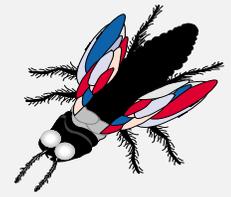




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The Dispatch

"A Service Bulletin For Insect Control Management Programs"

VOL. I ISSUE 01

From the Editor:

With this summer's flying insect infestation in full progress, it is important to remember: Insect-O-Cutor® is a **full-service supplier** who not only provides superior insect electrocuting devices for commerce and industry — but also offers successful solutions to complement your overall pest elimination program. Of primary benefit to you, this means receiving valuable suggestions and tips on (1) curbing insect entry and infiltration into your facility *before* a potential problem arises; (2) keeping informed on various aspects of alternative pest control (non-chemical); and (3) up-to-date product and regulatory guideline changes.

Insect-O-Cutor®, referenced throughout this and forthcoming issues as IOC® (*Industry's Original Control*), maintains a vast network of engineers highly trained in the science of insectology. IOC® representatives are always eager to impart their knowledge anytime you need them. As another vehicle in the deliverance of our service-oriented messages, **The Dispatch** was designed to provide major updates that effect the proper use and application of insect control devices... and to serve as a general guide to promote an environmentally-sound pest elimination program at your facility. See you soon.

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Alternative Solutions

Important Considerations for Pest Control Programs

...By J.E. Harris And Jerry Baum

Even the most sanitary facilities are threatened from time to time by flying insects. One of the most crucial times is when seasonal insect hatches begin to seek shelter indoors to alleviate the discomforts of summer heat. This is when critical decisions must be made: how to prevent potential insect entry during this insect-producing season, how to eliminate those insects already harboring and breeding inside, and how to address this problem... once and for all... so that future problems are not repeated.

Often, such solutions include traditional pest control methods such as chemically treating both the facility and its surrounding grounds. While the use of pesticides can provide an immediate stopgap solution for a problem situation, the use of chemical aerocides may have some serious shortcomings.

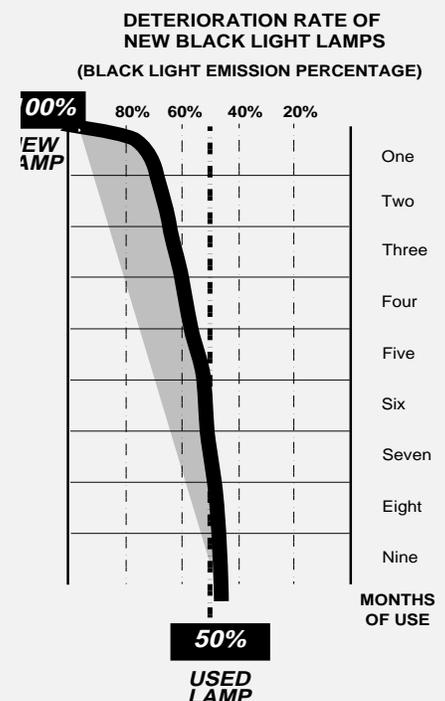
Pesticides by their very nature are a time-specific solution. That is, over time, pesticides must be reapplied; thus increasing the likelihood of secondary contamination (to product, personnel, grounds, and water) with every reap

Continued on Page 4

LIGHTS LIT BUT NOT LURING... a Problem-Shooting Feature

...By J.E. Harris

The attraction of flying insects is directly proportional to the intensity of a lamp's black light emission. Lamps that are new will emit the highest level of near ultraviolet light. However, due to the normal deterioration of a lamp's inner phosphor coating, black light emission lessens with each successive month of use. The chart on the right shows the typical deterioration rate of new black light lamps. After seven months of use, the lamps may have lost more than 50% of total black light emission. No matter what a new lamp measures in terms of black light output, the **black light loss factor is standard in all black light lamps**. This is why it is so important to replace black light lamps in every electrical flying insect control device **on at least on an annual basis**.



SELECTING INSECT CONTROL DEVICES TO MEET EACH NEED... *By J.P. Giordano*

Choosing the correct insect electrocutor need not be a mystery. With Insect-O-Cutor's® broad range of models, it is relatively simple to meet the specific needs of the target area(s) to be protected. First, review the general guidelines for a well-planned

“System Design” [See “*Insect Control Devices*” on opposite page]. Next, decide where each device is to be installed. Then proceed to select equipment based on the descriptions for each classification of models. Some of these are noted below (not to scale):

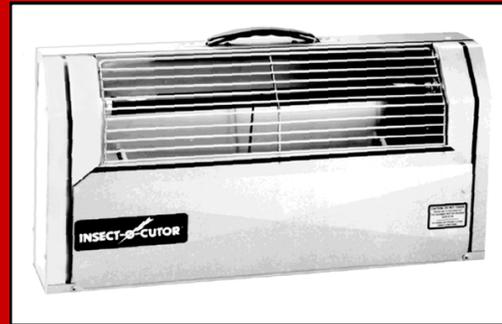
LOW HEADROOM MODELS

Designed for use in areas with low ceiling heights or where vertical wall space is at a minimum. These versatile models may be ceiling hung, wall mounted or set on any flat surface such as shelves, work stations or countertops. Multidirectional black light emission from the front, back and top of the unit significantly increases flying insect attraction and elimination.



SCATTERPROOF MODELS

Designed for use in areas where other insect electrocutors are prohibited and where sanitation is of prime concern due to the proximity of either open food product or critical



preparation areas. The F.D.A., after U.S.D.A. testing, concluded that the IOC® Guardian® Series is “scatter-free” and not subject to their “five foot rule” for unit placement.

CEILING-HUNG MODELS

Designed for use where wall mount models are not an option. With nearly 360 degrees of flying insect attraction, these models are appropriate for use in warehouses and loading bays.



VERTICAL WALL MOUNT MODELS

Designed for use in areas such as hallways and production lines... and where horizontal style models are not feasible. These models are both utilitarian and stylish in design, for harmony in any decor. These units should be selected on the basis of the area to be protected. As a rule, the higher the lamp output wattage, the greater the insect attraction.

ENERGY NEWS FLASH

In a recent announcement from the Energy Department and the Environmental Protection Agency, plans are ongoing for the expansion of the “Energy Star” Program to include a broad range of electrical appliances which comply with efficiency standards set from product to product. Under the auspices of this Program, government seals of approval would be granted on the basis of the products’ energy efficiency. While the implementation and institution of these plans might be several months away, IOC® supports the endeavors of these agencies and will keep you apprised of future activities as they relate to IOC® Energy-Efficient Equipment. Please see “*EPACT Lighting Laws to Learn*” on opposite page.

INSECT CONTROL DEVICES —

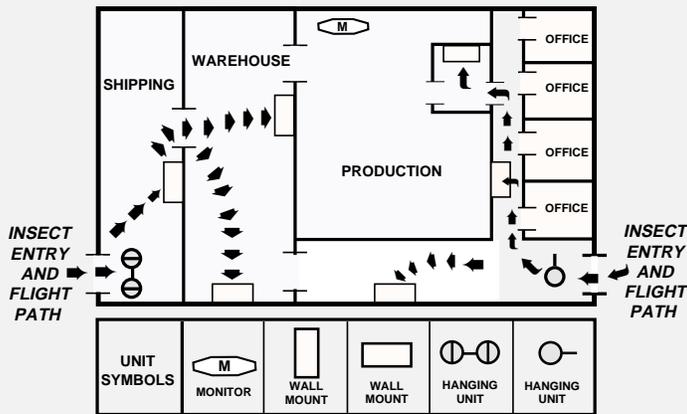
The Importance of Proper Unit Placement

...By Jerry Baum

Insect electrocutors... no matter what type they are (zapping or not), how large or small they are, or even what "brand" they are... can be of limited value if they are not installed properly. Too often, the basic rules for correct positioning of equipment are not applied, and the result can be detrimental to an otherwise efficient integrated pest management program.

To achieve a well-designed "system" of insect control devices, units should be placed in strategic locations throughout the facility or grounds — to not only maximize the efficiency of each unit as it operates independently but to ensure that all of them perform in unison and in complement to accomplish the task at hand.

The diagram below illustrates an Insect-O-Cutor® "Three Phase" Electrical Flying Insect Elimination System.



IOC® THREE-PHASE SYSTEM DESIGN

Phase I equipment intercepts flying insect intruders immediately after entry. Such unit locations include man doors, bay doors and other exterior entryways. Phase II units are located along probable insect flight paths such as corridors. Phase III units provide protection either immediately outside critical areas or directly within sensitive areas such as laboratories and production lines. In such a system, units are located in order to maximize operational efficiency and to reduce the number of units required to achieve the level of control desired.

Systems Design Engineering Assistance Offered

With over eighty-eight different models available in three heavy-gauge construction finishes — stainless steel, aluminized steel or beige texturized steel, both unit selection and placement can be confusing. Because of that, engineering design assistance is available to custom tailor IOC® Systems on a facility-by-facility basis. Should such a service be desired, please give us a call.

EPACT...

LIGHTING LAWS TO LEARN

...By J.E. Harris

The Energy Policy Act of 1992 (EPACT) mandated efficiency standards for many of industry's most popular lamp types. This recent legislation also makes it illegal to manufacture or import many industrial lamp types including some insect attracting black light (BL) and black light blue (BLB) lamps.

Although EPACT is a complex piece of legislation, the intent of EPACT is quite simple... to promote energy efficiency. IOC® wholeheartedly endorses the intent of EPACT — particularly the aspect of helping industry become more knowledgeable about energy efficiency while actually benefiting from these new standards.

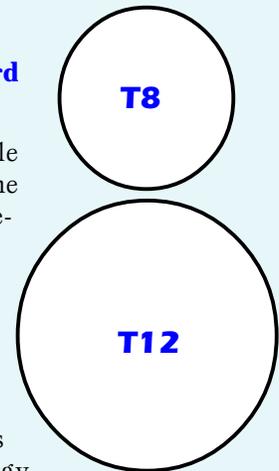
That is why Insect-O-Cutor® has developed a full line of energy-efficient models. These models incorporate the most efficient lighting components available today, T8 lamps and electronic ballasts.

The T8 Lamp Is Replacing The Industrial Standard T12 Lamp

The most noticeable difference between the two lamp types is depicted on the right. As shown, the T8 lamp is considerably "slimmer" than the T12 lamp. This difference in lamp size significantly reduces the amount of energy needed to power the lamp.

Additionally, the T8 lamp requires less active agents (i.e., minerals/phosphors). Thus, the disposal of T8 lamps is less harsh on landfills and groundwater.

In an upcoming issue of *The Dispatch*, a discussion on electronic ballasts will be presented as a supplemental review of the energy-efficient technologies available today.



Alternative Solutions... *Continued From Page 1*

plication. And, as insects have the unique ability to adapt or self-immunize themselves to chemical pesticides, this method of pest control becomes less effective over time — and the flying insect problem is never completely solved.

Insects cannot breed immunity to electricity. An electrical method of pest control can offer a permanent and cost effective complement to any fully integrated pest management program. An electrical flying insect killer dispatches insects instantly and cleanly — without chemical residues, toxic fumes, or “post-cleanup” procedures. Dead insects are fully dehydrated (thus, no odor) and are collected in drawers/trays for convenient disposal.

Besides reducing a facility’s reliance on pesticides, electrical flying insect killers provide around-the-clock protection, all year long. However, like most tools, careful selection and use will enhance their ability to perform. To be effective, insect electrocutors must be properly located — and units must be well-chosen.

Inside this issue appear helpful articles on how to select insect control devices and how to locate units in a “System Design”. In future issues, look for an in-depth discussion on the glueboard flytrap: how and when it is best used.

IOC® TRIVIA

...By S. Ashworth

See how many IOC® facts you know...

1. Apart from the primary purpose of electrocuting flying insects, what other useful purpose do IOC® units serve?
2. In what year were the first “Insect-O-Cutors” produced?
3. How many units does it take to comprise an IOC® “system”?
4. What would you have if “Musca Domestica” were in your facility?
5. What prestigious branch of the federal government uses IOC® equipment?

TRIVIA ANSWERS:

1. Safety Lights
2. 1938
3. As few as one
4. A flying insect problem: Musca Domestica are “common houseflies”, U.S. Capitol, Wash., D.C.



FIRST CLASS

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