



10g & 15g Notrac Blox in Greece




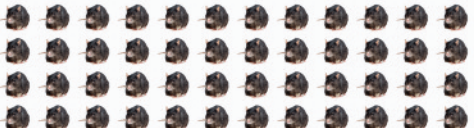


NOTRAC BLOX, Bell's single-feed Bromadiolone anticoagulant, is now available to purchase in Greece. EMEA Central & Southern European Regional Manager – Fabienne Redois – visited Protecta S.A. in early December to present to more than 50 customers. “It was a wonderful opportunity to discuss important updates with key customers throughout the day,” said Fabienne. “The event was a big success. Protecta is the only distributor to organize such events and this was very well received.” ■



THE BELL REPORT

International Edition

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		NORWAY RAT 84
		ROOF RAT 48
		HOUSE MOUSE 48

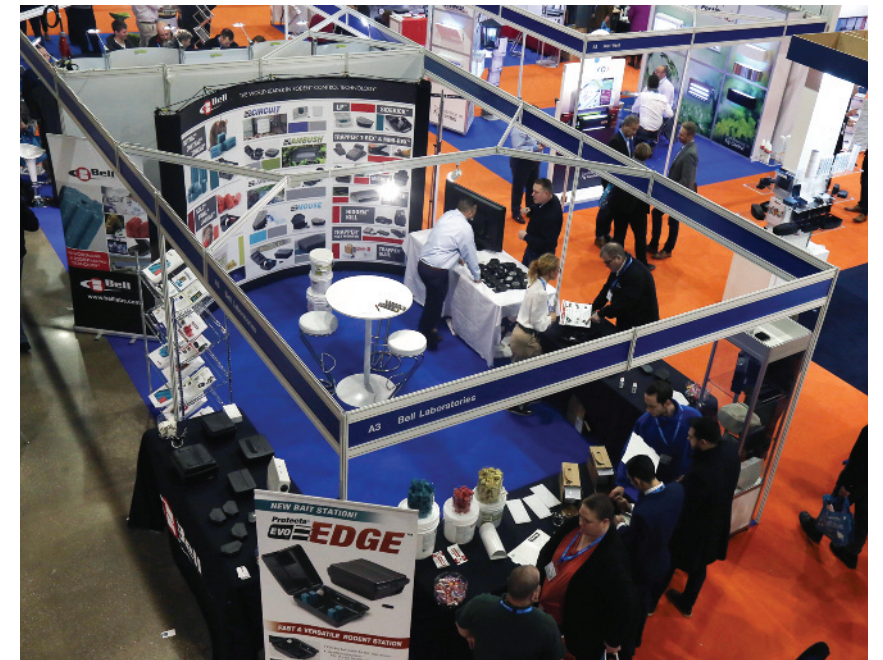
DID YOU KNOW?

If you see a rodent in your home or business, chances are there are far more you do not see. Rodents are known for reproducing at an alarming rate. Check out how many offspring just one rodent can produce in a year.

PESTTECH UK 2019

Considered the largest, one-day pest control event in Europe, PestTech 2019 was held November 6 at the Arena MK, Milton Keynes, UK. With only 49 booths and more than 1,000 visitors, it was a busy day for exhibitors. EMEA Managers – Fabienne Redois and Shyam Lakhani – worked the Bell booth, spending most of the event time meeting face-to-face with technicians. “The event was very well-attended,” said Fabienne. “I had the opportunity to catch-up with key partners to discuss new Bell products and the solutions we have for their pest control needs.”

The day successfully concluded with a gala dinner event, which this year had a carnival theme. ■



Bottom row photo credit: Pest Magazine UK



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PEST WORLD 2019

In Sunny San Diego

It was another great year for Bell Laboratories at PestWorld 2019 in San Diego, Calif. More than 3,700 attendees from 47 different countries attended National Pest Management Association's 87th annual convention.

Bell's Asia Pacific and Latin American Business Managers - Samuel Wood and Andrés Pizarro - both flew to San Diego for the event. Cassie Meloy, Bell's International Product Manager, was also in attendance for her first PestWorld show.

"PestWorld is a truly international event, and the opportunity to connect and network with so many existing and potential partners and customers from the Asia Pacific territory in one place, was fantastic," said Samuel Wood. "Additionally, this year there was a good number of PCOs (PMPs) from Australia in attendance and it was a pleasure to be able to share developments from across the wider Bell business with them in person."

This year's show set the stage for Bell to introduce new products and to meet with key

customers and technicians. "Being able to spend time with our customers at PestWorld provides the opportunity to maintain our strong relationships with Bell's historic partners," said Andrés. "The feedback from their perspective is very important for growing our business in my territory."

PestWorld 2020 is set for October 13-16 at the Gaylord Opryland Resort & Convention Center in Nashville, Tenn. ■



Bottom row photo credit: Pest Magazine UK

Personnel News

KNOX ANNOUNCES RETIREMENT



Andy Knox

Bell Laboratories announces the retirement of Australasian Business Manager Andy Knox. Effective January 2020, Australia Technical & Training Representative Samuel Wood will transition into the role as Bell's new Asia Pacific Business Manager.

Relocating from Scotland to Australia in 1980, Andy started in the pest control industry by selling a range of agricultural and pest control products. Throughout his early career, Andy excelled in the industry by working with companies like Agrevo and Globe Pest Solutions; before acting as the Managing Director of his own company, Better Methods. After 30 years working in the industry, Andy came to Bell to manage the Australian, New Zealand, and Asian markets.

In his nine years at Bell, Andy has helped the International business grow into a world leading competitor. Alongside Samuel, who has been with the company for four years, the pair have developed Bell branding by supporting business relationships and maintaining strong partnerships.

Based in Victoria, Samuel will continue to expand Bell business together with newly hired Meilisa Oen; who will take on the Technical Representative role in Australia and New Zealand. ■

OEN AND SIMS JOIN INTERNATIONAL TEAM

We're pleased to announce the appointment of Meilisa Oen as Technical Services Representative for Australia.



Meilisa Oen

Meilisa is based in Sydney and primarily covers the states of New South Wales and Queensland. As a representative of Bell's world leading rodent control products to the professional pest control industry, she works with Bell's distribution partners in the promotion of the range. In the field, Meilisa works with professional pest managers delivering technical training and product information; and also conducts on-site inspections with pest management technicians.

Meilisa has a Bachelor of Commerce, majoring in Marketing, and joins Bell with a proven track record in sales and project management.

Bell's Asia Pacific Business Manager Samuel Wood told us "I'm delighted to have Meilisa on board. She brings a new dynamic to our team, and I'm confident she'll quickly develop exceptional working relationships with our customers and partners across her territory."

Another happy addition to the International Bell team is Michael Sims. Based in the UK, Michael is joining the team as Bell's UK/Ireland and Sub-Saharan Africa Regional Manager.



Michael Sims

"Michael is highly appreciated and respected by his peers within the pest control industry," said EMEA Director Arnaud Del Valle. "He'll be an integral part of our growing business by maintaining our strong relationships with partners, as well as introducing new products and technologies to his markets. I'm thrilled to have Michael start at Bell!"

Having a Bachelor in Management, Michael has worked in the UK National Healthcare Service as well as the Oil & Gas and Pest Control industries. Michael will handle Bell's existing distribution network, help to develop African operations, and attend industry events and local / national associations meetings.

We are excited to have Meilisa and Michael as part of the Bell International team. ■

