

Stop by Bell's booth #129

THE NATIONAL PEST MANAGEMENT ASSOCIATION PRESENTS

# PESTWORLD 2018

OCTOBER 23-26  
ORLANDO, FLORIDA  
WWW.PESTWORLD2018.ORG

CONNECTING  
INSPIRING  
EDUCATING  
IMPACTING  
LIVES



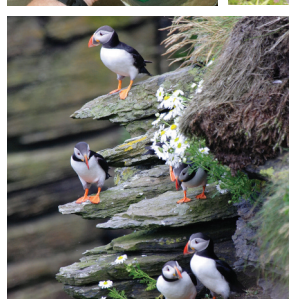
## THE BELL REPORT

International Edition

VOLUME 21 | NUMBER 3 | JULY - SEPTEMBER 2018

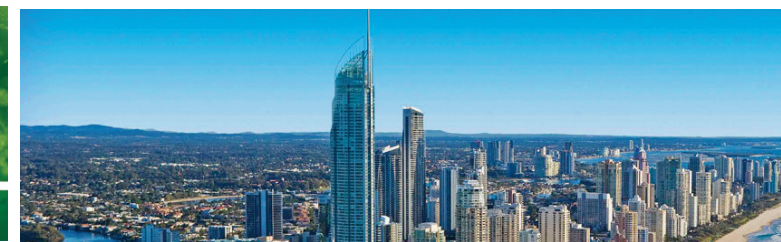
### Did You Know?

Bell Conservation projects currently total more than **70** worldwide



## AEPMA 2018 CONFERENCE

Pest Management in a Changing Market



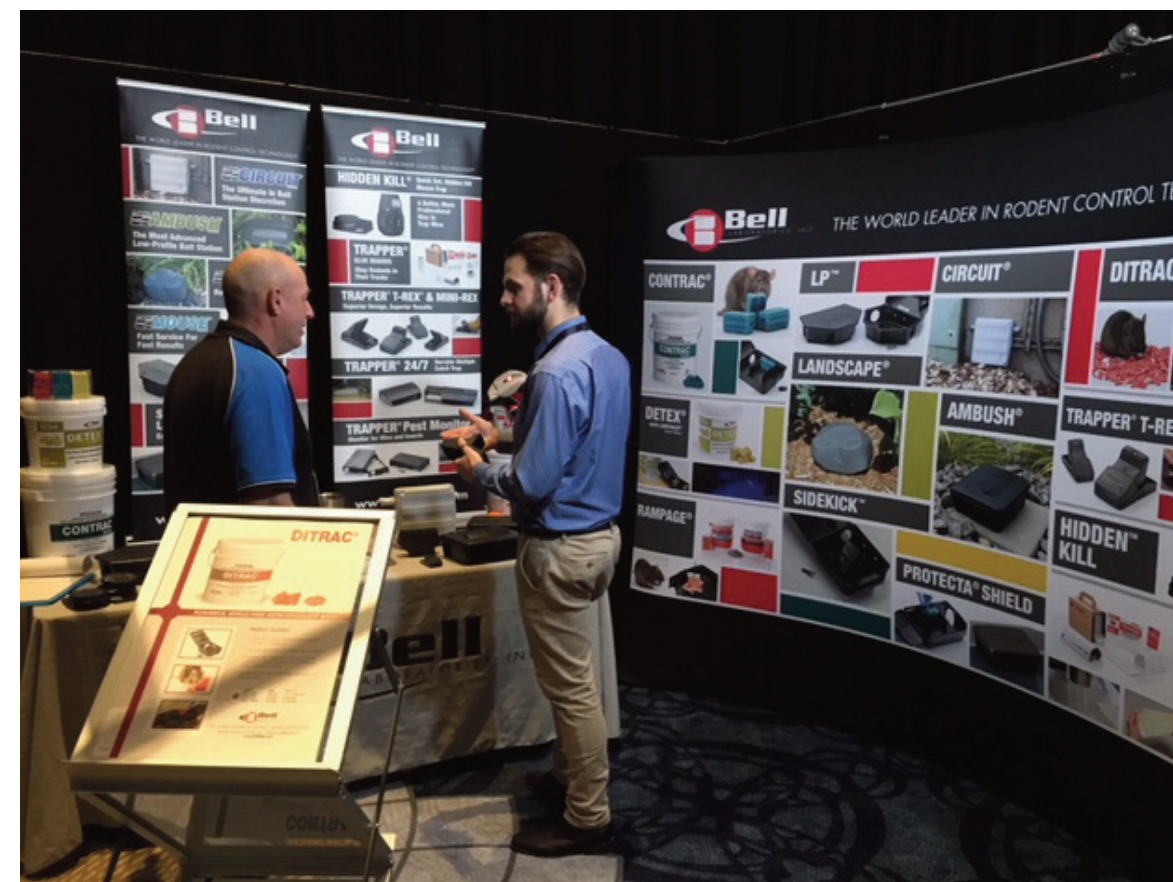
## PMPs Network Down Under

The Bell Laboratories International team has had a busy year of events all over the world. Last week, Australian Technical Services Representative, Sam Wood, traveled to the Gold Coast, Queensland to attend The Australian Environmental Pest Managers Association (AEPMA) biennial conference. The AEPMA's mission is to 'set the pest management industry standard in harmony with community attitudes and environmental standards.'

This idea set the theme for the September event which focused on 'Pest Management in a Changing Market.' The conference gave professional pest managers from across the country, and some from New Zealand and the Pacific Islands, an opportunity to discuss challenges and changes within the industry, as well as the chance to network with peers, distributors and manufacturers.

"For Bell Labs, it was a fantastic opportunity to showcase our product range and to catch up with our distribution partners and a variety of PMPs, from sole traders to multi-national operations," said Wood.

For more information about Bell Labs' product range, please contact your regional managers or visit our website at [www.belllabs.com.n](http://www.belllabs.com.n)



Right: Australian Technical Services Representative Sam Wood at the 2018 AEPMA Conference

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3699 KINSMAN BLVD. | MADISON, WI 53704  
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# KNOW YOUR RODENT

## Norway Rat & Roof Rat vs. House Mouse



**Norway Rat**



**Roof Rat**



**House Mouse**

| Scientific Name:         | <i>Rattus norvegicus</i>             | <i>Rattus rattus</i>                        | <i>Mus musculus</i>               |
|--------------------------|--------------------------------------|---|-----------------------------------|
| Colour:                  | Brownish Red                         | Dark Gray                                   | Black, Dusty Gray                 |
| Weight:                  | 280-480g                             | 225g  | 20g                               |
| Length: (including tail) | 30-45cm                              | 33-43cm                                     | 15-18cm                           |
| Body:                    | Thick body, blunt nose               | Thin body, pointed nose                     | Small head, & body                |
| Sexual Maturity:         | 2-3 months                           | 2-3 months                                  | 1-2 months                        |
| Gestation Period:        | 23 days                              | 22 days                                     | 19 days                           |
| No. of Young:            | 6-12 per litter                      | 6-8 per litter                              | 5-6 per litter                    |
| No. of Litters:          | Avg. 4-7 per year                    | Avg. 4-6 per year                           | Avg. 8 per year                   |
| Diet:                    | Meats, fish, grains, almost anything | Fruits, vegetables, seeds, grains           | Grains, cereals, meats, fish etc. |
| Length of Adult Life:    | 12-18 months                         | 12-18 months                                | 15-18 months                      |
| Nests:                   | Burrows, up to 50m from food & water | Trees/Rooftops up to 150m from food & water | Corners 3-9m from food and water  |

## Maximize Your Trapper® T-Rex® Rat Trap with a Pre-Baiting Strategy

### T-Rex Design Makes Pre-Baiting Very Effective:

- ▶ The T-Rex is designed to visually appear the same to the rodent, whether the device is unset or conversely, in the set position and ready to fire.

### What is Pre-Baiting?

- ▶ Pre-baiting the trap involves placing the snap trap out, unset, with an attractant on the back side of the trap

### Why Pre-Bait?

- ▶ Pre-baiting the T-Rex allows for pheromones to collect on the trap. When a rat detects pheromones on an object, it is less cautious while interacting with it.
- ▶ Pre-baiting can help you track the behavioral patterns of rats, when Non-toxic DETEX® bait is used.



## Greetings from **MAC the MOUSE**

At Bell, we are happy to give tours of our manufacturing and warehouse facilities. We take pride in the products that we produce and like to share behind the scenes when visitors come to town. Malcolm Stack founded Bell Laboratories in 1974, and as we approach the 45th anniversary of the founding of our company, we think that Malcolm would be very proud of the new facilities at 6500 Stack Drive.

Inside the door at our new warehouse, visitors are greeted right away by a 6-foot plus giant Bell Mouse statue. Named “Mac the Mouse” by Bell Employees, he is a life-like representation of a character that has been around since Bell’s early days.

Created in 2015 by artist Bernie Poff, the friendly Bell Mouse sculpture was created in celebration of Bell’s 40 years in business, and holds a welcome sign in its right hand. The Bell Mouse was designed in 1982 and was featured in the very first edition of ‘The Bell Report.’ He has been a Bell Laboratories icon ever since, often appearing on a variety of Bell promotional items.

You can usually find Mac the Mouse in seasonal attire, just waiting for a photo opportunity for Bell visitors and employees alike. Bell is welcoming to guests and Mac the Mouse is just one of the ways we make our visitors feel special at our facilities.



## Personnel News

# Hubert Thiriar joins Bell as Regional Manager



Hubert Thiriar

Bell Laboratories is pleased to welcome Hubert Thiriar as our new Central and Southern European Regional Manager. Hubert has more than 20 years of international experience working across a diverse list of industries - from a Canadian nickel manufacturer, to a French polymer trading and distribution company.

Bringing to Bell his pro-active approach, Hubert stated that one of his goals for the upcoming year is to “expand my territories” and to “exceed customer’s satisfaction along with improving and sustaining the business.” Hubert said, “The responsibilities I’ve had, have given me the opportunity to apprehend different aspects of a business – like logistics and supply chain management – in which I’ve always strived to maximize customer satisfaction.”

Hubert will be based in Paris, France, where he will continue to develop the French market, as well as focusing on other European countries like Italy and Greece.

