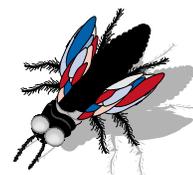




C.S.A. APPROVED NRTL/C APPROUVE PAR ACNOR

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SAFETY-TESTED AND CERTIFIED BY NATIONALLY RECOGNIZED TESTING LABORATORIES (NRTL'S)



The Dispatch

"A Bulletin For Insect Control Management Programs"

SUMMER 1997

From the Editor:

Just the other day, Insect-O-Cutor® management asked "does anyone read anymore"? No one is quite sure what prompted that question but it seemed especially relevant as we prepared this issue of *The Dispatch*.

To try and answer that question, Insect-O-Cutor® is conducting a completely unscientific poll involving two incentive programs discussed in this issue. Response to these programs should answer the question.

Besides this folly into popular polling, this issue of *The Dispatch* also examines energy efficiency issues that are effecting industry (see cover story). And, on a comical note, Jerry Baum reports on a scene that's becoming all too common in today's modern facilities.

As always, we would appreciate your comments and suggestions. After all, *The Dispatch* is for you, the reader. We hope you enjoy it.

*** *dispatch***

dis•patch (dis•pach') *tr.v.*

to send off to a specific destination; to complete or dispose promptly of; to put to death summarily

Insect-O-Cutor®
1641 Lewis Way
Stone Mountain, GA 30083-1489
Phone: (770) 939-2835
Fax: (770) 621-0100
<http://www.insect-o-cutor.com>

EXECUTIVE STAFF:

PUBLISHER: Insect-O-Cutor®
EDITOR-IN-CHIEF: J.E. Harris
CONTRIBUTING EDITOR: Jerry Baum
ADVERTISING DIRECTOR: D. Johnson
SPECIAL FEATURES: S. Ashworth
TECHNICAL ADVISOR: J.P. Giordano

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ENERGY EFFICIENCY ISSUES YOU NEED TO KNOW

...By J.E. Harris

Energy efficiency, no longer a faddish catch-phrase or concern, has become a matter of practical necessity. Part of this observation relates to the passage of the National Energy Policy Act of 1992 (NEPA). This law aims to reduce the nation's ever-increasing consumption of electricity; specifically by mandating more efficient lighting sources.

To achieve NEPA's desired goal, lighting companies have addressed the issue from two points. First, lighting companies began producing T8 diameter lamps to replace standard T12 diameter lamps. This "slimmer" T8 lamp consumes less energy and has a less negative impact on landfills than a standard T12 lamp. Also, NEPA mandates that T12 lamps will eventually be phased from production.

A second point addressing NEPA's goals involves the introduction of electronic ballasts to replace standard magnetic ballasts. An electronic ballast can offer greater energy savings via its internal operations. This ballast operates by taking regular electrical input power of 60 Hz line current and converting it from alternating current to direct current.

This direct current is then inverted back to an alternating current at frequencies between 20 kHz and 60 kHz. This results in lower internal losses while increasing overall light output by 15% due to the increased excitation of lamp phosphors at these higher frequencies. Additional benefits of an electronic ballast include less operating noise and a considerably longer average rated life.

Insect-O-Cutor® acknowledged the importance of these lighting advances in 1994. At that time, we introduced two energy efficient models — Series 7194 and 894. Today, we are pleased to offer a complete line of energy efficient models. If you would like additional information, or if you have any questions regarding energy efficient models, please feel free to contact an IOC® engineer.

INSECT-O-CUTOR® IN CYBERSPACE

"Thank You for Visiting our Web"

Insect-O-Cutor® is pleased that in the few weeks the IOC® Web Site has been up and running, many of you have taken the time to visit it and e-mail us! We hope the information offered is of value to you and answers most of your questions. As always, we appreciate your comments and welcome your suggestions. As we move further into the year, various additions will be made to the site. So, at your leisure, please feel free to drop by periodically, check it out, and... *"Thank You for Visiting our Web"*.



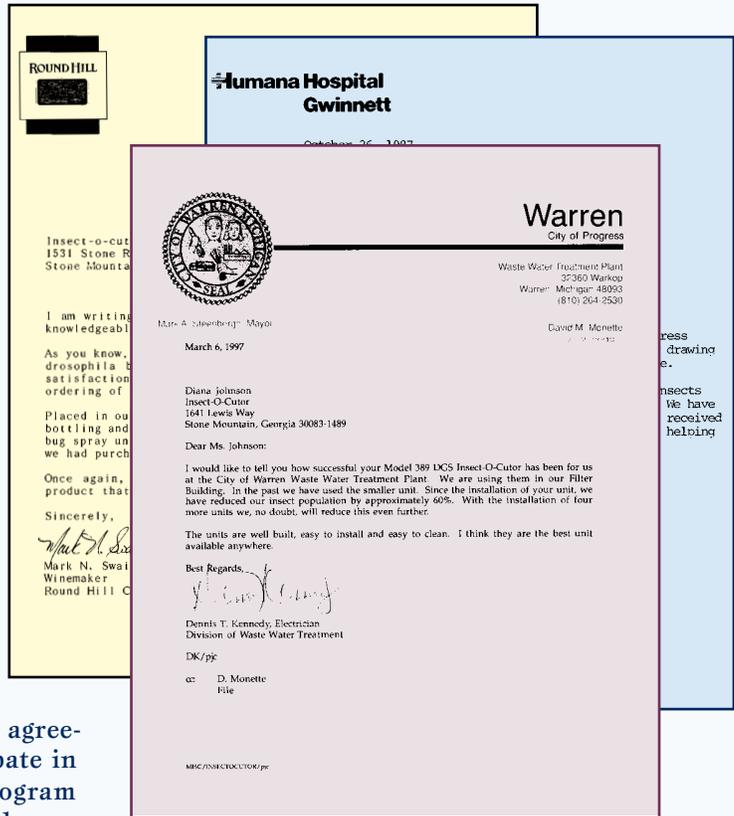
<http://www.insect-o-cutor.com>

We're Looking For Our... **Secret Admirers**

Insect-O-Cutor® takes pride in the quality of its product and services. From construction design and craftsmanship to select industrial components such as our certified black light lamps, Insect-O-Cutor®'s overall efficiency and long-term effectiveness is something on which you can confidently rely.

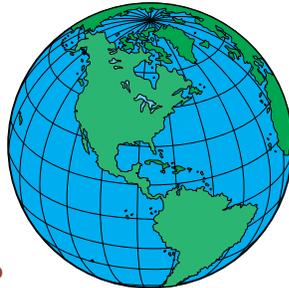
Many of you have written expressing your confidence in Insect-O-Cutor® products, and we are indebted to you for your "testimonials" to the superiority of IOC® Insect Elimination Systems. In gratitude for your formal statement of satisfaction, we have developed the "IOC® Customer Appreciation Program".

This program extends a five percent (5%) discount off the purchase price of a one-time order. This one-time discount is in addition to any others that may be applicable (i.e., volume discount, seasonal discount on lamps, corporate agreement discount, etc.). You are invited to participate in the Insect-O-Cutor® Customer Appreciation Program by contacting Diana Johnson who will be most happy to discuss it with you. IOC® product reliability and longevity have enabled us to maintain the "Number One" position in our industry. Whenever quality is a major concern, remember the name Insect-O-Cutor®... Industry's Original Control.



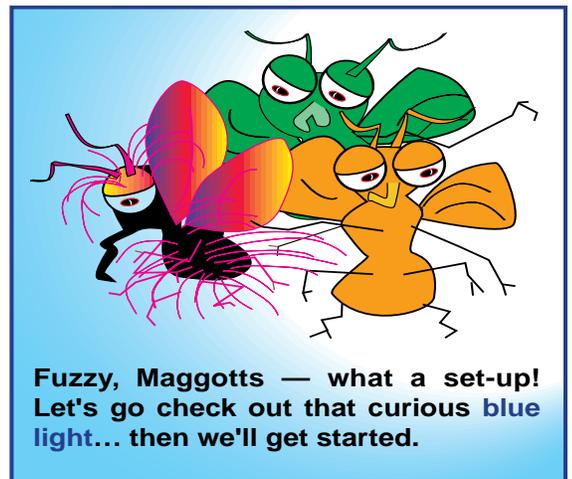
GOIN' GLOBAL

No matter what time zone, hemisphere or continent, Insect-O-Cutor® is ready to meet your international needs. Since 1938, over 700,000 units have been sold worldwide into dozens of countries. With this long track record of exporting, Insect-O-Cutor® can ensure that your goods arrive as promptly and effortlessly as possible. Pro Forma Invoices/Quotations are normally prepared to ensure that all parties are fully informed. Freight quotations — analyzing the best balance of speed and cost — are incorporated into each Pro Forma Invoice/Quotation. Both **quality inspections** and **importing arrangements** are made ...as required... prior to any goods being forwarded from our manufacturing facility in Stone Mountain, Georgia. Following shipment, Insect-O-Cutor® can provide all the necessary information to assist with tracking and customs. Besides streamlining the associated paperwork, Insect-O-Cutor® engineers can usually accommodate the most unusual requests. Strange electrical configurations? Special installation concerns? No problem, just ask and we will be happy to help.



Do Your Sister Plants Know About Insect-O-Cutor® ?

Many of you are associated with "sister" facilities throughout the U.S. and abroad. Some of those plants may not be receiving Insect-O-Cutor® product bulletins/updates. To ensure those facilities are included in IOC® mailings, please contact "DJ" who will add them to the Insect-O-Cutor® databank.



ENERGY EFFICIENT SERIES 7194E OFFERED AT A **SPECIAL DISCOUNT**

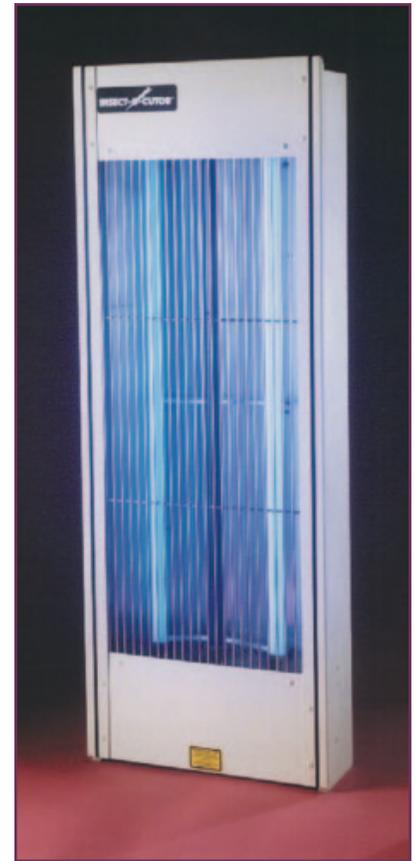
Due to increased production capabilities at our new sales and manufacturing facility, we are in a position to offer one of our leading models at a reduced cost for a limited time. Throughout June, July and August, you may purchase any of the Energy Efficient Series 7194E Models at a five percent (5%) special discount off industrial list.

IOC® customers benefit from this special incentive offer in two ways: **LOWER-THAN-SUGGESTED RETAIL PRICE** for the world's only energy efficient insect control device and **LONG-TERM ENERGY SAVINGS** generated by the efficiency of the unit itself.

With three energy-saving T8 lamps and electronic ballasts, these models will effect a minimum 40% energy savings over non electronic-ballasted models.

- ★ There is no limit to the number of times you can take advantage of this discount during the discount period ending August 31, 1997.
- ★ The 5% special discount cannot be used in conjunction with other discounts or promotional incentives.
- ★ Discount Code "NWLTR5" must be stated on all purchase orders for discount to apply.

Series 7194E is available in a choice of construction finishes — stainless steel, aluminized steel, or sand color textured steel. For full specifications and pricing on Series 7194E and other Insect-O-Cutor® models, please contact us by phone, fax, mail or e-mail. More specific information may be viewed at our Web Site; that URL is <http://www.insect-o-cutor.com>.



Series 7194E

MASS MURDERERS HANG AT MANUFACTURING PLANT... As Reported by Jerry Baum

A grizzly scene was uncovered at Phineas Fobb Manufacturing early this morning that has thousands shaking their heads and asking, "how could this happen?" An unnamed janitorial staff member entered the building at 1:00 AM

and discovered the carnage that had taken place sometime between that hour and 6:00 PM the previous day. According to the janitor, "I entered the plant and there was an eerie stillness in the air that had never been present before".

quiet as he searched for words. "I hadn't even thought about the bug lights until then", he continued. "That's what had changed. Those blue lights had been put up the previous day."

"It dawned on me that the stillness and the lights might be related. If I had been smart, I would have done what instinct told me to do: call the police. But, no, I had to find out for myself. I pulled out one of the drawers on those blue light machines ...Insect-O-Cutor® was the name on it... and it was about all I could handle."

The broken employee could not continue. Later, investigators found the remains of hundreds of flies in the drawer before roping off the area for a crime scene investigation. "I don't blame the guy for not being able to handle it" stated the detective in charge. "I've been with the department for twenty-five years and never saw anything like this myself. There were all those poor flies in that drawer, gone before their time. It really grinds at your soul". The investigation continues.

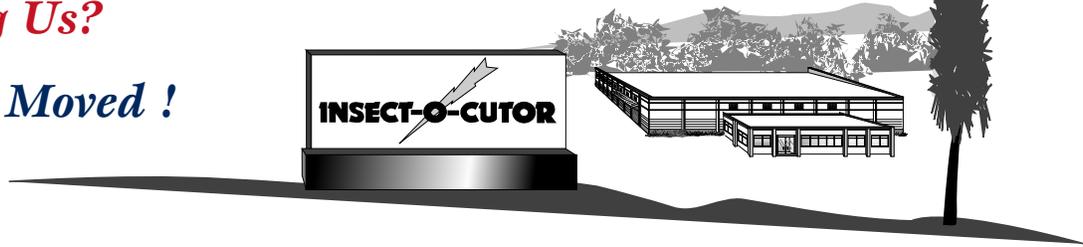
Fumbling for words, the worker described what he saw next. "It was quiet", he murmured almost inaudibly, "so darn quiet. I tried desperately to figure out what had changed and then it hit me — the flies... there just weren't any flies buzzing around. Flies had always been buzzing around."

The janitor buried his face with his hands and sat still... rigidly



*Having Difficulty
Reaching Us?*

We Have Moved !



Our new manufacturing and sales headquarters are located at
1641 Lewis Way • Stone Mountain • Georgia 30083-1489

Also please remember to note our new **770 Area Code**
(already in effect) for both phone (939-2835) and fax (621-0100).

Canadian Direct Sales and Service

Insect-O-Cutor® • Post Office Box 374 • Paris • Ontario N3L 3T5
Phone: (519) 442-2988 • Fax: (519) 442-4602 • Contact: John Edgar



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