

NEWSLETTER

DID YOU KNOW...

- Adult houseflies live an average of 21 days.
- A housefly beats its wings 200 times per second.
- Adult flies don't grow. They emerge at their full size.
- Some pest flies have approximately 3,000 – 6,000 'lenses' (ommattidia) per eye, depending on the species.
- Houseflies jump up and backwards when taking off.
- The average speed of a housefly in flight is 4.5 mph.
- Flies 'smell' (detect odours) with their antennae

ENVIRONMENTALLY RESPONSIBLE FLY CONTROL

By Zaphod Leigh

PestWest prides itself on stocking high-quality products with the latest technological advancements. Following in the footsteps of the Chameleon Vega, PestWest's new Chameleon Sirius comes with thin T5 lamps and a high-efficiency electronic ballast. The On-Top Pro range has also been updated to this new technology.

Environmentally-conscious consumers will be glad to know the T5 lamps contain less toxic Mercury than traditional T8/ T12 lamps and electronic ballasts use less energy and are more efficient at powering the lamps. This decreased power usage reduces your environmental impact, but also helps save money on electricity bills.

The smaller cross section & size of T5 lamps allows for –

- Sleeker, more slimline designs.
- Less glass, gas and phosphor used in manufacture and disposal.
- Reduced environmental impact: Contains less harmful Mercury than thicker T8/T12 lamps.

Using electronic ballasts brings many advantages –

- More energy efficient than magnetic ballasts
- Driving the lamps at high frequency is more effective - gives a higher lamp output
- Smaller, lightweight ballasts
- Cooler operation – generates much less heat
- Silent operation – no audible buzzing like a magnetic ballast
- Ballast safety – contains electronics for detecting End of Life / Overloaded / Underdriven conditions
- Often available in universal input voltages – can be used and sold in different countries



Electricity savings:

The T5 lamps and electronic ballast in the new Chameleon Sirius give it a sleek visual appeal and allow for a slimmer design compared to using T8 lamps, whilst still offering improved power savings:



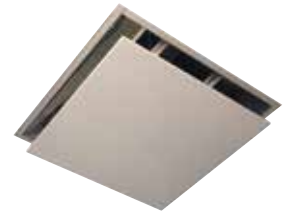
	Chameleon Sirius (2x14W)	2x15W equivalent
Power consumption	32W	38W
Cost per day*	£0.12	£0.145
Annual electricity saving	£8.41	

The Chameleon Vega is the slimmest PestWest unit at just 4cm deep, which is due to the thin T5 lamps and the slimline electronic ballast. Utilising the 14W T5 lamps also gives noticeable power savings over using 15W T8 lamps:



	Chameleon Vega (3x14W)	3x15W equivalent
Power consumption	47W	63W
Cost per day*	£0.18	£0.24
Annual electricity saving	£22.43	

The new On-Top Pro model has replaced the 25W T8 lamps with high efficiency T5 lamps. Although less powerful, the thin T5 lamps allowed the design to be modified to enable more light to be extracted out of the trap. This greatly reduces the power consumption of the trap but still maintains excellent fly catching performance:



	New On-Top Pro (2x14W)	Old On-Top Pro (2x25W)
Power consumption	32W	53W
Cost per day*	£0.12	£0.20
Annual electricity saving	£29.44	

*Cost is calculated using 16p per kWh of energy.

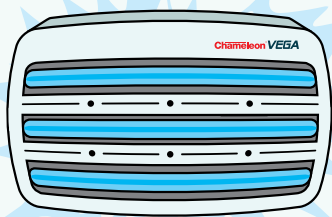
Summary:

- Higher energy efficiency - resulting in lower energy usage, electricity savings and reduced environmental impact.
- Reduced Mercury and waste glass from used lamps.
- Lighter, cooler, quieter and safer ballast.

To download the PestWest environmental brochure go to: <http://www.pestwest.com/technical-resources-downloads/> or contact us on: **01924 268 500** for your **FREE** copy.



JOKE TIME



NO DAVE!
Don't fly into the light!

But it's so pretty...

MONITORING IS IMPORTANT

CHARTERED INSTITUTE OF ENVIRONMENTAL HEALTH (CIEH) RECOMMENDATIONS:

The use of the (Electronic Fly Killer) as an effective pest monitoring tool

Catch tray and/or glue boards analysis of fly killing units can provide information on:

- The species of insect present
- Numbers – particularly increases which should trigger a change in control strategy
- Seasonal fluctuations
- Related hygiene or process shortcomings

GET INVOLVED

Share pictures of your installed PestWest units on **Twitter @PestWest** or on **Facebook**
PestWest Electronics





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ALL TOGETHER AT PESTEX 2015

PestEx was a great platform to promote the new Chameleon Sirius, which is a sophisticated new unit designed for front-of-house use.

With its clean curves, a choice of 3 finishes and dual wall mounting options, it fits seamlessly into any restaurant, cafe or hotel.

It features the unique environmentally responsible T5 14 Watt PestWest Quantum tube powered by an electronic ballast to deliver

professional and environmentally responsible fly control.

PestEx was also a great opportunity for all the company's Sales Managers to gather and work together to meet all their international customers' needs. Speaking 8 languages between them including Chinese, Russian, Polish and Swiss German, the PestWest team ensured all questions were answered.



SERVICING – THE PEST CONTROLLER'S DIFFERENCE

When selling a UV Fly Control unit you can start a long term customer relationship by offering a service contract. A service contract will help you successfully maintain the units in the premises you installed them as well as identify any problems before your customer does. Always offer a full service and make sure the unit is cleaned when you leave.

Follow these tips to offer a professional service:

- To maintain maximum effectiveness, tubes should be changed ideally every 6 months but at least every 12 months, preferably at the onset of warmer weather.
- Quantum tubes are recommended as their effective lifespan is longer than some other tubes. This reduces the amount of maintenance required.
- Use a UV-A Meter to measure the ultra-violet output of tubes, to give you an instant indication of tube effectiveness and remaining life.
- 6 – 10 visits a year with monitoring reports including flying insect identification to make your customer aware of any problems the area might have.
- If the unit requires starters, replace them at the same time that you change the tubes





HEAD AND SHOULDERS ABOVE THE REST

DISCREET AND ENVIRONMENTALLY RESPONSIBLE UV FLY CONTROL



This unique overhead design fits discreetly and easily into new or existing suspended-ceilings. Ideal for convenience stores, supermarkets and areas where space limitations may have previously made situating a standard unit difficult. The patented design avoids the possibility of fly fall-out and will efficiently control infestations in public spaces.

The brand new ceiling-fitted ON-TOP PRO delivers improved performance with lower running costs.

The tube that makes it all possible...

14 Watt T5 Quantum[®] Shatterproof tube



HIGHER PERFORMANCE | LOWER CONSUMPTION | REDUCED GLASS AND MERCURY CONTENT

