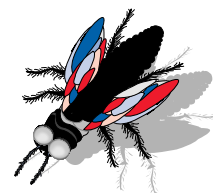




Canadian Standards Association

SAFETY-TESTED AND CERTIFIED BY NATIONALLY RECOGNIZED TESTING LABORATORIES (NRTL'S)



The Dispatch

"An Insect-O-Cutor® Newsletter"

AUTUMN 1997

From the Editor...

As another summer comes to pass, we at Insect-O-Cutor® find ourselves anticipating the cooler months ahead. Indeed, we know winter is near because we've already begun receiving holiday-related items!

And while the holidays are important, we realize other seasonal concerns exist. This issue of "The Dispatch" examines a specific concern — facility winterization [see column at right]. Of separate importance, this "Dispatch" introduces a new product line to the Insect-O-Cutor® family. We're excited about this product. And we think you'll find it exciting, too. Details are inside.

Finally, with 1998 approaching, Insect-O-Cutor® is only weeks away from its 60th Anniversary. Sixty Years! It's been great so far... and we would like to sincerely thank everyone who has helped us along the way. We're planning some special events for our diamond anniversary, so keep an eye on your mail for details.

This is our last "Dispatch" for 1997... we hope you've had a good year so far. And, we hope you have enjoyed this year's "Dispatch" issues. As always, we would appreciate hearing your thoughts, comments or suggestions.

Insect-O-Cutor®

1641 Lewis Way

Stone Mountain, GA 30083-1489

Phone: (770) 939-2835

Fax: (770) 621-0100

<http://www.insect-o-cutor.com>

EXECUTIVE STAFF:

PUBLISHER:	Insect-O-Cutor®
EDITOR-IN-CHIEF:	J.E. Harris
CONTRIBUTING EDITOR:	Jerry Baum
ADVERTISING DIRECTOR:	"DJ" Johnson
SPECIAL FEATURES:	Sherry Ashworth
TECHNICAL ADVISOR —	
INSECT-O-CUTOR® PRODUCTS:	J.P. Giordano
TECHNICAL ADVISOR —	
GERM-O-RAY® PRODUCTS:	J.E. Harris

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Winterization— All About Preparation... by J.E. Harris

The cooler temperatures of Fall and Winter are a pleasant change from summer's scorching heat. However, not all creatures enjoy these cooler temperatures. In fact, insects... being "cold-blooded"... find cooler temperatures quite distressing. And since insects require a heat source for survival, many insects will seek safety, warmth, and food for the winter months in facilities such as ours and yours. Because of this seasonal threat, now is the appropriate time to start winterizing your facility.

The winterizing process is not terribly complex. It begins with an exterior examination of your facility. While walking the building's perimeter, note all cracks, crevices and other possible insect entry points on the building's walls and especially at its base. These points will need to be treated or filled.

The same inspection process should be conducted on a facility's roof, at all exhaust fans, at all windows, and at all exterior doorways. By addressing all of these areas, a facility can achieve an effective and important pest control measure — exclusion.

Besides being a sound pest control strategy, the exclusion process can increase a facility's overall energy efficiency. This added benefit can prove quite helpful in the upcoming cold winter months.

Another specific area for winterizing is the warehouse. Boxes, raw materials, pallets and the like offer insects an ideal source of both protection and food. Particular attention and cleaning efforts are required in this area. By periodically placing an Insect-O-Cutor® mobile monitoring device throughout the warehouse, one can detect particular insect threats and address the associated risks accordingly — before a facility-wide problem occurs.

60 Years Young... 1938 to 1998 to Infinity and Beyond!

It all began in 1938 with a simple idea to provide industry with an effective and ecologically sound means of pest control. From this idea has come industry's most reliable name in flying insect elimination — Insect-O-Cutor®.

Throughout the years, Insect-O-Cutor® hasn't always been the "cheapest" unit available, but we do pride ourselves on providing the best value for the dollar spent. Long ago, we realized it was easier to spend a dollar once instead of paying 50 cents a few times. And we know our customers appreciate this value-driven approach. Indeed, we regularly receive calls requesting models that have long been discontinued but that the customer wants since those original Insect-O-Cutor® units are still working.



Such calls gave us the idea to sponsor "The Oldest Operating Insect-O-Cutor® Contest". The basic rules are simple: Whoever has the oldest operating Insect-O-Cutor® equipped with 1998 IOC® Gold Label Lamps will receive a new stainless steel unit of an equivalent model type. Pretty simple, eh? So, start scouting out your older Insect-O-Cutor® models. Should you need help dating your unit[s], give us a call. Complete contest details will appear in a future mailing!

One of the unique services that Insect-O-Cutor® (IOC®) provides is survey consultation for determining the most beneficial installation of an IOC® system. Often, a simple floor plan drawing — indicating walls; entrances and exits; and enclosed rooms (particularly critical control areas where product may be exposed) — combined with a phone call is all that is necessary to develop an effective flying insect elimination plan. For more complex facilities and operations, on-site consultation is available.

Each survey takes into account the exterior factors around a facility as well as needed physical improvements to limit potential flying insect access. For on site consultations, we would require [ideally] a blueprint... or at least a drawing of sufficient detail and size... to permit notations. The blueprint/drawing is most helpful because it is submitted as an overview of the recommendations and indicates recommended models and their most effective placement in relation to the entire facility.

With survey consultations, we provide formal proposals, corresponding technical data sheets and installation/maintenance instructions. Should developments lead to modifications of the plan, updated quotes and drawings can be provided. Ultimately, your engineering department will have all the information it needs to accomplish an efficient installation.

Whether survey consultations are conducted over the phone or on site, our goal is to recommend the most efficient and cost-effective system of equipment. Properly designed, an Insect-O-Cutor® Flying Insect Elimination System will provide years of reliable flying insect control at a very reasonable cost.

PUZZLER FUN... by “DJ” Johnson
(Solution appears on Page 4)

ACROSS

- 1 Natl. org. supported by IOC®
- 4 Nickname for IOC® engineer; high card
- 7 Popular way to install an IOC® in warehouse
- 11 Pickle preservative in processing operations
- 12 Edgar A. with no fly protection; thus, a scary house!
- 13 Middle name found in Memphis
- 14 Belongs to; is appropriate for
- 16 Aloe _____
- 17 Alphabet run
- 18 Scot. author: 1850-1894
- 19 “*Germ-O-Ray*” this airborne pathogen
- 20 What “winterizing” does [clue in this issue]
- 23 Shiny black (like Gold Label BLB Lamps)
- 25 _____ Alamos
- 26 Place; install; locate
- 29 Not Blue Mon., Fat _____
- 30 R.R. Depot
- 31 Waco, TX to Secaucus, NJ; then to Stone Mountain, GA!
- 32 3-wire cord-and-plugs on all IOC® equip.
- 33 Through (pref.)
- 34 Not one of the three IOC® metal finishes!
- 35 What IOC® does to an insect infestation - day and night
- 38 “*Germ-O-Ray*” this little round rascal
- 41 “_____ beginning to look a lot like...”
- 42 Source for all genuine Gold Label Lamps(abbrev.)
- 45 Louise or Turner
- 46 By fax, mail or e-mail, please send these to us!
- 48 Integral part of IOC® system
- 49 _____Kat (winter fun)
- 50 What to call IOC® buyers
- 51 Love or bank
- 52 Inane person
- 53 Bundy, Gore, Weird et al

DOWN

- 1 Sacre _____
- 2 Facility with complex IOC® system was this!
- 3 Qty.
- 4 What you’ll need after solving this puzzle!
- 5 IOC® engineering forte [technical services]
- 6 Not *HPs* but --- [exclusive with IOC® worldwide]
- 7 Those firms who own IOC® systems

	1	2	3	4	5	6	7	8	9	10
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45				46			47			
48				49			50			
51				52			53			

- 8 Major IOC® design parameter
- 9 Neithers... _____
- 10 Not a King Cole!
- 11 Fit; qualified
- 15 IOC® grid activity
- 19 Response to an IOC® engineer’s offer of assistance
- 21 Tiny size for clothing
- 22 What flies become upon contact with an IOC®
- 23 Unnecess. labor costs for “Brand X” maint./repair
- 24 Partner to a bolt
- 26 How to take an insult for buying “Brand X” units
- 27 Bob Hope’s favorite org.
- 28 Olympics perfection
- 30 Polite title (especially for an 800 lb. male gorilla)
- 31 Insects remaining after IOC® “dispatch”
- 33 Fresh black light lamps are _____ in springtime
- 35 What IOC® can do for export orders
- 36 _____phere
- 37 Doctrine; theory
- 38 What IOC® can do to a hornet or beetle
- 39 Type of tree (latin)
- 40 Where to step when wasps pursue!
- 43 Whose certification do we proudly bear?
- 44 Book submiss.
- 46 IOC® certification [Toronto, Canada]
- 47 Ecol. police

Introducing...

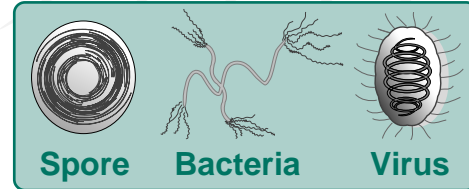
Germ-O-Ray®

For Indoor Air Quality

Insect-O-Cutor® is the industry leader for electrical flying insect eliminators. And while constantly striving to produce innovative and effective Insect-O-Cutors®, we occasionally come across other product ideas that need to be shared in the marketplace.

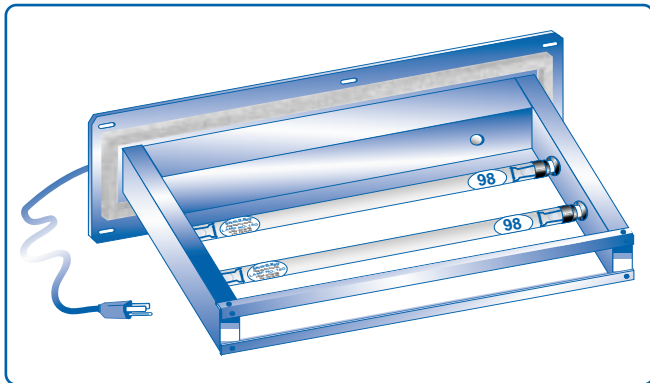
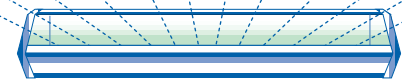
One such product idea has led to the development of and now the introduction of Germ-O-Ray®!

The idea behind the Germ-O-Ray® is similar to the idea behind Insect-O-Cutor® — provide a product to address significant health concerns for industrial and commercial applications. With the Insect-O-Cutor®, the target pests are insects and all of their associated maladies. And as the name suggests, the Germ-O-Ray®'s target "pests" are germs. Specifically, airborne contaminants and associated indoor air quality concerns.



Germ-O-Ray® Air Disinfection Fixtures employ ultraviolet lamps to disinfect air within either a room or an entire air handling system. Fixtures are placed at crucial air passages such as below room wall vents and after a system's air blower. As air and its contaminants pass across the fixture's "germicidal" lamps, the contaminants are effectively sterilized by ultraviolet energy. Typical contaminants include viruses (influenza, etc.), bacteria (E. coli), and even mold spores. The majority of these contaminants spread within airborne droplets introduced by coughing, sneezing and even talking. Originally, these fixtures were installed in healthcare facilities such as tuberculosis wards after World War II. However, increasing concern for indoor air quality has led to the use of these fixtures in a variety of public and private places.

Any place where people meet, work or live might benefit from a Germ-O-Ray® fixture.



Germ-O-Ray® In-Duct Air Disinfection Fixture Model GD182

YET ANOTHER INSECT-O-CUTOR® INCENTIVE !

For the curious... the previous issue of *"The Dispatch"* featured two Insect-O-Cutor® incentive programs. Response to both programs has been overwhelming. Because of the positive feedback, we are happy to remind everyone that the Insect-O-Cutor® "Secret Admirer Program" is still in effect. Please call and ask "DJ" for more details.



And since these latest programs went so well, Insect-O-Cutor® would like to continue with a **SPECIAL 10% DISCOUNT OFFER** on our most versatile unit — Series 2489 (High Performance) / 2494E (Energy Efficient) Insect-O-Cutor® Models.

This model, shown at left, was originally designed for a corporate engineering team. It seems their on-site construction staff were being "eaten alive" — so they needed a portable unit that could be wall mounted, ceiling hung or simply set on the floor... wherever they were working that day. The 2489 / 2494E brought them relief and, as a result, is now carried from project to project as standard equipment!

The 2489 / 2494E also serves well as a **monitoring** unit. Should a pest problem "suddenly" appear or become more evident in a particular area, placing the unit in that area — to monitor the volume and type(s) of insects being caught — will help pest control personnel address the problem in a more specific manner. Effective through November 30, you can purchase the 2489 / 2494E at current industrial list price — Less 10% — **Mention Deal #1197**. This incentive cannot be used in conjunction with other discounts. All prices are F.O.B. factory (Stone Mountain, GA in the U.S. and Paris, Ontario in Canada).

Only 137 Days Until...

...the start of Insect-O-Cutor's® annual spring lamp program. Yes, it's more than a few months away — but it is especially important to take advantage of this annual program. The program offers all Insect-O-Cutor® insect attraction lamps (and germicidal lamps, too) at a 10% discount off list prices.

This offer exists to help facilities maintain an effective Insect-O-Cutor® system. This is necessary because all insect-luring lamps have a limited effective life-span. And what good is a lamp that isn't attracting? Keep an eye on the mail for your facility's annual lamp quotation — because your lamps may be lit, but they may not be luring.



Solution to
"Puzzler Fun"
(Page 2)

UNITED STATES
1641 Lewis Way
Stone Mountain • GA 30083-1489
Phone: (770) 939-2835
Fax: (770) 621-0100

CANADA
Post Office Box 374
Paris • Ontario N3L 3T5
Contact: John Edgar
Phone: (519) 442-2988
Fax: (519) 442-4602

<http://www.insect-o-cutor.com>

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FIRST CLASS

PLEASE DIRECT TO THE ATTENTION OF