RODENT MEASUREMENTS



Rats must constantly be gnawing or their teeth could grow to be a foot long in two years!

GNAW MARKS



MICE

- 1-2 mm in width ●
- Holes are small, clear cut



RATS

- 4 mm in width ●
- Holes are big with rough, torn edges

Mice can fit through a 1/4 inch opening

Rats can fit through a 1/2 inch opening

