

*Floreana* continued from front page

needed in uninhabited areas (hand-baiting was done in areas around town).

Formulated by Bell's R&D team, the ideal bait had to balance resistance to water penetration for use in the humid areas of the highlands, with properties of moisture attraction necessary for degradation in the arid climate of the coast.

The Bell bait, which was shipped halfway around the world, was then staged and loaded into hoppers for helicopter application. The IC team and representatives from Bell watched as the helicopter pilots put their careful plans into action. "The aerial application was like a dance. The helicopters would come in to refuel their tanks, then move the

hopper and hover while the bait was loaded. The helicopter would lift off and fly to uninhabited areas of the island, taking 12 to 25 minutes to finish a drop and return for another load" added Connor. Everything worked perfectly.

Now, post-application, the island locals are learning what to do with crop abundance for the first time ever, and both Connor and Riekema agreed that it was incredible to see the rodent bait manufactured, packed, and shipped from Wisconsin, and then see it a few months later on an island in the middle of the Pacific. There will be more applications of rodenticide to fully eradicate the island of invasive rats, but much of the work has been



Above: The Bell team with IC and Parque

done, and with enormous success. "This is a complex and important project for the stakeholders, including Bell. We are so proud to help restore an ecosystem where Charles Darwin first studied the Galapagos mockingbird and several important species of finches," said Connor. ■



# THE BELL REPORT

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## Did You Know?

**Rats control their whiskers to determine the size, shape and scope of an object.**

**This process is called whisking and is similar to how we use our fingers to form a mental picture of an object. Scan the QR code to learn more.**



Giant tortoises in the Parque Nacional on Floreana



Express bait stations awaiting deployment on the beach



Helicopter dispensing Bell's bait on Floreana

## FLOREANA: Restoring an Ecosystem

Almost exactly 1000 km west of the Ecuador coast lies a small island named Floreana, which is part of the renowned Galapagos chain of islands in the Pacific Ocean. It is home to numerous native species, as well as 54 different International Union for Conservation of Nature (IUCN) Red List of Threatened Species. The shield volcano island formed over 1.5 million years ago and is comprised of dry, desert regions as well as damp rainforests.

The island is also home to a variety of invasive species, including rats, which is why environmental group Island Conservation (IC) reached out to Bell almost 10 years ago to begin conversations on how to partner to eradicate the rodents from Floreana. One of the main causes of island extinctions and the loss of biodiversity worldwide is invasive species, which are mostly dispersed by boats. Many of the species native to Floreana, including

endangered tortoises, finches and more, are ground nesters, making their eggs easy targets for hungry rats. In addition, these invasive species decimate crops and other vegetation, which makes it difficult for the almost 150 residents of Floreana to sustain their livelihood, which is primarily made up of farming, tourism, and fishing.

### A PROJECT LIKE NO OTHER

Over the past 22 years, Bell has been involved in more than 100 conservation projects, partnering with environmental groups to join in the fight against invasive rats and mice in ecologically sensitive locations. What made this project different than others before Floreana is the sheer scale of it, the combination of arid and wet terrain, and most of all, the necessity to work with the residents of the island for this large-scale eradication effort.

Working with the IC team, Bell's

co-owner Anne Connor and former Regulatory Affairs Manager Craig Riekema traveled from Wisconsin for three days by air and sea to reach Floreana island. "It was an honor to go to Floreana to see the aerial application of Bell's bait," Connor said. "I traveled there 7 years ago when the project was in its planning stages and the community was still being engaged. To see the strides that had been made by Island Conservation was impressive. The infrastructure was greatly improved and many Floreana residents were part of the project team, hand broadcasting and working together with representatives from Parque Nacional Galapagos," added Connor upon returning from the trip.

### THE APPLICATION

Similar to previous rat eradication projects in the Galapagos, IC used helicopters to disperse the bait exactly where it was

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Environmental group Island Conservation estimates that **"75% of reptile, bird, amphibian, and mammal extinctions combined have occurred on islands, with invasive species being the culprit in 86% of all recorded extinctions on islands"**.

# BELL LABORATORIES LAUNCHES Terad<sub>3</sub> BLOX IN MEXICO

Bell is proud to announce that Terad<sub>3</sub> Blox is now available for the crop segment in Mexico. Terad<sub>3</sub> Blox utilizes the active ingredient Cholecalciferol (Vitamin D<sub>3</sub>), and is OMRI and KIWA-BCS certified, which allows it to be utilized in every step of crop processing. Terad<sub>3</sub> Blox contain food grade ingredients, enhancing acceptance and palatability, and its weatherability has been proven against challenging environments in different re-

gions of Mexico. Currently approved for use in berry production, Bell is hopeful to pursue approved use of Terad<sub>3</sub> Blox for sugar cane production in the near future.

Cholecalciferol is a great option for producers in Mexico, particularly for those who produce organic crops. Most organic production companies require certification to export their products to countries in the UE, Asia and US. Due to these regulations, the use of anticoagulant rodenticides has been restricted. Cholecalciferol is an excellent alternative to conventional active ingredients, since the certifiers admit its use for organic crops, if it is OMRI certified.

Bell's Terad<sub>3</sub> Blox launch in Mexico was delivered in two steps: at the Aneberries trade show in July 2023, and Expo Agroalimentaria in November 2023. Aneberries brings together the entire organic segment of the market, and is held in Gua-



dalajara. Expo Agroalimentaria Irapuato is known as the most attended agriculture trade show in Mexico, with guests coming from various LATAM countries, including Mexico. Bell's LATAM Business Manager, Andres Pizzaro, participated in both trade shows this year, alongside distributor Vesperis.

"This was a great experience, as I had the opportunity to talk about the features of Terad<sub>3</sub> Blox, and the benefits that make this product so special and unique to the market. I'm looking forward to sharing more information with producers in other regions in Mexico at future shows and will continue expecting great acceptance from the organic producers. So far, every producer that has used Terad<sub>3</sub> Blox has had excellent results," said Andres Pizzaro. ■



Below: Pizzaro Poses with customers at the Expo Agroalimentaria Irapuato

## CLEAN-KILL PEST CONTROL Inc.

### Wins Large Company of the Year 2023

Cleankill Pest Control won Large Company of the Year at the 2023 National Pest Awards. Bell Laboratories chatted with the company's service director, Clive Bury, who shared some insights behind the company's success and the future of the pest control business.

"Our success is probably due to two things," Bury said. "Firstly, looking after our customers and responding quickly to their needs. Secondly, making sure we look after our staff, by ensuring they are trained and supported properly, and treating them, and their problems, respectfully."

As a result, the company's mission has been rewarded with five separate customer

service and training awards. Cleankill also relies on utilizing top-notch pest control products to keep their customers and technicians satisfied.

Cleankill uses Bell's baits, bait stations, trap gels, and iQ products as part of their integrated pest management program. Bury is especially excited about the promising results provided by the iQ products, which help technicians save time by not checking empty traps. They also provide the customer and technician with a rich set of data to use to prevent infestations, to prove the effectiveness of the service, and to make sure rodenticide is only being used as necessary.

"Public perception of pest control is largely based on what gets reported in the media," stated Bury. "There is more emphasis on environmental impact."

Accordingly, Cleankill is incorporating more sustainable products in its toolbox and is focusing on the expertise of its team to ensure that any bait used is protected from non-targets.

"Safety is the key word these days," said Bury.

Organised by Pest magazine, the National Pest Awards are held annually in London, UK, recognizing the very best in the industry. ■

Bell representative Michael Sims poses with the Clean-Kill team at the National Pest Awards.



# PESTWORLD 2023

Pest World 2023 in Hawaii welcomed an estimated 100 Asia Pacific (AP) pest control operators, according to Bell Laboratories Nick Jones, Technical Services Representative for Australia and New Zealand, and Samuel Wood, Asia Pacific Business Manager.

During the weeklong conference, the collection of pest control operators learned about new products and tested new technologies before they entered the market.

Additionally, the location allowed AP pest control operators to learn about the ins and outs of the pest control market in the United States, and were able to compare and contrast the two markets. One thing they took away was the importance of service on the delivery of rodent control programs.

Jones and Wood added that the loca-

tion and size of the conference gave them and other PCOs a chance to strengthen relationships outside of the conference. ■



Samuel Wood & Nick Jones at the Bell booth



Samuel Wood and Nick Jones meet with a customer at the convention center



Attendees filled the booth while talking to the Bell team

## TIPS TO BOLSTER YOUR TRAPPING PROGRAM

Eliminating rodents from homes, businesses, and farms can be complex and time consuming. These are a few helpful tips and tricks for trapping rodents with a goal of maintaining a rodent-free environment.

- Proper and thorough inspection of the account to identify the type and quantity of rodents involved. Different types of rodents may require different trapping methods.



Above: T-Rex snap trap baited with Detex and Provoke

- Pre-baiting snap traps using strategic device placement. Place unset snap traps in areas where rodent activity has been observed, such as along walls where sebum is present, in corners, near food sources, and in dark, shadowed areas. Make sure traps are out of reach of children and pets. Pre-baiting involves placing the devices in their desired location, unset, with an attractant or nesting material on the back side of the trap. This entices the rodents to interact with the device without the trap setting off or the rodent being injured. This will assist the rodent in overcoming its natural, neophobic behaviour towards the newly placed device.

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- After 24-48 hours of pre-baiting, place attractants on the traps and set devices in the ready or "set" position.

- Check traps often, ideally every 12-24 hours, to ensure that any trapped rodents are not suffering unnecessarily.

- Utilize electronic rodent monitoring devices (such as Bell's 24/7 iQ multiple catch unit for mice or the T-Rex iQ snap trap for rats). Know when and where rodents are traveling and never

check an empty trap again. Proprietary sensors detect rodent activity to provide efficient data collection with proof of rodent activity via timestamps, as well as concise reporting to monitor and analyze trendlines over time. ■

