

IS PEST CONTROL OUTSOURCING RIGHT FOR YOU?



Though the price of an in-house program may appear to be its biggest benefit, in-house pest control often costs more than you think — particularly in audited industries like food processing and pharmaceutical. Take the quiz below to help determine if you're getting the most value out of your current pest control program or if you might be a good candidate for outsourcing.

1	Our pest control program diverts staff resources from more important QA functions.	YES	NO
2	It is hard to find the time and resources to keep abreast of the latest pest control technology and government regulations.	YES	NO
3	My facility has difficulty preventing pest problems without relying on pesticide applications.	YES	NO
4	My facility struggles to maintain detailed pest control documentation for auditors.	YES	NO
5	My facility has received pest control deductions on food safety audits.	YES	NO
6	Our pest control program would benefit from access to board-certified entomologists who could advise on challenging pest problems and evaluate our program's effectiveness before the auditor does.	YES	NO
7	My employees would benefit from outside training to help them identify potential infestations, alert management to pest issues and better contribute to sanitation efforts.	YES	NO
8	I don't want to worry about lapses in our pest control program when my in-house pest managers are on sick leave or vacation.	YES	NO
9	In general, I would like our pest control program to take care of itself.	YES	NO

If you answered "YES" to three or more of these questions, you are a good candidate for outsourcing your pest control program to a pest management professional.

THE PRICE OF PEST CONTROL



PEST CONTROL DOWN TO A SCIENCE™

Every year, more food manufacturers decide to outsource their pest control programs to improve quality assurance and free up in-house resources. Though the price of an in-house program may appear to be its biggest benefit, in-house pest control often costs you more than you think.

Use the worksheet below to calculate the cost of your in-house program.

Annual Labor Costs

Number of staff members involved with the pest control efforts (including yourself): _____

Staff Member #1: (Yourself)	_____	x	_____	=	\$ _____
	\$ Annual Salary & Benefits		% of time spent on pest control		\$ spent on pest control labor
Staff Member #2:	_____	x	_____	=	\$ _____
	\$ Annual Salary & Benefits		% of time spent on pest control		\$ spent on pest control labor
Staff Member #3:	_____	x	_____	=	\$ _____
	\$ Annual Salary & Benefits		% of time spent on pest control		\$ spent on pest control labor
Total Annual Labor Costs of Pest Control Program					= \$ _____

Other Annual Expenses

Certification Fees	=	\$ _____
Application Equipment Costs	=	\$ _____
Materials (Pesticides/Baits/Traps)	=	\$ _____
Hand-Held Monitoring Equipment	=	\$ _____
Liability Insurance Fees	=	\$ _____
Employee Training	=	\$ _____
Total Annual Expenses = \$ _____		

\$ _____	+	\$ _____	=	\$ _____
Total Annual Labor Costs		Total Other Annual Expenses		Total Annual Cost of Pest Control Program