



In this issue:

Control expenses, as well as rodents, in 2006 1-2

Tips for using pheromone traps in the winter 2-3

Steps to ensure effective pest management and bio-security co-exist 3-4

Take a high-level approach to control roof rats 5-6

Copesan is an alliance of regional pest management companies that are united as a single entity for the sole purpose of providing quality pest solutions to businesses with locations throughout North America.

Control expenses, as well as rodents, in 2006

By Mark “Shep” Sheperdigian, Vice President of Technical Services for Rose Pest Solutions in Troy, Michigan

Are replacement costs for your rodent equipment eating into your bottom line? If so, you’re not alone. With a few judicious program alterations, you could save money by reducing your trap/station replacement costs for 2006.

First you need to review your service reports and identify how many devices were damaged last year. Don’t count traps that were replaced due to age in this total.

If you have devices in a specific location that have been replaced on several occasions, you can take several steps to prevent future losses.

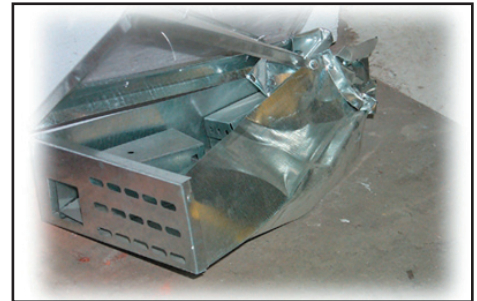
Determine its value

In some cases, you may need to simply re-evaluate the placement of the trap. Unless it is located in a prime area for rodent entry, it may be possible to simply delete the placement from your program without any significant risk.

To verify this, check your rodent activity records. If the device has ever caught mice, it would be wise to leave it in place. But if the device has never caught a mouse over the years, you could make the case for removal.

It is just good common sense to review rodent activity and patterns each year. A program that has been running for many years, and especially one that has been administered by different companies or even different technicians, may have more devices in place than necessary.

A common response to an increase in rodent activity is to increase the number of traps deployed throughout the area of concern. Too often, once the rodents have been eliminated, the traps are left in place beyond what is necessary for effective rodent prevention.



Move it

If a trap is necessary to prevent rodents, perhaps it could be moved to one side or the other. Move it enough to take it out of harms way, yet still have it in the most probable path of incoming rodents.

If the device is necessary because an obvious entry to the building is nearby, one solution is that the entry point could be sealed and the traps could be moved outside. Using ingenuity is often the most potent tool for effective and practical pest management.

Take cover

You could fit a device that is frequently in harms way with a protective cover. Such covers cost

Control expenses, as well as rodents, in 2006 ... continued from page 1

about as much (or more) as the device itself, but they are made of heavy gauge steel and can repel most crushing blows. While they can't defend the device against that juggernaut known as a tow motor, they can protect against boxes and cartons falling on it, errant pallets crushing it and humans treading upon it. It only takes a couple of "saves" before the cover has earned its keep.

Educate staff

Often the reason devices are damaged is because busy staff members have more on their minds than the nondescript little metal box on the floor. If you help your staff to understand the box's purpose and its place in

safeguarding your brand, they may find ways to operate around the devices without damaging them. You also could pay a bonus to the crew that goes a year with damaging any traps.

Your pest management professional may be able to address your employees during a training session to explain the importance of rodent control and the significance of these devices to eliminating rodents. Most employees are only too happy to accommodate their employers once they understand their role in the matter.

Buy long-lasting traps

Rodent traps need to be replaced when they are no longer

capable of catching and holding mice. The need for replacement may not be due to damage but simply that the device has exceeded its useful life.

Since springs age, joints loosen and parts wear, the more moving parts a device has, the shorter its working life. Consider purchasing the one-way door-type traps because they tend to last significantly longer without the need for replacement – that is unless you drive on them with a tow motor.

Contact Copesan

For more advice on controlling rodents, as well as expenses, in your facility, contact Copesan or your local service specialist.



Tips for using pheromone traps in the winter

By Jim Sargent, Copesan's Director of Technical Support and Regulatory Compliance

When temperatures dip below 50 degrees, it's time to put on a jacket and evaluate your pheromone trap locations.

Why? Because insects are not responsive to pheromones when temperatures are below 50 degrees Fahrenheit and even stop responding well to pheromones when temperatures fall below 60 degrees.

The first step in evaluating your pheromone trap program

is to determine the nighttime temperature of your pheromone trap locations.

If temperatures are cool, consider:

- Discontinuing pest monitoring until the weather is warmer.
- Moving pheromone monitoring traps inside to warmer areas.

Don't neglect pheromone traps in the winter (or at any time). Traps with last summer's insects in them give a poor impression to

just about everyone – employees, inspectors, auditors and clients.

Winter monitoring better

If temperatures are warm indoors where the pheromone traps are located, but the temperatures outside are cool or cold, then the traps can be very useful. There will be no outside insects confusing the trap catch indoors. Everything caught will be from nearby and will require investigation.

Tips for using pheromone traps in the winter ... continued from page 2

Winter is the best time to monitor pests like Indian meal moths and warehouse beetles near outside doorways. In the summer, it's difficult to determine what catching several insects in a pheromone trap near a truck door means, but it can offer useful information in the winter.

Re-evaluate your program

Winter also is a good time to assess your pheromone trapping/

monitoring program. Some points you'll want to consider include:

- Pest species monitored.
- Range in numbers of insects caught (e.g., few or full).
- Pheromone trap locations.
- Conditions in trap locations (e.g., dust, air movement, etc.).
- Frequency of checking traps/monitors.
- Record keeping and improvements.

• Benefits of the pheromone trapping program.

Pheromone traps/monitors can be a useful part of a good integrated pest management program, but their use must be evaluated periodically for maximum benefit.

Winter is a good time to have a team meeting to discuss these points and decide what's best for the winter and for next year's pheromone trapping program.



Steps to ensure effective pest management and bio-security co-exist

By Richard Berman, Technical Director, Waltham Services, Waltham, Massachusetts

Pest management is a small part of the greater concerns that food processors, food service, hospitality and healthcare have in regard to bio-security. But by focusing on security-related issues before they choose a pest management service professional, facility managers can take important steps toward protecting security of their facility.

The following are questions that facility managers should ask potential pest management services:

- How do you screen your new hires for service positions? Items like criminal background checks, drug screening, driver records, pre-employment physicals and work history should be examined.

- Do you perform personality and/or job screening assessments? These screenings reveal people with a higher likelihood of applying pest management measures successfully.
- How do you train new service position hires? A structured, documented training program should exist and be available for examination.



Take time to interview your pest management provider to ensure the security of your facility.

- What health and safety programs exist in your company?

The pest management provider should be able to share written programs in areas such as hazard communication, spill control, personal protection equipment and others that show the pest management professional will strive for safety.

- Describe the chain of command in your organization, listing names, their responsibilities and the reporting structure. This provides information for who is responsible for what areas.

- How will you introduce and train your people in my facility? Lead service personnel, their supervisors and backup service personnel should be brought

Steps to ensure effective pest management and bio-security co-exist ... continued from page 3

into the facility for an initial pre-startup service meeting and introduction.

- How will you document my service program, and how and where will those records be kept? Hard copy or electronic records should be kept in a central location and be readily available to facility management.

Once the service has been chosen, there are other ways that facility managers can help ensure the security of their facility by requiring that their pest management service company uphold the following recommendations.



Maintain a professional appearance. Individuals who provide pest management services should be dressed in clean, clearly identifiable work clothes, wear a photo ID and show no signs of impaired ability.

Be familiar with unique facility hazards. For example, a food plant generating a lot of dust in its operation creates an explosion hazard, while a glass bottle manufacturing plant will have broken, shattered glass in the facility.

Follow internal personnel controls. If exposure or contamination badges are required of plant personnel in certain areas, then the pest management professional also should comply with that requirement.

Follow special exposure requirements. For instance, individuals working in a medical, research development or production facility should not have been in contact with animals or be ill before arriving for service because they could cause plant contamination.

Be familiar with the facility's lock out/tag out program. The pest management professional also should be familiar with what areas can't be accessed without the aid of an electrician or quality control person so they don't adversely affect the site.

Be state licensed to apply pesticides. This ensures the person meets the minimum standards of safe pesticide use.

Ensure pest management program emphasizes the IPM approach. This does not preclude pesticide use but ensures that structural, maintenance and housekeeping issues are addressed. This may result in the reduced reliance and use of pesticides and as a result, less risk and hazard.

Avoid pesticide storage on site. If pesticide storage is necessary, supplies should be in non-leaking,

well-marked containers in a well-ventilated, locked area with limited access.

Ensure pesticides are government and state registered for use at the site. Some facilities also have a pre-approved list of products that can be used on their site. If different products are needed, they must be approved before use.

Avoid areas that do not need to be accessed for inspection and/or service. For instance, sterile areas of a pharmaceutical plant or food processing areas under deep refrigeration that don't need service should be avoided.

Follow all location rules. If eye and ear protection are required of plant personnel, the pest management professional should also comply with those rules.

Check in and out. On arriving at the site, servicing personnel should report in, and on completion, they should check out so the site manager knows when they are on the property.

A lot of these suggestions may sound like common sense, but as the old adage goes: "Common sense is sometimes not so common." Having written policies in these areas will help your facility comply with security issues and reduce future security concerns.



Take a high-level approach to control roof rats

By David Sexton, Technical Director, Gregory Pest Prevention, Greenville, South Carolina

Roof rats may be smaller than Norway rats, but they can cause major damage if steps aren't taken to prevent an invasion.

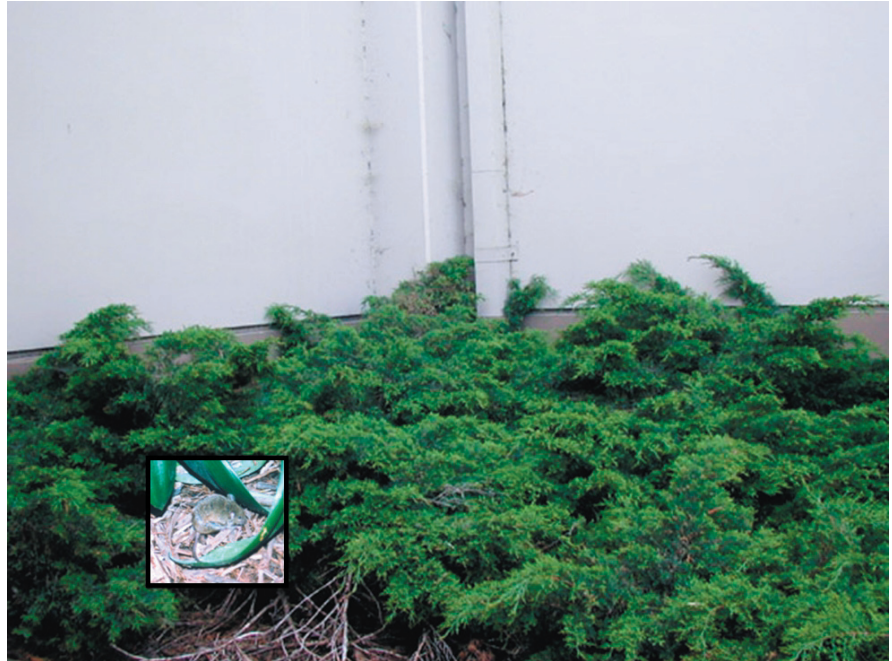
In addition to consuming and contaminating food and other products, roof rats will chew through wires and create fire hazards; tear up insulation and use it for nesting material; gnaw through plastic and lead water pipes; make holes in walls; and cause other structural damage, which may also lead to other pests.

Roof rats are also considered to be a health pest because of possible disease transmission to employees.

Preferring warm weather and coastal areas, roof rats typically are found in America along the lower half of the East Coast and throughout the Gulf States and up into Arkansas. They also exist along the Pacific Coast and on the Hawaiian Islands. But they can easily be shipped to other areas outside of their normal range.

High-rise preference

While similar to the Norway rat, roof rats are more aerial in nature and prefer to live in elevated areas, such as trees or rafters. They are agile climbers and can be seen traveling through



Keeping bushes away from building will help keep rodents from harboring in and around your facility.

trees and along vines, wires, rafters and rooftops, especially at night. They'll frequently enter buildings through the roof or access points via trees or overhead utility lines.

Recognizing their aerial nature is important when deciding on a program to control roof rats because traditional, ground-level baiting or trapping will intercept very few of them. Trapping and control methods must be concentrated at higher levels, such as ceilings, rafters and roofs.

Curtailing an invasion

So how can you protect your facility? Effective methods of

roof rat control include exclusion, habitat modification, trapping and rodenticides. While the use of snap traps, glue board traps and rodenticides can provide successful short-term control of an existing roof rat problem, exclusion and habitat modification are more effective at providing long-term control of a roof rat infestation.

Exclusion. Some tips from keeping roof rats out include:

- Sealing all possible entry points 1/2-inch wide or greater, especially near overhead utility lines.

Take a high-level approach to control roof rats ... continued from page 5

- Repairing any broken or torn screens.
- Covering exhaust fans and vents with a heavy wire screen.
- Using rat guards to prevent them from climbing trees and walls.
- Putting rat guards on overhead utility lines.

Habitat modification. The following steps can be implemented

to modify an area to make it less attractive to roof rats:

- Keep all trees, bushes and vines trimmed back at least four feet from the structure.
- Clean up debris and food around the site, especially on the roof.
- If there are fruit trees on the property, pick the fruit as soon as it is ripe and don't let fallen fruit

lay on the ground, as it will serve as a strong attractant to roof rats (and other pests).

Contact Copesan

If rodents are threatening to invade your facility, contact your Copesan service specialist to set up a plan before they wreak havoc and cause costly damage.



Information in this publication was researched and prepared by highly regarded experts within the pest management industry that are part of the Copesan Partnership. Copesan has more technical expertise located throughout North America than any other pest management firm. The IPM Update is a small sampling of that knowledge and expertise we provide to our clients.

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