

Agserv News Update

News of interest to Pest Control Professionals

DIARY

13th September 12-4pm BBQ lunch + Free Herbicide Training Course – Agserv Unit 6/105 Derby St Silverwater

19th September 3-5 pm
Sydney Silverwater Office - Term X Reticulation System Accreditation

20th September - Newcastle 3-5pm
Cardiff Office - Term X Reticulation System Accreditation

25th September 3-5 pm
Melbourne Port Melbourne Office - Term X Reticulation System Accreditation

24th October 2-5PM
Sydney Silverwater Office - Homeguard Update the new Blue Homeguard
If you are interested in Home Guard accreditation please ring or email us and we will put you on the list to be held in October.

Welcome



Just when you thought the last edition of our newsletter was big, we bring you yet another six-page edition packed with info to help you gear up for the busy spring and summer seasons.

Things are once again changing for the better here. We're proud to announce that QSR and Rudduck will now be consolidated to our family brand name, Agserv. With this consolidation, we hope to be easily recognised and relied on as east coast's pest managers' one-stop shop.

With our merger of Rudduck, we feature our Victorian branch personnel who will continue to serve the 'Garden State's' pest managers with the same dedication to customer service as they have done previously.

We also go up the coast to talk with our Queensland branch manager, Leonie who has been busily preparing for a move to bigger and better premises at Archerfield.

And as usual this issue also introduces a host of new products and tips that will make the jobs of pest managers easier and more efficient.

We feature the much anticipated Termidor Dust, with its revolutionary fluorescent termite tracking technology and innovative "transfer effect". Eliminating termites has never been so effective (or glamorous!).

We hope you find this edition of Agserv News useful in your preparation for the busy months ahead.

Eriss Hess

Rudduck and QSR change names to 'Agserv'

One name, one stop for pest managers

Both Rudduck (Victoria) and QSR (Queensland) have recently adopted the Agserv name and branding.

Whilst the Hess family, owners of Agserv, had owned Rudduck for over 30 years, the name change to Agserv has only occurred in recent weeks.

Similarly, the name change of QSR to Agserv QLD was a recent adoption since its change in ownership.

As a combined entity across the east coast, Agserv will now enjoy greater buying power that will translate to even better cost efficiencies for our customers.

This will also mean access to more resources and technical knowledge from domestic and international suppliers and scientific communities.

Better buying power

Whilst the name consolidation means new levels of buying power and access to resources, Dave Rogerson, Manager of the Victorian branch is quick to affirm that the dedication to their local pest manager clientele remains unchanged.

"The Agserv name is new and exciting for us but essentially, it's the people behind the name that counts.

Jo, Geoff, Dawn, Bruce and I are all still here and we'll continue to help our customers with all their pest management needs.

We pride ourselves in being a nice, friendly and helpful bunch and we look forward to many more coffees and chats with our customers under the Agserv name."

AGSERV

6/105 Derby Street,
Silverwater NSW 2128
Tel. (02) 9647 2111
or 1800 55 44 45

3/85 Munibung Road, Cardiff
Tel: 02 4954 7700
Fax: 02 4954 7077

2/247 Ingles Street,
Port Melbourne 3207
Tel: 03 9676 4444
Fax. 03 9676 4455

AGSERV QLD

5/121 Kerry Road,
Archerfield QLD 4108
Ph: (07) 3255 5572
Fax: (07) 3255 5201

NEW
DETAILS
FORMERLY
QSR

Affordable sprayers with an upmarket look

The new sprayers by B&G have a shiny modern look, giving you an added professional touch whilst being easy on your hip pocket.

The sprayers as you may expect, come complete with chemical resistant seals and a comfy handle for easy handling.

These B&G sprayers are at a very affordable price so they'll go quick.

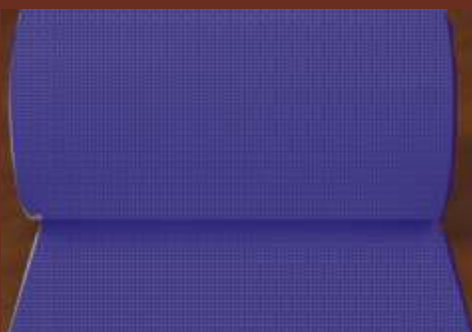


Homeguard

HomeGuard Blue is a single impregnated sheet, 0.25mm thick termite moisture barrier that has recently been added to the HomeGuard Range of products.

HomeGuard Blue is best suited to perimeter cavity installations and should be used in combination with the existing components in the HomeGuard Precision Termite Management System components.

For details on installation instructions, refer to the HomeGuard installation manual available through Agserv.



The people behind the name



Here's the low-down on our Victorian branch team

Dave is the manager of the branch. Although he's been in the role for just over half a year he's been with the organisation for 19 years, from its days in North Melbourne to the move to Port Melbourne.

Dave has held every role imaginable in this branch, from fixing machinery, despatching, doing the book work, sales and now management. He knows the subject exceptionally well!

Jo was brought on to sort out our books and paperwork, keeping the branch administration neat and tidy. Now that the accounts work has moved over to Sydney, her role focus is on sales which suits her just fine as she likes working with customers.

Geoff is our in-house pest expert. Geoff can talk shop with the best of them. He's a great resource for technical advice.

He's also an expert in bird control so feel free to have a chat with him regarding any problem you might be having.

Dawn keeps an eye on our local accounts and issues out the occasional friendly reminder for outstanding payments. She's a jovial person, always happy to lend a hand.

Bruce is our tough but friendly storeman, keeping our stocks in order and the warehouse organised. No task is too big for Bruce - he's always eager to lend a helping hand.

DON'T GAMBLE

ON YOUR TERMITICIDE CHOICE
BUY A 2.5L OF PREMISE TERMITICIDE
From Agserv (Rudduck & QSR)



TERMITE ELIMINATION

GET A FREE
POKER SET



Agserv QLD moves to bigger premises

Agserv QLD (formerly QSR) will be moving to its new premises at 5/121 Kerry Road, Archerfield.

Branch manager, Leonie Meggitt is looking forward to the move and is excited about what the extra space can provide for customers.

"We will now be occupying a whole building. Included on this premises is a 200sqm training room which means we'll be able to hold training and information sessions to keep our pest managers abreast of industry changes.

We've been wanting to become more interactive and more educational with our services and this new venue will give us the room we need," she said.

A bigger showroom space will also allow a better products display.

Leonie is also very happy about better warehousing arrangements

Warehousing space was previously shared but now, Agserv QLD has an entire space to themselves meaning



they can remain better stocked for better availability of products.

The new premises are conveniently located - situated between two main roads so customers have easy road access.

Leonie has a big range of opening specials so it will pay to be quick in checking out the new location.

Ken's Corner: Tips for Pest Managers

Making your hose last



The hose is the pest manager's running mate rarely a day goes by without the hose and reel being lugged onsite and used to

disperse the products needed for eliminating the pests we've been commissioned to annihilate .

However, this humble but loyal device is often neglected and improperly cared for.

Most pest managers' hoses are up to 100m long yet the majority of the time, we only use the first 20 to 30 metres of them. The remaining portion is kept coiled up in the hose reel and rarely sees light of day.

To prolong the life of your hose, periodically pull the hose off the reel and rotate the ends. This will mean that not only one end is subject to every day wear and tear.



What are the odds of getting to the door without breaking an egg?

About the same as an insect surviving an area treated with DEMAND®

DEMAND is more formidable than ever thanks to microencapsulation technology which packs at least 1,600 powerful microspheres of control into every square centimetre you treat. And because the active ingredient inside each capsule is shielded from UV rays, pH extremes and abrasion, it remains intact, providing long-lasting residual control.

In other words, it's ready if an insect makes contact. Or should we say, when it makes contact.

For further information on DEMAND, contact the Syngenta Technical Product Advice Line on freecall 1800 067 100, freetext 1300 804 871 or visit our website at www.syngenta.com.au

Demand
INSECTICIDE

Feature Products

Sweet-tooth ants no match for Maxforce



Whilst some manufacturers may claim otherwise, Bayer Environmental Science knows there's no such thing as a "universal" ant bait.

That's why they've developed the Maxforce range to specifically target the three main ant feeding preferences- sugars, fats & oils and protein.

Maxforce Liquid Ant Bait is designed for species that prefer sugary-type foods. The main target pests for the Liquid Ant Bait are the white-footed ant and black-house ant.

Whilst it primarily targets sugar feeding species and since ants are liquid feeders, ants with differing food preferences will also be attracted to this bait due to the moisture component.

What's your poison? Customise your pest baiting with InTer insect stations



InTer Disposable Insect Station is a versatile station that can be used for placing gel, liquid or

granular baits for ants, roaches and other crawling insects.

The low profile station is just 1cm high, ensuring ease of placement.

InTer features a tab that can be opened for easy filling and closed again for baiting ants and German roaches. For larger insects, the tab can be removed altogether. The bottom of the station and entry ramps are ridged to ease access for insects.



Zap 'em and grab 'em - versatile flying insect control suits home, office, indoors and outdoors



Viper, produced by world leading flying insect control company, Brandenburg, is a versatile unit that can be used for both domestic and commercial environments.

The Viper is also available in indoor or outdoor safety models that can be wall-mounted, ceiling suspended or freestanding. It's perfect for those who are after a no-nonsense mid-range zapper.

The Viper is a high voltage (30 watt) electrocution grid unit designed for non-food areas. Once flying insects are attracted to the unit, they are electrocuted and conveniently collected in the deep catch tray.

Three-in-one flashlight leaves no one in the dark

The Twin-Task 3C Flashlight has an innovative multi-light positioning that allows users to choose between a Xenon bulb, three LEDs or six LEDs.

This means that users can have a better handle of the run-time of the Flashlight.

The middle Xenon bulb is the strongest, and has a battery run-time of 5 hrs whilst the six and three LED light options have battery run-times of 100 hrs and 160 hrs respectively.

The model available from Agserv also has the optional ultra-violet LEDs for fluorescence detection, perfect for tracking pests that have been baited by fluorescent technology such as the featured Termidor Dust.



100% kill rate Termite colonies 'dusted'



Termidor Dust is the latest termite elimination product to be released and is rapidly being acclaimed as the most effective termite elimination product on the market.

'Dust' is a non-repellent, ingestible product containing food grade alpha cellulose, the same material used as the food source in most termite bait systems.

However, what makes 'Dust' different to other bait systems is its incubation period which allows just enough time for the lethal powder to be transferred from one termite to another.

The manufacturer claims that this Transfer Effect™ gives 'Dust' an edge over all other termiticides.

The termites will go about their normal activities long enough to pass the Termidor Dust to numerous other termites until it is spread throughout the colony.

All it takes is physical contact between termites for 'Dust' to be transferred and spread through the colony.

And, as termites are social insects, feeding and grooming each other in large close-knit colonies, this becomes the ideal scenario for the Transfer Effect™. 'Dust' can also be eaten by the termites like bait and the deadly effects will take hold just the same.

By the time the termites begin feeling the effects either via direct and indirect contact or ingestion, it would be too late for the colony.

Research has found that using Termidor Dust, takes approximately 2 to 4 weeks for total colony elimination, much faster than baiting systems and requiring less visits to achieve success.

Another unique difference between Termidor Dust and other dust and baiting products is its Fluorescent Termite Tracking™ technology.

Termites dusted with Termidor Dust will glow a bright yellow when exposed to a UV light such as a simple black light torch.

This allows pest control operators the ability to track termites that have been dusted and helps in determining if termites found in close proximity to the treated structure are from the same colony as those previously dusted.

Termidor Dust is registered for use in bait stations and aggregation devices.

For further details call your Agserv office.

Termidor® Dust – fast and effective termite elimination

Termidor® Dust delivers to your business what no other single product can:

- Fast infestation elimination, typically within 2-4 weeks
- Proven colony elimination
- Novel formulation that can be consumed by termites
- Control of all economically important termite species in Australia
- Unique packaging to minimise exposure and accidental spillage
- Ability to track termites with the Fluorescent Termite Tracking™ Technology

As a non-residual treatment, Termidor Dust is applied directly to termites to eliminate colonies in situations where activity is found:

- Inside buildings
- Around the yard
- Or for treating bait stations

Use Termidor Dust in conjunction with a proven Termidor Residual Termiticide perimeter treatment for quick elimination plus proven long term protection and unequalled termite control.

For further details, contact your BASF distributor, call the Termidor Hotline 1800 006 393 or visit www.termidor.com.au



BASF
The Chemical Company

All registered trademarks of BASF

Stick 'em up- Rodents, roaches and termites have no where to run

Customers can pick up these handy posters for free at the Agserv office in Silverwater. These posters are a great resource for identifying rats, cockroaches and termites. Stick these up like wanted posters of the wild west and watch pests tremble with fear!



Easy as 1,2,3...

Ants are either; fat & oil feeders, protein raiders or sweet tooth sugar feeders. The new complete Maxforce Ant range caters for them all.

Controlling ants is as easy as 1, 2, 3 with Maxforce Baits and the Bayer Ant Management Program.

TARGET SUGAR FEEDERS WITH MAXFORCE LIQUID ANT BAIT



GB Granular Ant Bait - COMING SOON -



Granular Insect Bait



Liquid Ant Bait - NEW! -



Easy as 1, 2, 3!