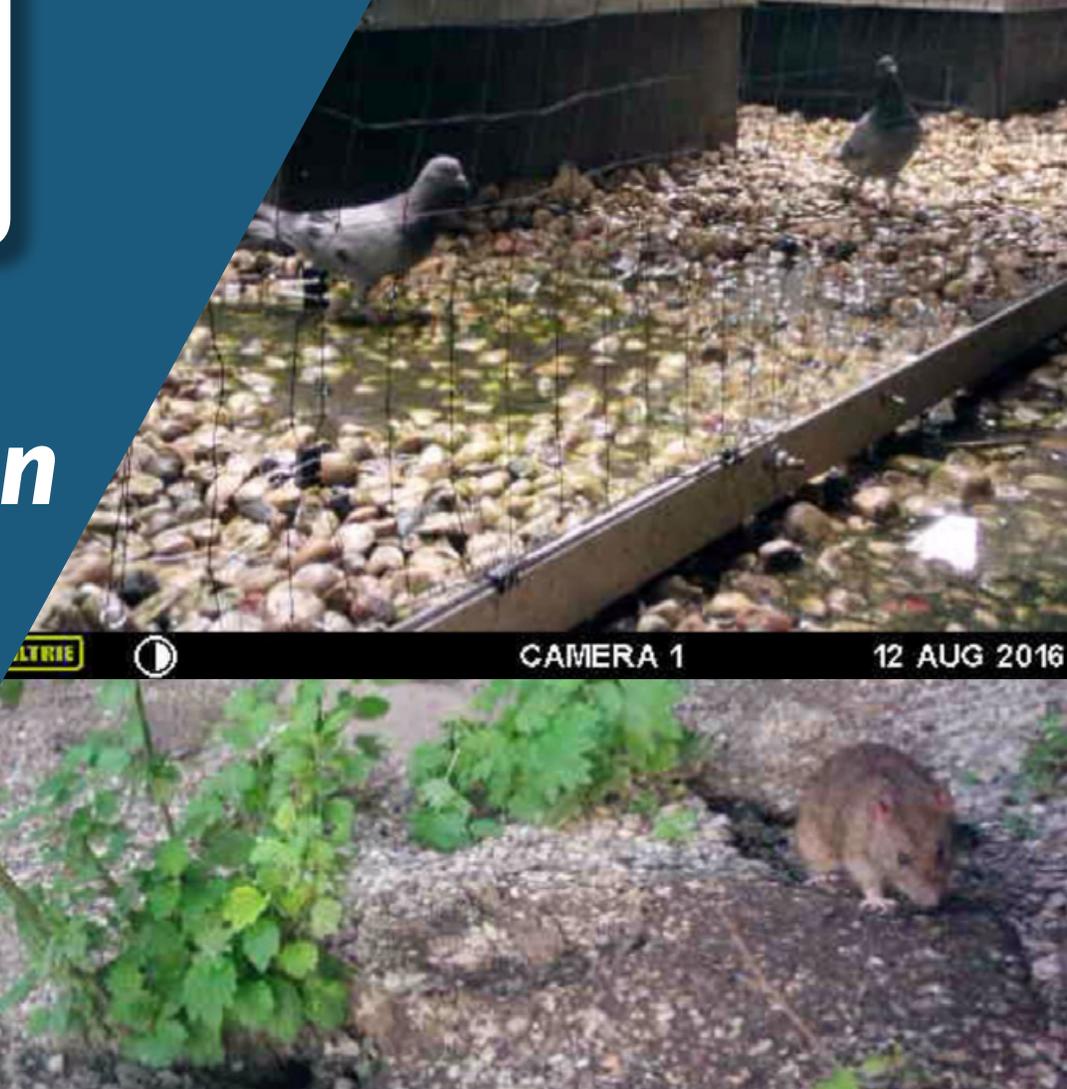


Pest Connection

*Tips For a Pest-Free
Business*

VOL 16 ISSUE 9



Top: Pigeons entering roof of client's building through hole in fence, Bottom: A large rat infestation in a local city

Motion Activated Cameras Catch Pests in the Act

Batzner Uses Innovation to Solve Mystery Pest Invasions

In keeping with our focus on incorporating innovation into our services, Batzner Service Professionals have a new tool at their disposal to help solve difficult cases of pest intrusion. We recently purchased and have put to use motion-activated trail cameras, which have already proven to be highly effective in a variety of situations.

ENTRYWAY IDENTIFICATION

The main function of the trail cams is to identify the places pests use to enter buildings so exclusion techniques can be used to keep them out. Without the cameras, locating the exact entry points for certain pests can be challenging and time-consuming, as some are in hard to reach areas or

very small. This was the case recently at a hospital, where pigeons were entering the building through an unknown location on the roof. In this situation, the height and positioning made it difficult for the Service Professional to find and block off the opening. A few days of footage with the trail cam, however, showed exactly where the birds were entering and allowed for them to be excluded effectively.

NIGHTTIME INVADERS CAUGHT IN THE ACT

The cameras can also reveal other important information. A lot of pest activity happens at night, but the Service Professional does not get to see it and must diagnose the

[Read full story inside]

Batzner Solves Cluster Fly Problems Six Stories High

A group of Batzner Service Professionals went above and beyond the normal requirements of their jobs recently by performing Cluster Fly Treatments six-plus stories in the air. In order to reach the top levels of some of our commercial clients' buildings, we utilized a lift truck.

Similar to box elder bugs and Asian lady beetles, cluster flies gather in large numbers around the sun-exposed sides of structures in the fall, and seek entry to spend the winter indoors. Once inside, they are a nuisance pest, emerging from void spaces inside of walls and buzzing around windows on sunny winter days. They can also be problematic as dead flies will attract other pests.

To combat them, Batzner applies a preventative treatment around a building's windows, which are the cluster

flies' main entry point. For clients with buildings too tall for treatment from the ground (most commonly hospitals and office complexes), the lift truck is necessary to reach the upper floors.

To make things as convenient as possible for our clients, Cluster Fly Treatment shifts went from 11:00 p.m. to 4:00 a.m., or immediately after the business closes for the day to avoid normal business hours.

If your business experiences any problems with cluster flies, please contact us about adding a Cluster Fly Treatment to your program. We would love to continue to show you the great lengths- and heights- that we will go to in order to protect your brand! ♦



Featured Pest

Bed Bugs Can Be Expensive Repeat Offenders.

Cut Costs With Regularly Scheduled Canine Bed Bug Inspections

Brenda Borgman, Batzner's Commercial Sales Manager, sums up the benefits of proactive canine inspections: "Doing proactive sweeps cuts down on heavy infestations by allowing us to detect and treat a problem early on. This reduces the chance of it spreading to more parts of the building, which can be expensive and a hassle for owners and managers to deal with. Overall, the proactive approach is a much more cost-effective way to handle bed bugs in multi-unit properties."

How Proactive Inspections Work

During a proactive inspection, our highly-trained canine teams perform regular sweeps of critical areas where bed bugs are likely to occur. This

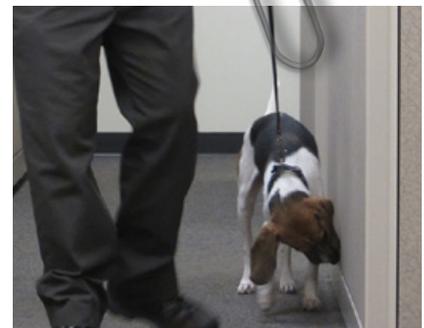
allows bed bugs to be found before they spread to multiple units or areas of a building. In housing complexes, this covers rooms, hallways, and lobbies where are many people come and go, with particular focus paid to the bed area and furniture where a tenant/guest would sleep. Similarly, in social service and healthcare facilities, waiting areas, training areas, and emergency rooms are considered critical due to the amount of potential carriers passing through.

Frequency of Inspections

The frequency of these inspections is determined by client need. For some locations, an annual or biannual inspection is all that is recommended. Other properties require more frequent visits, monthly or quarterly based on their needs.

Inspections Save Money

Randy Rupert, Batzner Bed Bug Team Leader, explains, "Preventative canine inspections can save you money by



What is a bed bug dog?

Lucy, above, is one of Batzner's four bed bug dogs. She is seen looking for bed bugs with her keen sense of smell. Bed bug scent detection dogs are trained to recognize the scent of bed bugs and point out their location. For more information, visit batzner.com/pest-library/bed-bugs/

discovering infestations before they become critical. Proactive sweeps are more cost effective."

Contact us today to start your proactive inspections. ♦

Ask the Experts

Featuring advice from our Associate Certified Entomologists

Have a question? Reach out to us on Facebook, Twitter, or via our website!



Dave Kusnierek
Associate Certified
Entomologist,
District Manager

Q: Recently, a food storage facility reached out to us on our website and asked for identification of the insect shown below. As this is a very common pest, we thought it best to provide some information to all of our commercial clients.



A: The insect pictured is a warehouse beetle, named because of how common it is in warehouses storing food items. It is found throughout most of the United States and in

ports all around the world; in fact, globally there is only one beetle of its family more common.

Adults are a brownish black color with yellowish to yellowish brown markings. They grow to about 1/8" long and have an oblong shape. Larvae reach up to 1/4" long and have alternating lines of yellowish white and brownish color. Each adult female will lay up to 94 eggs over the course of a few days, which will take a little over a month to become adults themselves.

Adult warehouse beetles are known to infest over ninety types of dried plants and plant products, ranging from peas to potato chips. They will also feed on dead insects and mice as well as food products such as dog food and fish meal. The larvae, which can cause as much if not more damage than adults, prefer high-protein foods including seeds, cereals, and nuts.

So how can you help keep them out of your warehouse? Make sure you are thoroughly inspecting incoming items, maintaining good sanitation and storage practices, rotating stock, ventilating properly, and monitoring between visits from your Batzner Service Professional.

Sincerely,

Dave Kusnierek

Save the Date

Food Safety Seminar

April 6, 2017

The 27th Annual Food Safety Seminar is scheduled for April 6, 2017 at Serb Hall in Milwaukee, WI.

Featuring Dr. Robert Corrigan, Urban Rodent Pest Management Consultant, as the headlining speaker. Additional speakers to be announced.



MOTION ACTIVATED CAMERAS

[Continued from cover]

situation during the day. This can lead to many questions, such as the type and exact number of the pest. The trail cam's night vision capability allows the Service Professional to see exactly what is happening, which is helpful in deciding the right course of action to solve the problem.

For example, the trail cam revealed a local city's infestation to be rats, and a much larger group than initially thought. This informed the Service Professional the number and type of bait stations to use for optimal results. It also provides the best possible monitoring of the effectiveness of the application/exclusion.

TRAIL CAMS: QUICKER, ACCURATE, EFFECTIVE

The ability to use trail cameras when necessary is poised to make our Service Team even faster, more accurate, and more effective in diagnosing and treating your pest problems. Service Manager Jason Ganas explains, "The trail cams are another great way for Batzner to separate ourselves from our competition. They are very versatile, as we can use them for residential and commercial clients, and both inside and outside depending on the situation. They will be a big help on difficult jobs involving birds, bats, and rodents, and for our trapping services."

Currently, we have a limited number of cameras available for service, but will be investing in more in the near future. If you have any questions about this additional service, don't hesitate to contact a Batzner Representative! ♦



Write a **Review**

If you have been completely satisfied with Batzner's service, tell us about it! Write a review on Yelp or Google and help other people discover the leading pest control company.



Three Generations of **Excellence**

Over 70 years of legendary service because of customers like you! Thank you for making us *"the name to know for pest control"*.



Join Our **Fast Growing** Team!

If you know someone interested in a career where you can make a difference in the lives of others, consider Batzner! See our current career opportunities at batzner.com/careers.

LIKE IT, LOVE IT, SHARE IT



OVER 70 YEARS OF EXPERIENCE

