

- QUANTUM FOR QUALITY
- MOST WANTED BY PMPs
- FIND FLY FACTS
- 2016 OPPORTUNITIES FOR RECURRING REVENUE



GOT A SMART PHONE?
SCAN THE QR CODE FOR ADDITIONAL INFORMATION.

NEWSLETTER 411

QUANTUM FOR QUALITY ASSURANCE By Dr. Stuart Mitchell

With insect light traps and electric fly killer systems, protecting sensitive spaces from flying insects and their contamination is a function of persistent and correct UVA frequency light emission as well as line of sight to the system(s). PestWest's exclusive Quantum lamps provide quality assurance for both of these critical functions.

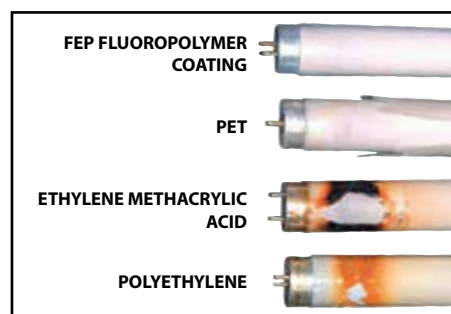
Quantum BL lamp water based phosphor technology assures persistent UVA through drastically reduced degradation of UVA over time. Quantum lamps provide a 40% increase in output over standard BL 350 UVA Lamps. Water based phosphor technology concentrates energy distribution correctly at 365 nanometers of UVA light frequency. Scientific research demonstrates that this frequency is a 100% improvement in flying insect attraction.

Quantum BL shatter resistant lamps are quality coated with an FEP fluoropolymer. This coating assures persistent UVA through reduction of both the potential for lamp breakage and contamination from glass. Additionally, correct UVA frequency of light is assured as FEP coating allows >94% UVA emission from the lamp.

- Quantum lamps are 100% Lead-free and very low in Mercury
- Quantum FEP coating will not discolor, melt, or flake over the service life of the lamp
- Maximum UVA output over time
- Persistent and correct UVA frequency light emission for maximum line of sight and resultant flying insect attraction

UV light is invisible to the human eye. You cannot determine the efficacy of a UVA lamp by looking at it. Never look directly at energized UVA lamps. Always shut off flying insect management systems before servicing.

Intuitive ILT and EFK deployments are dependent upon the assessment of both ambient and UVA light. Additionally, persistent and correct UVA frequency light emission must be assured during service intervals. PestWest's exclusive UV-AMETER allows one to conduct both an ambient and UVA light assessment survey for optimum system placement as well as determine UVA light persistence and correctness during service intervals (replace lamps or not).



Lead-free

T5 5/8-in diameter	
T8 1-in diameter	
T12 1 1/2-in diameter	



PestWest USA LLC, 4363 Independence Court, Sarasota, FL 34234

OFFICE: 941.358.1983 FAX: 941.358.1916 TOLL FREE: 866.476.7378

EMAIL: info@pestwest.com

www.pestwest.com

MOST WANTED BY PMP'S



Indian Meal Moth, *Plodia interpunctella*

AKA: Pantry moth, Weevil moth, Flour moth, or Grain moth
Criminally cryptic, these insidious instigators of food feeder felonies continuously corrupt consumables.

- Description:** With adult Indian Meal moths (IMM), one third of the wing toward the base is whitish-gray, and the other area reddish-brown with a coppery coloration. Hind wings are grayish. Wingspan is 3/8" to 5/8". Larvae are dull-white and sometimes have a greenish or pinkish coloration. Larvae spin silken webbing as they feed. Webbing masses cling to food. Pupation is within silken cocoons. Eggs are placed singly or in clutches upon food.
- Life cycle:** Complete metamorphosis or egg, larva, pupa, and adult. Development is about six to eight weeks.
- Habitat:** Predominantly farinaceous grain products, food processing, and finished products.
- Food:** Includes dried fruits, nuts, cereals, oilseeds, powdered milk, chocolate, pet foods, and many others.
- Range:** Throughout North America and globally. Particularly within food processing facilities, grocery stores, and kitchens.
- Unique behavior:** Adult moths are nocturnal and attracted to light. Larvae can be similar in color to what they feed upon if food ingredients include color dyes.
- Significance:** IMM is the number one stored product pest (SPP) and a threat to food production facilities as well as numerous levels of food production. Infestations can occur, and can even be common, within processed and packaged human and pet foods.

PestWest[®]
www.pestwest.com



AVOID STORED PRODUCT MOTH CONTAMINATION!

TRY IT NOW...

Demi-Diamond[®] INDIAN MEAL MOTH COMBO PACK

- A Walk-By Monitoring System: Requires only a glance; a simplifier and a time saver for the inspection process.
- *Plodia* and *Esphestia* pheromone glue boards: Slow release technology lasts between service intervals.
- Cost effective and versatile: The plastic station can be washed and re-used; mix and match with other monitoring glue boards.
- Ideal for food processing plants and warehouses, hospitals, clinics, supermarkets, pet stores, restaurants, delis, convenience stores, schools, residential homes, and many more.



Demi-Diamond Combo Pack also available for Webbing Clothes moth and Fruit fly.

Scan QR Code for more details:
<http://www.pestwest.com/us/products/inspection-auditing-tools/demi-diamond-pheromones/>





Ask for PESTWEST QUANTUM

Ensure the ultimate performance with Quantum lamps

Maximum attraction 40% more powerful

100% more effective than standard BL 350 UV lamps

For every 500 PestWest Quantum lamps, get 12 quarts of BioGel

FREE

For every 100 PestWest Quantum lamps, get 1 quart of BioGel

FREE



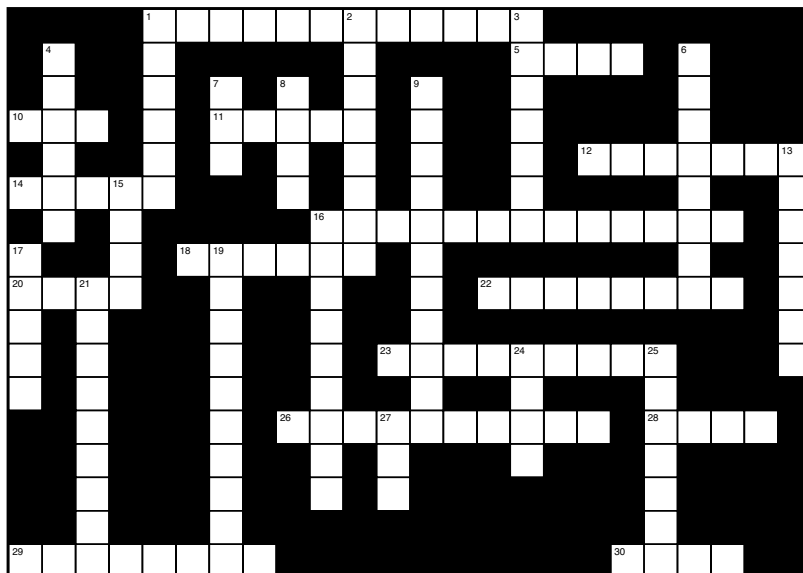
PestWest LLC
4363 Independence Court
Sarasota, Florida 34234
Tel: 866.476.7378 | 941.358.1983
Fax: 941.358.1916
Email: info@pestwest.com
www.pestwest.com



Contact your favorite PestWest authorized distributors or call 866 476 7378 for additional details

Limited time offer: Feb 1st - Apr 15th, 2016

FIND FLY FACTS!



Across

1. Attracted to human habitats.
5. Produces UVA light.
10. I want to be something on a wall.
11. Fermentation loving fly.
12. Maggot infection.
14. Number one pest fly.
16. A major change in appearance.
18. Acquiring and recording information.
20. Between larva and adult.
22. Eye with many lenses.
23. Adhesive capture platform.
26. Trends analyses.
28. Human waste.
29. Generally wet cleaning.
30. Group of maggots.

Down

1. Blood feeder fly.
2. Modified wings for balance.
3. Fly overwintering in attics.
4. Color of light 112x less attractive than blue.
6. Identify from wings.
7. Electronic fly killer.
8. PMP magazine news.
9. UVA light.
13. Mechanical control device.
15. Fly bristle.
16. Fly sex attractant.
17. Fly poop.
19. Loving the indoors.
21. Infectious agents.
24. Killing through eating.
25. Meaning two wings.
27. Insect light trap.

ANSWERS TO PUZZLE IN PWNL 411 #25

Across

1. Snout like mouthparts. [ROSTRUM]
5. Gaseous phase of water to kill bed bugs. [STEAM]
11. Location by scent. [CANINE]
13. Physical removal. [VACUUM]
15. Bed bug skin. [CUTICLE]
17. Pointed abdomen. [MALE]
18. Mass of tubes in female. [OVARIES]
20. Traumatic insemination. [UNION]
21. Support for mattress. [BOXSPRINGS]
23. Ten power hand lens. [MAGNIFIER]
24. Fecal material. [EXCREMENT]
27. Crack and crevice. [TREATMENT]
29. A simple fertilized cell. [EGG]
30. Night time activity. [NOCTURNAL]
31. Secondary infection. [BACTERIOSIS]
32. Feet. [TARSI]
33. Hematophagia. [BLOODSUCKER]

Down

2. Resting place. [REFUGIA]
3. Disease state of bed bug bites. [CIMICOSIS]
4. Heavy storage. [CLUTTER]
6. *Trypanosoma cruzi*. [CHAGAS]
7. Stages of development. [FIVE]
8. Opposite of plaintiff. [DEFENDANT]
9. Environmental cue. [CARBONDIOXIDE]
10. Inspection report. [DOCUMENTATION]
12. Sensory organs. [ANTENNAE]
14. Surveillance procedure. [MONITOR]
16. Mattress cover. [ENCASEMENT]
19. Response in same species. [PHEROMONE]
21. Cultural control. [BEHAVIOR]
22. Bed bug temperature solution. [HEAT]
25. Insecticide formulation of solid or liquid particles in a gas. [AEROSOL]
26. The common name for *C. lectularius*. [BED BUG]
28. Meaning top. [DORSAL]

PestWest Offers New Opportunities For You In Recurring Revenue!

For 2016, PestWest offers you new opportunities in recurring revenue. Additionally, opportunities for both resource cleaning and flying insect management services.

Got cleaning service revenue?

Get new revenue with PestWest's new Bio-Gel® Pro Foam.

It's back and it's better! You like to foam? Tired of expensive equipment breakdowns? Foam directly from the container with Bio-Gel® Pro Foam's exclusive trigger foamer!

Now with an easy to use trigger foamer, Bio-Gel® Pro Foam significantly expands your cleaning capabilities to a wider variety of hard surfaces including drains, voids, and many others.

- Foamable formulation that adheres to active drains
- Immediately begins to digest organic debris
- Bacteria double in number every few minutes and continually digest malodorous organic debris
- Effective within active drains, toilets, holding tanks, grease traps, septic systems, and hard to reach areas where an advanced level of organic debris degradation is required
- Fresh citrus scent
- Now with double the non-pathogenic bacteria



Got flying insect service revenue?

Get new revenue with PestWest's new flying insect management systems.

Get front of the house new revenue with **Mantis® Sirius**. With clean curves, three finishes, new T5 energy efficient lamps, and dual voltage, the Sirius will make you a star with your customers!

Sirius is wired with a NEMA 5-15 plug for 110 V environments, but can be hard wired to different voltages (including 220/230 V). Features exclusive PestWest Quantum Lead-free 2x14 W T5 UVA lamps powered by an electronic ballast to deliver both professional and environmentally responsible flying insect management.

Get potentially explosive new revenue with **Mantis® EXG**. With ratings for Zones 21 and 22 (atmospheres with combustible powder or dust), Zones 1 and 2 (atmospheres with flammable vapors or gasses), and an IP66 rating, the EXG will make you a champion with your customers!

The Mantis® EXG has an anti-corrosive construction including 304 brushed stainless steel, marine grade aluminum alloy, and a flameproof glass enclosure that prevents the transfer of a potential explosion to the surrounding area. It is fitted with two powerful 18 watt shatter resistant PestWest Quantum BL UVA lamps enclosed in an ATEX certified flameproof enclosure, which consists of a special high-quality glass with excellent UV light transmission.

