

Dear Pest Controller,

## Consider These Points To Reduce The Need For Call backs

Flea populations are on the increase and pest control operators do not always achieve full control.

A second or even third treatment may have to be applied which is not good news for the pest control operator or the customer. It has been suggested that insecticides have lost their ability to kill fleas, yet resistance in fleas is not known. Poor results must be due to other factors.

We would like you to consider the following points when trying to control fleas and reduce your callbacks.



1. FLEAS ARE CLOSELY ASSOCIATED WITH ANIMALS.  
*(Fleas are dislodged onto floors and animal bedding when grooming occurs)*
2. THE HOST ANIMAL MUST BE TREATED TO CONTROL THE ADULT FLEAS.  
*(If not treated, the adult flea will continue to lay eggs. Treat only with an approved product for animals)*
3. ADULT FLEAS CONSUME MORE BLOOD THAN THEY NEED, THE EXCESS IS AVAILABLE TO FEED THE LARVAE.  
*(The excess is passed as food in their faeces)*
4. THE EGGS AND FLEA FAECES DROP OFF THE HOST, ONTO CARPETS AND FLOORS.  
*(This creates the salt [egg] & pepper [faeces] effect)*
5. THE FLEA LARVAE FEED ON ADULT FLEA FAECES.  
*(They may also feed on organic debris, small and weak arthropods)*

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Tony Hudson



6. THE FLEA LARVAE DO NOT LIKE LIGHT, SO THEY HIDE IN DARK PLACES.  
*(They hide under sofas, beds and other furniture, etc.)*
7. SURVEY THE SITE AND ASK THE CLIENT PROBING QUESTIONS.  
*(Sometimes it can be cable bug, etc.)*
8. IT IS ESSENTIAL TO FIND THE BREEDING SITE, USUALLY WHERE THE HOST RESTS OR SLEEPS.  
*(Look in animal bedding, carpets, soft furnishings, outside areas, etc.)*
9. BEFORE TREATMENT, ASK THE OCCUPIER TO PLACE INSECT POWDER INTO THE VACUUM BAG BEFORE VACUUMING THE FLOOR AND SOFT FURNISHINGS. ALSO, ASK THE OCCUPIER TO DISPOSE OF THE BAG IN AN OUTSIDE BIN.  
*(Vacuuming can remove fleas and stimulate pupae to emerge, making them vulnerable to the insecticide treatment)*
10. AFTER TREATMENT, ASK THE OCCUPIER TO LEAVE THE INSECTICIDE UNDISTURBED. THIS CAN BE DONE BY NOT VACUUMING FOR AT LEAST SEVEN DAYS.  
*(This deposit will control the flea pupae when they hatch)*
11. INSECT GROWTH REGULATORS DO NOT KILL ADULT FLEAS, ONLY INSECTICIDES CAN CONTROL ADULT FLEAS.  
*(IGR's stop the larvae from developing into adult fleas: this takes time; the biting flea is the damaging stage. Recommendations do exist for the combination of a killing agent with insect growth regulators)*
12. FOR SPOT TREATMENTS USE A CRAWLING INSECT KILLER AEROSOL.  
*(For possible late emergence of pupae and isolated adult fleas)*

Yours sincerely,

A handwritten signature in black ink that reads "Tony Hudson".

Tony Hudson,  
Business Manager UK & Ireland.  
Mobile 07850 603554

PS To receive a copy of the *free* flea strategy check list, please fax your details on 01780 481645

Bayer ProControl™ Crawling Insect Killer contains Permethrin and Bioallethrin.  
**ALWAYS READ THE LABEL. USE PESTICIDES SAFELY.**

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