

WINNING WITH WILDLIFE

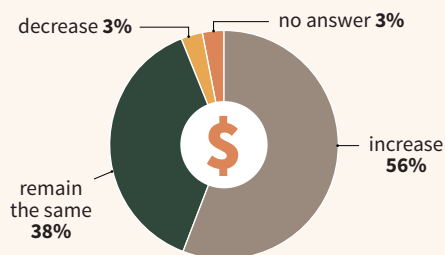
PMPs in the Wild, by the Numbers

The results are in: more and more businesses are turning to wildlife management to boost growth and increase sales.

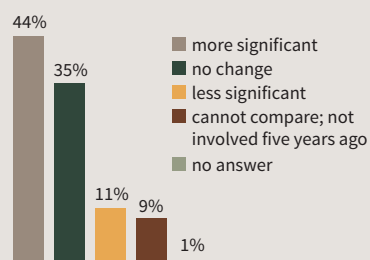
Earlier this year, PCT Magazine released [a detailed report](#) examining how many PMPs are offering wildlife control services — and how that's impacted their business. Keep reading for key highlights of how PMPs are answering the call of the wild.



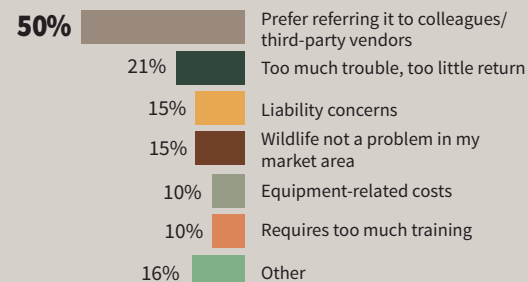
ANTICIPATED CHANGE IN REVENUE THANKS TO WILDLIFE SERVICES IN 2018



WILDLIFE'S SHIFT IN SIGNIFICANCE FOR BUSINESSES SINCE 2013



WHY AREN'T BUSINESSES OFFERING WILDLIFE CONTROL SERVICES?



Source: [PCT Magazine – State of the Wildlife Market](#)



The Key to Managing Mammals

The majority of wildlife pests in the US are mammals, with the most common culprits including raccoons, squirrels, opossums, and birds.

Learn the basics of managing these problem pests with [Wildlife Management – The Mammals](#). This ProTraining course shows you how to stop them from entering structures — and prevent potential health risks.



Wildlife Webinar: Get Answers from Expert Doug Wylly

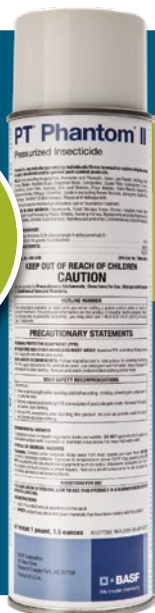
Have questions about how to add wildlife services? Wondering how to upsell wildlife management to your current customers?

Get a pro's opinion on **December 10, 2018** with the Wildlife Webinar, featuring Univar wildlife expert Doug Wylly. This special event marks a rare opportunity to get tangible insights and advice from one of the industry's most respected wildlife veterans.

Reserve your spot now by [signing up here](#). Space is limited.



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Questions? Contact us at 1-800-888-4897 • Offers valid November 1 - 30, 2018

Please refer to pestweb.com/promotions for all promotion details and to learn about other Industry-wide promotions!

CREATURE FEATURE

BED BUGS



Bed bugs belong to a family of insects that are primarily human, bat and bird parasites. It is believed that **the first bed bugs parasitized bats in ancient Mediterranean caves and began parasitizing humans as they inhabited caves along with bats.** As cities were established and commerce between them followed, bed bug infestations became more permanent and spread to other areas. Now, the bed bug (often called the common bed bug) has a worldwide distribution and is the dominant bed bug in temperate climates.

Bed bugs do not live on their host like lice and adult fleas. They are nest parasites that live near their host, avoiding light and spending the majority of their lifetime hiding in protected areas. For human hosts, this translates into mostly sleeping or resting areas. **As infestations grow, bed bugs are found in less predictable locations, such as closets, hallways, bathrooms and kitchens.** The tendency to aggregate also decreases as access to food decreases. At any given time, bed bugs actively move throughout structures, especially adult females.

Different bed bug populations can show resistance to different insecticide modes of action, depending on which products are repeatedly applied in certain cities or regions. Combination products are available that contain more than one active ingredient with different modes of action to help fight resistance. Insecticides should be applied directly to bed bugs and their harborages. **Bed bugs usually die from direct insecticide applications but must sit on dry residues, sometimes for several days, in order to receive lethal doses.** Household items that cannot be laundered or treated with insecticides may be placed in closed containers and treated with DDVP strips, which provide a space treatment. There must be air space around the items and treatment containers should not be more than two-thirds full. Holding the items for at least a week can kill all bed bug life stages, including eggs.

PRODUCTS TO USE — CALL 1-800-888-4897 TO ORDER OR VISIT PESTWEB.COM

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TRAPPING DONE RIGHT

By Rod Smith, Florida Region Manager



According to the most recent “State of the Rodent Market” in PCT Magazine, rodent control services now represent the third largest growth market segment for PMP’s in our industry.

Additionally, over half of the respondents surveyed expect to see further increases in revenue from this portion of their business.

Research has indicated that once comfortable in an environment, rodents develop a “sixth sense” and utilize the hippocampus, which is the memory and spatial recognition portion of their brain, to detect new objects and navigate familiar areas based on muscle memory.

When trapping for rodents, the importance of pre-baiting devices is second only to a complete and thorough inspection of the facility. An inspection of the facility will allow you to ultimately determine necessary tools needed for success. The Bell Laboratories Trapper® T-Rex® snap traps are manufactured in the U.S.A., and are engineered to be reusable. They are designed to visually appear “the same” to the rodent, whether the device is “unset” or conversely, “in the set position and ready to fire”. Pre-baiting the trap, which involves placing the snap trap out, unset, with an attractant on the back side of the trap, entices the rodents to interact

with the device without the trap firing. This will assist the target pest in overcoming its natural, neophobic behavior to the newly placed device.

Through trial and error, I’ve found that an exceptional attractant for trapping rats is combining non-toxic Detex® blox and Provoke® attractant in the removable bait cup in T-Rex traps. This combination works great, and as a solution driven organization, we are proud to offer an array of quality products for each and every rodent challenge that you may face.

Thank you for your partnership and please contact your local Bell Laboratories Technical Representative for additional support or assistance.





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