Enclosed is information regarding the PestWest product offering. We’ve tried to make it as simple as possible in the vast sea of information (and misinformation) that traditionally has made this area confusing and frustrating. As ALWAYS, give us a call if you have any questions or comments on how to serve you more efficiently.
Quantum History & FACTS:

In 1997 Pestwest Electronics approached Sylvania Lighting International (SLI) of Erlangen Germany in a co-engineering effort to develop a new fly attractant tube. Until that date the accepted industry standard was the Sylvania BL350, and similar tubes from other manufacturers broadly based upon the same product.

While these phosphors had served the industry well for many years there was an increasing need for tubes offering enhanced performance to meet the needs of modern food production facilities. The technology used in fly control equipment dates back 50 years, and little had changed since then. The phosphors employed in these tubes emit UV light centered around 350 Nm (nanometer), which is ideal for attracting flying insects. However, the UV output of these tubes extends both above and below the optimum range of 340-380 Nm. This results in a significant amount of the electrical energy fed into the tube being wasted in the production of UV outside the optimum range for attracting insects.

Based upon the results of their extensive research work at the University of Birmingham, Pestwest were seeking to source a tube that concentrated more of the electrical input energy into the important attractant wavelength band of 340-380Nm.

Another little appreciated fact is that the UV emitted by a fluorescent tube, drops steadily from new to about 50% of its original output after 5-8000 hours. Some lower quality products degrade even more rapidly than this, but because we cannot "see" UV it’s easy to be lulled into a false sense of security that the tube is doing its job of attracting insects. Sadly this is often far from the truth.

What was wanted was a tube that was able to maintain its UV output so that it diminished more slowly than traditional UV tubes, and this formed the second brief to SLI, to develop a tube that could offer this benefit as well as improving the insect attracting qualities over traditional tubes.

Some 2 years and much testing later, the QUANTUM tube was born. Not only did it concentrate much more of the input energy into that important 340-380 band, it maintained this output efficiency over a much longer period. Put into practical terms, this meant that any fly control unit that was manufactured with the Quantum would perform better, and more effectively, for longer than the same unit fitted with standard tubes. This double benefit was available without having to buy a new machine or without the burden of increased running costs.

As a commitment to providing the ultimate in fly control equipment, PestWest now install the QUANTUM range of tubes as standard to all their Industrial range of fly control models. Such is the perceived benefit that a number of other manufactures have attempted to copy the Quantum, and offer “Quantum equivalent” tubes. However these are not produced by SLI and it is worth asking for the test data to support claims that they are as good.

- Non-Quantum – higher Hg (mercury), lead, 350BL (standard off the shelf item that hasn’t changed in many years)
- QUANTUM – LOW Hg, NO lead, 365nm, specific to insect management systems. Designed for TODAYS ILT’s and regulations.
Gilbert Quote from Night Hawk, 605 Night Eagle and 607 Hall Stalker specifications (with corrected spelling)...
“Sincere consideration should be given to the few ricochet insects and micro particles that fall from ceiling hung traps versus the myriad of whole, live, insects allowed access to the most critical areas of your facility, if the traps are not there. Consider low traps first” (Specifically, don’t use these traps in Food Production areas or around asthmatics, PestWest Nemesis ULTIMA line eliminates ricocheted or micro particles being expelled from the traps)

Tubes, bulbs, what are they called? – The jargon for the lighting industry is “LAMPS”, “relamping every spring”
What do the numbers printed on the lamp mean…? F15T8365BL

- If you see “F” on the lamp many times (but not always) this is the wattage F15 = 15 watt on ours...
- If you see the letter “T” on the lamp, this measures the lamp DIAMETER. The smallest to largest in TUBE type lamps are from T5 to T12. The measurements are in 1/8th inch increments, so a T5 lamp is 5/8” in diameter a T8 is 8/8th inch or 1” and so on.
- The number 350, or 365 “nm” is measured in NANOMETERS or where the peak is in the UV spectrum. Only a very small portion of this spectrum is visible light! The higher the number the difference (increase or decrease) in colors. Example: 100 nm = germicidal (UVC), 280 - 315 (UVB – Sun tanning)– 315 - 400 is UVA and BL, 380 – 500nm is violet – blue (BLB) – 500 – 575nm = green, 575 – 600 = yellow, 600 – 650 orange and 650 – 780 = red.
- If you see “BL” this means BLACK LIGHT
- If you see “BLB” this means Black light BLUE. This is what you use to fluoresce your Led Zeppelin posters, find, blood, scorpions or rodent urine.
- Straight lamps are known as “tubes”
- Bulbous shapes such as incandescent that screw into a fixture are known as…well BULBS!

“Place the ILT’s at 3-5 feet above the ground” was developed by Broce, (Univ of Kansas) in a poultry house. In thinking where the “attractant is (litter) is at floor level. Of course the flies were at 3-5 feet…Unfortunately this has become the incorrect standard.

Dr Moray Anderson addressing the 3-5 foot ILT placement “rule”...
“There exists a large volume of good science based on the behavioral patterns of flies. Valid experiments have shown, for example, that flies of a certain species, sex and age fly on average at 4 feet above the ground. As a result of such observations certain manufacturers and consultants recommend that fly control units are always placed at 4 feet from the ground. Such recommendations wrongly imply that the effectiveness of units located at 4 feet will be greater than those at say 6 feet, whereas in fact, the original observation carried no such implication. In actual fact, flies will be easily attracted by UV light from units placed at 6 feet. Moreover, from a purely pragmatic standpoint, most units can be more conveniently and safely located at this height, even in the busiest kitchen, and be just as highly effective.” The University of Florida has a very similar published article.

Most ALL systems in the market will shut down if you open the front grill. This is a standard safety feature. Please still encourage the user to unplug the system before opening and servicing.
Corner mounted systems (CM)
The purpose of corner mounted systems is to maximize utility space. Most systems fit snug and face into the open area.

**FROM...**

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<thead>
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<th>System</th>
<th>Dimensions</th>
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<th>Watts</th>
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</thead>
<tbody>
<tr>
<td>Gilbert® 601E Executive™</td>
<td>53&quot; H x 16&quot; W x 5 ¾&quot; D (Wt: 29 lbs.)</td>
<td>80 watts</td>
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<tr>
<td>Gilbert 601T The Don™</td>
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<td>40 watts</td>
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**TO...**

<table>
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<tbody>
<tr>
<td>Nemesis® CM</td>
<td>30” H x 13 ½” W x 5 ½” D (Wt: 22 lbs.)</td>
<td>80 watts (shatter proof lamps)</td>
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</table>

Power grid is **BEHIND** the lamps on all these Gilbert models. The ONLY reason insects come to the traps is because of the lamps. If they make it to the lamp, in front of the grid, they potentially won’t be killed. Escape from this trap is probable. Escaped insects are contaminating or pestering other areas. The Executive has a polycarbonate cover to “hide” the lamps thus inhibits/diffuses UV. 40 watt 48” lamps are good. 40 watt 24” lamps compact the same energy, thus more effective. The **601TJ is only 40 watts and is the same size as the Nemesis CM at 2x the wattage!**

**Quantum Fact:**
Condensing mass energy into smaller packages creates a more intense output (same goes for weapons). Packing a 40 watt lamp from a 48” to a 24” is **STILL 40 watts**, however at a more intense level of performance. This is one reason why you will not see a 48” lamp used in a PestWest system.

Power grid is in **FRONT** of the lamps. Easy to remove for cleaning. Corner or flush mount. Escape **improbable**. IF the insect makes it to the Design fault could mean lamp, they have to try to get back through the grid to get out. Quantum lamps (low mercury [Hg], NO lead) Uses 2-24” 40 watt lamps. 80 watts. Interchangeable lamps with 4x4, 4x4 EX, Nemesis 80. Compact design, packs more of a punch than larger competitive models.
FROM...  

**Gilbert® 220 Guerrilla™**

- 29" W x 14" H x 7 3/4" D (Wt: 19 lbs.)
- 2- 20 watt x 24” lamps (40 watts)
- Anodized aluminum construction

- Traditional zapper
- Large bottom tray
- Standard lamps
- Portable or ceiling hung

TO...

**Nemesis® Ultima 45**

- Product Code: MNT048
- 27" W x 17" H x 6" D
  - (Wt: 20 lbs.)
  - 3 – 15 watt Quantum BL 365 lamps
  - powder coated, white

- OR

**Titan® 300**

- Product Code: TIT300016
- 19 ½" W x 13" H x 5 ½" D
  - (Wt: 16 ½ lbs)
  - 2 – 15 watt Quantum BL 365 Lamps
  - powder coated, white

- OR

**Titan Alpha**

- H: 12” W: 133/4” D: 6” 9lb Finish: White
- Product Code: MNT070

- Wall-mounted, Freestanding or Ceiling-Suspended
- **LEAST EXPENSIVE and smallest** of all EKF’s available from PestWest.
  - A very powerful, yet compact machine with two powerful 15-watt lamps (30 watts total).
  - T5, 15 watt, MNT081) (compressed phosphor and wattage – T5x12” = more pulling power!)
  - Economical and effective 30-watt unit ideal for shops, kitchens, cafés and fast food establishments.
System Cross reference information

- Standard features of the next 4 units from Gilbert  Exceptions are under the unit description

“Mount Low (about waist high or lower for best results)” Anodized aluminum. Features two, Sylvania F40/350BL (40 watt) (80 watts total)

Catch tray is secure; yet, easily removed for emptying. Frame and interior structure made of aluminized steel. Interlock switch automatically shuts off trap when guard door is opened.

FROM …

Gilbert® 711 Flying Lion™
53 1/8" W x 13 1/8" H x 5 5/8"D
Weight: 35 lbs.

Gilbert® 705 "Night Hawk™"
Dimensions: 53 1/8" x 13 1/8" x 8 11/16"
Weight: 30 lbs
(8-10 ft. high or 6 inches above product stacks).

Gilbert® 607 "Hall Stalker™"
Dimensions: 53 1/4" x 10 1/8" x 8 15/16"
Weight: 32 lbs.
Designed for low ceiling mount (see the NEW On-Top Pro from PestWest! – Glue board system fits in a 24” x 24” ceiling panel)

Gilbert® 605 "Night Eagle™"
Dimensions: 53 15/16" x 22 13/16" x 7 3/8"
Weight: 48 lbs., Ship Wt: 62 lbs
reflector plate when used as a wall-mount

Remember…
Condensing mass energy into smaller packages creates a more intense output (same goes for weapons). Packing a 40 watt lamp from a 48” to a 24” is STILL 40 watts, however squeezing the energy to a more intense level of performance. This is one reason why you will not see a 48” lamp used in a PestWest system.
TO... NEMESIS ULTIMA 80

Product Code: MNT049
H: 17" W: 27" D: 6"
22lb Finish: White Stainless Steel

- Unique transformer – reduces shattering of insects
- Hands-free guard opening – for easy service (one hand operation if the operator is working on a ladder
- ‘Power-on’ and ‘grid-on’ warning lights – inspection at a distance or floor level if mounted high
- Catch tray with draft deflector – keeps dead insects within the system
- Spring-loaded killing grid – easy cleaning
- Wrap around guard – 360-degree protection
- Quantum BL shatterproof UV lamps – maximum attraction
- 100% more effective; 40% more powerful than standard UV lamps
- Choice of mounting option for ease of placement
- 3-year PestWest warranty
- Wall-mounted with a reflector mounting plate included
- Freestanding or eyelets for ceiling-Suspended applications

We’ve had ZERO returned (for repair/warranty) since the launch in 2001

Nemesis SS

Product Code: MNT052
H: 18" W: 26½" D: 8½" 28lb Finish: Stainless Steel

- Manufactured from polished marine grade stainless steel with stainless steel grids and guards and hard-wired circuitry, this model is splash-proof, draft-proof and IP44 (Internationl Protection Code 44) rated.
- Two 40-watt shatterproof Quantum BL lamps (80-watts) with Teflon® shatter resistant coating offers 360° protection and optimum performance.
- Used effectively in meat processing plants, abattoirs, dairies and farms across Europe and the USA.
- Unique Transformer – reduces shattering of insects
- “Power-on” and “Grid-on” warning lights – inspection at a distance
- Catch tray with draft deflector – keeps insects in machine
- Spring loaded electrocution grid – easy cleaning
- Extra large catch tray with anti-crawl-out design
- Choice of mounting – for ease of placement; for indoor or covered outdoor use
- Hard wiring required - consult a certified electrician for installation.

We’ve had ZERO returned (for repair/warranty) since the launch in 2000
**System Cross reference information**

Just for fun…160 watt – **GLUE BOARD Systems**

**Mantis 4x4 - WHITE**
Product Code: MNT043
26lb
Finish: White
H: 24½” W: 25” D: 6½”
Extra large capacity glue board system for open industrial areas which is not explosion-proof rated. Ceiling-suspended with four 40-watt Quantum BL shatterproof lamps with Teflon® shatter-resistant coating (160-watts) backed by Reflectobakt® sleeves to increase attractiveness to insects. Advanced electronic ballast for lower running costs. **Double-sided glue board provides over 926 square inches of protection.**

**Mantis 4x4 EX**
Product Code: MNT44
34lb Finish: Stainless Steel
H: 24½” W: 25” D: 6½”
Extra large capacity glue board system for use in areas where potential for explosion from dust or powders exists e.g. sugar processing factories and flour areas. The Mantis 4x4Ex glue trap meets all FDA, USDA and European Food and Safety Legislation requirements. The Mantis 4x4Ex is unique, satisfies the requirements of UL 1559 and has European safety standard EN60335-2-59 for insect control equipment. Additionally it carries an IP65 rating and has been independently tested for compliance to Euro-norm PREN 50281-1-1 for potentially explosive atmospheres and satisfies all current EMC standards. The Mantis 4x4Ex is also suitable for Zone 22 areas, satisfying EN 50014:1994.
In bulk handling areas, this unit is ideal for safety and efficacy, trapping even the smallest insects on its large, double-sided board. The suspended unit has four powerful 40-watt Quantum BL shatterproof lamps with Teflon® shatter-resistant coating (160-watts) backed by Reflectobakt® sleeves to increase attractiveness to insects. Advanced electronic ballast system reduces the running costs and helps to increase the efficiency. **Double-sided glue board provides over 926 square inches of protection.** Hard wiring required - consult a certified electrician for installation.
Product Code: MANUP3035
The purpose of the PestWest front of house systems is to match or replicate the existing décor to where the
system is “invisible”. The Mantis Uplight can be painted, wallpapered to match the environment.
8.4 lbs
Uses a standard PestWest Glue board (or Universal glue board [BOAMAN853])
Uses a standard 15w x 18” Quantum replacement lamp (MNT006 & MNT007)
6’ power cord

Product Code: SUNFLY135
The Sun Dew are table top designs in a white front cover polymer and a stainless steel “bubble front” cut out.
3 White boards (BOASMI865) come standard with every system and black ones (BOASMI855) are also available.
8’ power cord on each
5 lb each
Freestanding system
12”H x 10”W x 4”D
13 watt lynx lamp (TUB13W458)

Product Code: MIRPVS055
The Mirage Pro VS has a mirrored finish that will automatically reflect the colors from the room.
Uses 2-25 watt x 18” lamps (shatter resistant are available [TUB25W490])
Uses a standard PestWest Glue board (or Universal glue board [BOAMAN853])
Board goes behind the reflective mirrored front cover
20”H x 12” W x 5 ¾”D

The On Top Pro (Product Code: OTPPRO016) is so unique and has applications everywhere. It's designed to fit in a 24” x 24” suspended ceiling panel. GREAT for offices, restaurants, especially fast food counters! It doesn’t eat up much needed wall space. A 24” cross tee is included in each in case the installer has to convert a 48” x 24” ceiling tile. Uses 2 standard or Universal PestWest glue boards. There’s NO other trap like this in the market and is the ONLY opportunity to be able to sell such a unique system, with no competition.
When is an Insect light trap glue board, simply not just another glue board?

When it comes to constructing an adhesive board to go into the PestWest branded insect trapping systems, we set the bar very high. We’re always being asked by glue board manufacturers around the world to make our boards for us, and inevitably all have failed to reach the level of performance we require. There are always new entries of glue board manufacturers in the market from bathtub brands to well known industry names. The information set forward in this brief outline shows WHY you should be selling the PestWest branded glue boards and be proud doing so.

PestWest boards are specifically designed for the Mantis range of flytrap models, and are optimized to provide peak performance. There are several other boards available all claiming to fit our traps. Ours will certainly fit others IF they want to cut them DOWN. They should just invest in a trap that has more capture area. ALL of which are thinner boards and many either: PestWest boards are also in 6-pks vs. more expensive 12-pks from most all competitors.
What about board thickness?

- PestWest - 50 gm weight with 80 GSM of consistent even glue area.
- Whitmire, AP&G, JF Oaks - around 30gm weight or so
- Plan B (wet glue) – 27 gm weight or so – waves of glue (see Fig B below)

* all specs subject to change

Be careful when putting pressure on the thinner or recycled boards from the bottom, the potential for the board to bow forward is high, thus attaching themselves onto the tubes. If it’s wet glue, it creates a bigger, stickier problem.

What about the cardboard substrate?

Virgin card is ALWAYS best due to the card fiber being more rigid. Recycled card fiber tends to be more loose and bends/bows/warps VERY easily. PestWest substrate of the board is heavy-duty super stiff card. This minimizes the risk of buckling when fitting to units, with the consequent problem of the board sticking to the rear of the tubes.

**Important**

PestWest boards are **double coated front and rear to protect against moisture absorption**, in steamy or high temperature environments such as kitchens etc. This avoids the problem of the board warping with time, creating problems removing old boards when replacement is due. Most other glue boards have only one side coated to keep the glue from absorbing into the substrate.

What’s the difference between hard and wet glue?

Because we employ hard glue, the glue stays on the board, not on your hands or clothes if accidentally touched. Inferior boards often have cheaper wet glues that are messy to handle. Furthermore, once installed the glue can slowly dribbles down the board and into the bottom of the unit, leaving a sticky mess for somebody to have to deal with. In addition heat in UPS trucks can cause the glue to run into the bottom of the case. The result? Longer service and maintenance timescales and cleaning materials to be disposed of. The contact paper handling can also be an issue with messy disposal. The way the glue is applied is also an issue. Production methods can be similar to a screen print (like a T-shirt) for wet glues that create peaks and valleys in the matrix (fig B). Hard glues are even surface sprayed and cleaner to handle including cleaner to handle the release paper (fig A)

Most boards also have a 30 day life, where the PestWest branded boards have 60 days!
It's sticky to the touch, why shouldn't I use it?
While wet glues appear very sticky to the touch, many of them form a very thin hard skin (curing) under the influence of UV and air. This can prevent small insects from being trapped; therefore the flytrap is incapable of doing an effective job. You will also see a similar effect on wet cockroach baits. Starts wet, dries from the outside in. UV has a dramatic affect on glues AND traps. ANY trap that has plastic covers or exposed to UV for extended periods will become brittle and/or brown. Wallpapers, curtains, immediately adjacent to traps will also be affected.

Why should you care?
PestWest glue boards are the culmination of many years research into what makes an effective board. Yes, there will ALWAYS be less expensive glue boards on the market. That's the nature of the business and when someone sees something good, they will certainly try to copy. And come in at a lower price point in an effort to capture market. WE won't apologize for having the best product on the market. Superior performance glue. Specially formulated "hard" glue which is far more user friendly than soft or "wet" glues, has enhanced resistance to UV hardening. The boards therefore perform better and last longer. We get 60 days life easy. If you look at how they're packaged (6-pks) you have, in theory, a year supply. This of course is all dependent on insect population density. It also tells you if you need MORE than one system or maybe a different system to handle larger volumes.

Why doesn't PestWest use pheromones in their boards?
As you know, pheromones are species specific. The most common pheromone is Z-9 tricosene. Z-9 is specific to musca domestica (common house fly). Z-9 is highly volatile and too much, too little and covered up with glue is a real challenge. A trace amount is best IF capturing the house fly is what you seek. If you'll look carefully at MOST glue boards, they many times contain a plethora of different species. All of which that have been captured in the glue, NOT by the attractancy of the pheromone, but the UV emitted from the trap. While UVA is another topic to cover, it hopefully emphasizes the point.

The PestWest Universal (BOAMAN853) glue board and fits a wide range of products.
We like the idea but you can't be all things to all people. In an effort to make the board universal, you have perforations everywhere. This reduces the integrity of the board. The more perforations, the less board strength. If the board is a Vector board, there ARE perforations in the center of the board and the current board will fit ONLY on one side groove of the Mantis trap. See also above, in addition to any moisture will warp the board. ANY perforations alter the integrity of the board. There is a ¾" space on the Vector board perforations that is not glued. This increases the potential of escapees. Packaged in 6-packs, not 12.

Universal Glue Board Fits:
Gardner GT 200, Gilbert 219GT, Sticky Tiger, Gilbert 225GT Sticky Fox, Gilbert 747GT Sticky Bear
B&G Matrix, All Vector Cobra, Classic, Plasma & more. All Waterbury traps (except table top design), Paraclipse Insect Inn I & II, All Gardner.
## 2008 LAMP CONVERSION REFERENCE SHEET

**PestWest Product Code**

866.IPM.PEST (476.7378)

### Manufacturer

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Model</th>
<th>Bulb Type</th>
<th># Of Bulbs</th>
<th>Standard Code</th>
<th>Shatterproof Code</th>
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<tr>
<td>Atlantic Paste &amp; Glue</td>
<td>901 Trap (2-25W)</td>
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## System Cross Reference Information

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