

NEWSLETTER

DID YOU KNOW...

The PestWest UV-A Meter has been specifically designed to measure the condition of the ultraviolet light output of UVA insect attracting fluorescent lamps fitted in electronic fly traps. The UV-A Meter is suitable for use with electronic fly traps with a total combined lamp wattage of between 15 and 160 Watts and a great tool to check the tubes.



Fruit flies were the first animals in space

TIME FOR THE CHANGES

By Professor Moray Anderson

At this time of year it is important to consider how well the fly control units for which you are responsible in your facilities are performing to the best of their ability.

Are the fluorescent tubes producing optimum levels of ultraviolet light?

Are the adhesive boards still capable of retaining any insect which lands upon them?

Fluorescent tubes

It is a fact, known to all who work with ultra violet fly control units that the ultra violet light produced by the phosphors within the tubes deteriorates over time.

As a result of the fall in output of the UV light, it has become standard practice within the responsible pest control industry to replace UV tubes when the output has fallen to less than 50 % of the initial value.

It is felt by most people that with good quality tubes this equates to around 7-8 months operation.

When purchasing tubes to replace those in a unit, it is absolutely imperative to remember that not all of the available tubes are of the same quality. There is a great discrepancy in the output levels from the various tubes available and also in their longevity.

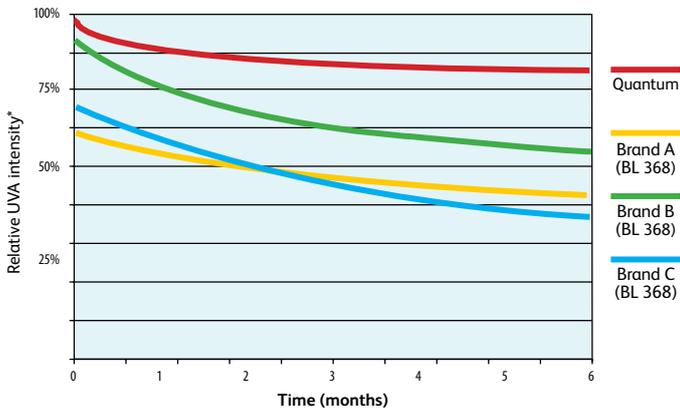
For these reasons it is absolutely essential to select tubes from quality manufacturers. How can you tell what are good quality tubes? Reputable manufacturers like PestWest will be able to supply supportive data for their tubes. These data will outline details of spectral output levels also details of the output level over time, etc. .

There is often a great temptation to purchase less expensive tubes, this is always false economy in the long run.

Another point which is worth considering is associated with pest control contracts. If a pest control operator has been given a pest control contract which includes the



Degradation of UVA output with time



*measured at 1m in $\mu\text{W}/\text{cm}^2$ relative to the Quantum tube equalling 100% when new

The study on the UVA light output above compares the PestWest Quantum tubes against several popular generic BL368 UVA tube brands.

placement and maintenance of fly control units then the contractor will be contracted to keep a premises pest/fly free. If the contractor is found to be fitting tubes which of poor quality then the contractor could be adjudged to be in breach of that contract which could lead to a dispute between the contractor and customer.

Furthermore it is incumbent upon the contractor, in order to fulfil the contract, to change the UV producing tubes at the correct intervals to ensure maximum efficacy of the units. If the contractor is not changing the tubes at the correct intervals to insure optimum operation, again the judgement may be that the contract is not being fulfilled.

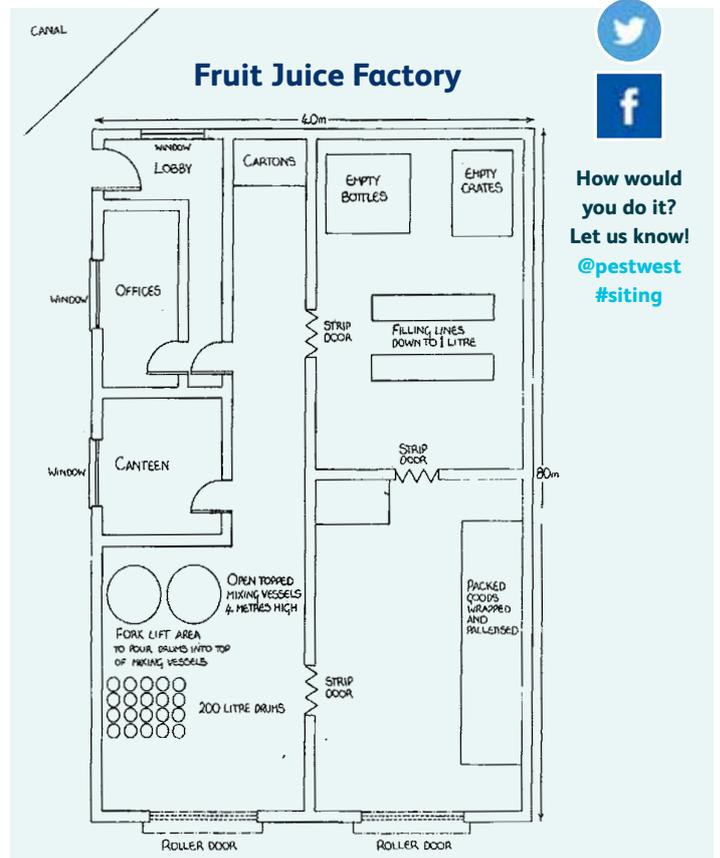
These may seem slightly obscure points, however, the details of pest control contracts are being examined more and more closely. Therefore in order to avoid any unnecessary conflict between contractor and customer change the tubes at the correct intervals and use good quality tubes.

Adhesive boards

Exactly like the choice of tubes outlined above the choice of glueboards is also extremely important. Buying good quality boards is important.

There has been a great deal of research into the development of glueboards which can retain flying insects when they are attracted into a trap by the UV light. It is not just a matter of applying any glue to a board and hoping the flies are caught when they come into contact with the board. It is essential that the glue is not too rapidly degraded by the UV light, that the glue does not dry out quickly, that the glue does not "run" from the board, etc.

Boards from reputable manufacturers have been developed over many years of testing and experimenting. These boards will give many months of reliable and effective trapping of the insects within the fly control units.



How would you do it?
Let us know!
[@pestwest](https://twitter.com/pestwest)
[#siting](https://www.facebook.com/pestwest)

Accurate siting is very important

One of the most difficult aspects when introducing a fly control system is deciding on how many units should be placed in premises and where they will give the best performance. There is no guide where to place, as every place shows different needs. To optimise the protection you should always place the EFK:

- In an area as dark as possible away from the sunlight
- Between the likely entry points of flying insects and the area to be protected
- At a height of 1.5 to 2.0 Meter (Wall-mounting), 2.0 to 2.5 Meter for suspended models.
- In a position so that they can be easily reached and serviced



JOKE

A woman walked into the kitchen to find her husband stalking around with a fly swatter.
"What are you doing?" she asked.
"Hunting flies," he responded.
"Oh! Killing any?" she asked.
"Yep, 3 males, 2 females," he replied
Intrigued, she asked, "How can you tell them apart?"
"3 were on a beer can, 2 were on the phone."



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Where would you place an EFK in the fruit juice factory above? Which EFK would you choose? Tell us on Twitter [@pestwest](https://twitter.com/pestwest) using [#siting](https://twitter.com/pestwest) or via Facebook



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SALES MOTIVATION: OPPORTUNITIES FOR INCREASING FLYING INSECT CONTROL SERVICES

By Nicole Roemer

There are many opportunities in the area of pest control. Establishing a purpose, determining a need, providing a solution, overcoming objections, obtaining a commitment and perpetual support are essential to sales success. But how can this be achieved with all the competing services needed by customers?

If a PCO is currently servicing an account that has evidence of filth flies, they must convert this evidence to “opportunity.” The customer may have a reason for not adding flying insect control services. Through questioning, discover how to better understand the situation. Explain the benefits of UVA systems (Sticky traps & EFKs)

for monitoring or low-level detection and species identification as well as being key to hygiene. **If cost is a concern, discuss the option of leasing over purchasing.** Demonstrate proper placement and the science of flying insect control. With increased client awareness, the PCO is prepared to answer the tough questions. “Knowledge is power.”

As a professional, it is important to show and discuss services that benefit the end user. For example, a restaurant has filth flies hovering in the dining area or kitchen. For the restaurant, this may result in a serious loss of business. If the PCO is already on call and servicing the facility, different situations can be pointed out and alternatives discussed (both to fit the needs of the restaurant manager).

If cost is a concern, discuss the option of leasing over purchasing

STICK WITH PESTWEST

By Nicole Roemer

The PestWest Glue Board Range features:

- Laminated board construction eliminates warping and facilitates servicing
- Insect retention and UVA resistance are optimised
- Easy to install with a fast release contact paper
- No moisture penetration ensuring a conformal glue coating for improved insect retention
- Used as part of an IPM program, this comprehensive range includes grey monitoring boards with tabulated grid pattern to facilitate insect counting and identification
- Solvent-free glue and use of recycled cardboard reduces negative environmental impact
- Long shelf life to minimise stocking issues



Environmentally responsible fly control



14 WATT T5 QUANTUM[®] SHATTERPROOF TUBE
HIGHER PERFORMANCE | LOWER CONSUMPTION | REDUCED GLASS AND MERCURY CONTENT

The new generation of PestWest[®] fly control units are equipped with state-of-the-art, energy efficient technology.

New and unique, higher energy efficient UVA tubes powered by an electronic ballast to deliver professional fly control with low running costs. These all-metal units are quick and easy to service, thanks notably to the self holding front guard and the absence of a starter.

