



Manchester University 2024

Thank you for talking with us about your campus. We wish you all the success in finding the right fit for your needs. We hope whomever you choose represents our industry as professionals, with the best standards of services, and who can evolve with the pests that we are sworn to manage.

Proposed Services

Integrated Pest Management (IPM)

IPM is a system of managing pests by using a series of appropriate alternative pest management options such as better sanitation, improved maintenance and mechanical controls, and the judicious use of pesticides.

More Info at: <http://www.in.gov/idem/health/2344.htm>

exclusion • sanitation • monitoring • treatment • evaluation

JPM uses IPM to “work smarter, not harder” in combating pest problems. We do this by hiring and training our team into Certified Applicators, these are not technicians but Pest Management Professionals. The difference is that the person in the field has the power to perform all treatments without a supervisor or senior management. With this ability, we can perform an inspection and treat all at the same time.

**WORK SMARTER
NOT HARDER**

Prevention vs Reaction Treatments

Prevention - Outside

We know there are certain pests that can come from outside, and invade or even infest a home or apartment. Spiders, ants, mice and ladybugs are preventable because we know where they can come from. We can prevent these pests.

Reaction - Inside

However some pests are harder, or impossible to prevent using insecticides. Bed bugs and cockroaches, are not something you can spray to prevent. The only way to prevent, is to educate, and communicate a problem as soon as possible. Therefore we must react.



Main Campus Buildings

Preventative Services

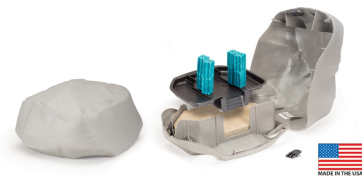
Preventing pests needs to be proactive, not reactive. Predicting where and when a pest invades a building is key to preventing them. Performing Exterior Perimeter Treatments on the exterior of a building/house, at the right time of the season, is much more effective than just spraying the inside of a building twice a year. For example, the best time to treat for ladybugs and stink bugs is in the fall, when they are migrating to buildings and houses to overwinter. Other target pests such as yellow jackets and spiders start their season in the spring and are more noticeable in the late summer-early fall when they get larger, and their populations increase. Exterior Perimeter Treatments may use a prescribed type of applications, including spray insecticides, granular insecticides, or granular baits. Bee/Yellow Jackets require a specific targeted product such as dusts or aerosol sprays. Some properties may require additional perimeter treatments in between those times. This is site specific and can be planned once we know the pest history. Preventative Treatments can be automatically scheduled within the general pest control services. JPM can help determine when the best time of the year for treatment.



Prevention Treatments based on seasons. Late Spring (May-June) and Early Fall (Sep-Oct)	
Treatment	Definition
Perimeter Pest Spray	Insecticide spray of exterior and or interior of property, this is effective against, Spiders, millepedes, silverfish, centipede, roly-polies, lady-bugs, stink-bugs. Can be applied up to 2 stories high.
Granular Insecticide	Usually a single treatment per year (spring) to prevent many crawling insects, including ants, spiders, millepedes, silverfish, centipede, roly-polies and fleas.
Granular Bait Insecticide	Used specifically for ants, carpenter ants, wood roaches, and crickets.

Rodents

Rodent management is an inside and outside process. Exclusion is always best practices. Baiting the exterior of a building with rodenticides helps decrease the population before they move inside. These rodent stations are also disguised as rocks/boulders so that they do attract attention. These need to be serviced regularly so that they are ready for mice at any time. Inside trapping is always preferred because we want to control where the rodent dies.



Rodent Landscape Rocks run \$45 each. One Time Lease Fee

Campus Dorms

While a dorm room is being turned over and prepared for another resident, it would be the perfect time to perform a treatment to help prevent any future pest problems. This may exceed the normal treatment budget. So a special dorm blitz price would be \$15 per bed.

When school is in session, any treatments should be done while another campus employee is present.

Food Establishments

Kitchens are high pressure areas for pests and are also very sensitive because we do not want anything contaminated with pests or pesticides.

Sanitation IS Pest Control

Each schedule service involves inspection of each station and trap, inside and out. Treatments may be performed at this time, or scheduled out when it is convenient for the property and everything is prepared. Services to be performed either prior or after kitchen has no food out, and clean up is either done, or being performed. Depending on the treatment **no** customers or employees should be present. Exterior treatments can be performed while the business is opened, as long as it does not interfere with regular business.



**Insect Light Traps
(ILT run \$250 each
One Time Lease Fee**

Reactionary Treatments

Each service date we can work on various pest sightings. These are where we will want to inspect and or treat for various pest sightings and issues. This can be ants in a kitchen, wasps on a building or mouse sightings in a classroom. JPM will treat these as a “reactionary treatment”. We have budgeted up to 15 of these for each service date. Additional treatments can be added if needed. We would like a heads up so that we can insure we allow the proper time at the property to perform these.

This is outside of our preventative services and treatments.

JPM can provide various products for timely treatments before we arrive. Such as mouse traps, ant bait stations etc.

Pest Not Included

Mosquito, termites, and wildlife such as raccoons, squirrel, bats, birds, Canada goose, etc.

Treatment Products

Each product is specifically designed for certain pests. And some products are more effective than others. The pest industry is constantly shifting, and rotating products and technologies to work better and better. All products are used according to label directions, and are considered to be used in a safe manner around people, children and pets. Labels are constantly changing, and can be given if the contract is awarded. Both SDS and labels are available digitally on each truck and for each manager and resident upon request.

Bed Bug Treatments

Full School Year - Contracts on all Bed bug Treatments

Bed bug treatments vary. Extensive treatments, follow up treatments, and persistence will win. Pricing treatments are separated based on:

- Level of infestation
 - How many bed bugs?
 - How wide spread are the bed bugs?
- Resident's ability to cooperate with preparation instructions
 - Can the resident prepare for the treatment?
 - Are they able to treat their own clothes and linens? Laundry? Money?
 - Will they cooperate with JPM and management to help prevent re-infestation? Lifestyle?

This helps us determine the best method to treat their apartment. Treatments are separated into different types.

- **Conventional Bed Bug Treatment**
- **Bed Bug Heat Treatments**
- **Natural Biopesticide for Elimination and Prevention**

Conventional Bed Bug Treatments use chemical insecticides but we do not rely on them solely. We use a variety of treatments. Each bed bug infestation has its own special characteristics, and sometimes infest in different ways. We adapt to the changing characteristics of each infestation.

Insecticide treatments of all box springs, mattresses, seams, and cuffs. Treatment of all furniture, including end tables, night stands, dressers, pictures, and other wall hangings.

Some furniture may be difficult or impossible to spray to rid them of bed bugs. These can be either steamed, or heat treated inside a chamber. Steaming is also very effective removing bed bug fecal matter, eggs, and castings.

Baseboards, cracks, and crevices can be steamed using a hot steamer. Vacuuming can also be done to physically remove and spot-heat treat areas bed bugs are found.

Encasements are installed on each mattress and boxspring to prevent further infestations and aid in monitoring any future bed bug problems.

Monitors may be installed under beds and furniture to help determine any bed bug activity after the initial treatment.



Follow up inspections/treatments are performed every 2-4 weeks. Treatments vary depending on the conditions of the bed bug activity.

Resident: The resident is responsible for treatment of their own clothes, linens, and various belongings. This can be done by laundering all clothes as requested in the resident's preparation instructions. JPM will assist the resident in other treatment techniques for other personal items.

Failure to prepare for treatment: Delays in treatment because the resident failed to prepare for the treatment may warrant additional charges

Conventional Bed Bug Treatments Range between \$500-1000 per bedroom with a guaranteed for the rest of the school year.

Bed Bug Heat Treatments are used only in heavy infestations, or when the resident has very limited abilities to prepare for conventional treatments.

No job is too large or too small for heat treatments. However, weather and colder temperatures do limit our ability to perform some types of heat treatments.

Preparation is very different from a conventional treatment. As many residence will NOT have to launder clothes and linens. But, they must vacate the property while the treatment is being performed. They must be responsible for finding other accommodations.

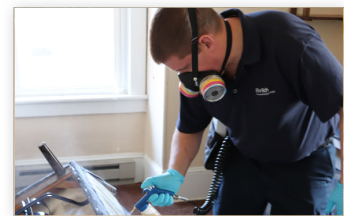


Cluttered and hoarding conditions must be resolved before a treatment can be performed.

Bed Bug Heat treatments range on size of structure. These range between \$1.75 - \$2.25 per square foot. Several factors are studied before this is implemented. Not all structures can be heat treated.

Natural Biopesticide Treatments is using a microbial biopesticide called Apprehend® that will attach itself to bed bugs and kill them by entering their exoskeleton and poisoning their blood stream. These are not only less toxic than convention pesticides, they are more effective in killing bed bugs long term. As many bed bugs in North America have become resistant to many common insecticides.

These products are also very effective in preventing bed bugs. An application either at the beginning of the school year or on a regular basis can help prevent any bed bugs from taking over the campus and the news.



Apprehend treatments are probably the most convenient to do, and require a little more patience and less preparation. These range between \$700-\$1400 depending on level of infestation.

Action Plan for Bed Bugs

- ☑ Confirm Bed Bugs are Present - contact JPM to determine best treatment options
- ☑ Begin preparation for treatment - according to the treatment prep sheet provided by JPM
- ☑ JPM to begin treatment - As Soon As Possible
- ☑ Goal is 100% eradication of bed bugs - so that resident can sleep there that night
- ☑ Follow Up Scheduled 2-4 weeks post treatment and continuing until bed bugs are gone.

About Jackson Pest Management

We are a second generation family owned business, and have the ability to evolve with the times faster than larger companies. We are active in the community and the pest control industry both state and nation wide. Bob Jackson (founder) was a past president of the Indiana Pest Management Association (IPMA) and Hall of Fame Recipient 2013. Rob Jackson (Son) serves as a Vice President of the IPMA. Jen Jackson is the General Manager of JPM and also the State Policy Affairs Representative (SPAR) for Indiana.



Mission Statement

To be a trusted mentor in the pest control industry by delivering the best pest management, by Serving our customers with the best pest control technology in an environmentally responsible way using common sense; backed by a handshake.

Members and Affiliations

Quality Pro Certified Since 2011 for more information <http://www.npmaqualitypro.org>

- Employment Application Requirements
- Interviews
- Reference Checking
- Criminal Background Check
- Motor Vehicle Records
- Drug-Free Workplace
- Company Vehicle Practices
- IPM Practices
- Professional Appearance Practices
- Safety Practices
- Environmental Stewardship
- Warranty & Contract Communication Practices

Indiana Pest Management Association

- <http://ipma.online>
- Member Since 1988
- Board Member in 2000-2005, 2016-2022
- Vice President 2023-Present
- Bob Jackson Founder: President 2006
- Communications Committee 2007-Present

National Pest Management Association

- <http://www.pestworld.org>
- Member Since 1988

Better Business Bureau

- A+ Rating Since 1990

New Haven Chamber of Commerce

- Since 2013



the mark of excellence
in pest management



Current and Prior Successes

Fort Wayne Housing Authority 260-267-9300

JPM has worked tirelessly with FWHA in providing the best pest services for the best housing authority in the united states. We take pride in going above and beyond the staffs' and residences' expectations. We make it personal, and we make it professional. These properties have tested our resolve to find a better way to handle the toughest pests, while dealing with the complexities of making sure we do it right the first time.

Amy Jacobowitz Director of Asset Management ajacobowitz@fwha.org

Dan Kuleff Modernization & Construction Coordinator dkuleff@fwha.org

St Francis University has been a customer for 25 years and we have provided pest management services throughout the entire campus, including residence dorms. We have been proactive in the education of staff, and student housing, to identify, and build an action plan for bed bugs.

Nancy Money 260-241-1867

Lutheran Life Villages

Laura Leibing (260) 447-0800

We have recently taken over pest services for Lutheran Life Villages, and they are confident in there decision to switch to JPM. We have been very flexible in the challenged a large retirement community demands. We continue to learn and develop the best practices in our industry without stopping the daily routine.

References

Brenda Majors Social Service Coordinator 260-435-0305

Brenda has been a valuable asset to the Fort Wayne community. In the last 5 years JPM, has been able to help her in assisting FWHA residents attain a cleaner, and healthier lifestyle. Through education and social services, we were able to have residents find aide for laundry service, overnight accommodations. With her help, nothing seems impossible. Jackson Pest Management and Fort Wayne Housing Authority are blessed to have such a public servant.

Our Staff

Rob Jackson Owner

Rob is a second generation owner. His father, Bob Jackson, started JPM in 1985. Rob started in 2001, and took over the company in 2014. Jackson Pest Management went from a single truck, to a multi truck fleet with four service trucks and a great team.

Jen Jackson - General Manager

Jen joined JPM in 2013. She has an MBA and helps Rob grow the family business. She is a true entrepreneur, and has started her own financial consulting business to help families be responsible and intentional with their life goals. Rob & Jen have two children Celest & RJ.

Tyler Mahathy

Tyler joined us in 2018 while he was in the Army Reserves. In 2019 he became a fully certified applicator, and continues to attend pest conferences. He and his girlfriend have a little girl who has them wrapped around her finger.

AJ Calloway

AJ joined our team in 2022. He brings great energy and optimism to our industry. He's very eager to learn and not afraid to get his hands dirty. He recently moved into a house and resides in New Haven Indiana.

Charles Terry

Charles has over 19 years experience in the pest management industry. He's worked for a large pest management company servicing residential properties. Since joining our team he has expanded his knowledge base to include a wide variety of pest problems. He has become a very valuable asset to our team, and we appreciate his hard work.

We invest great energy and time and effort into our staff and make sure that they tried to maintain a balance between work and home. We are a family business but we are definitely a business about the family.

Family Owned and Operated Since 1985



Start up of services

There are no special start up fees for services. Proof of insurance, worker's comp insurance proof etc, just let us know.

Services that are rendered are billed on the same day. These bills can be on paper or emailed. Contracts for bedbug work are initiated and put on the calendar as soon as possible. Once treatment for bedbugs is done, the bill is sent that day. **Terms are 30 days. Payments can be secured via cash, credit/debit card, or check.**

We have service contracts on each bedbug job. These are used to engage the resident to landlord relationship with our treatments in ensuring they cooperate with our collective goals.

Pest Services

- Seasonal schedule of preventative treatments of all campus buildings as needed.
- Servicing all rodent stations, multi catch and ILT traps throughout the season.
- Keep a service log at office for logging of sightings and treatment records.
- Keep a service log at each food establishment for logging of sightings and treatment records.
- At each service date we will service up to 15 areas as a reactionary treatment or follow up. (Putting out fires) Additional reactionary treatments can be done at a \$35 charge.
- Emergency service calls are available at no additional charge. Within 24 hours
- Bed Bug Contracts are not included with this price.

Campus Buildings Preventative + 15 Reactionary	Monthly	\$600 per month
Food Establishments	Monthly	\$250 per month
Fort Wayne Campus (When opened)	Monthly	\$150 per month
Koinonia Environmental Center	Monthly/Seasonal	\$100 per month
Dorm Room Blitz Treatment/Inspection	Late Summer	\$15 per bed
Bed Bug Mattress Encasements	Per bed	\$30 Twin XL

Service Agreement

We agree to hire Jackson Pest Management, LLC. The terms of this agreement are from

Dates: _____ to _____

After-which this agreement can continue indefinitely or can be adjusted by either party. Invoices are billed at time of service and are due within 30 days. All services stop if an invoice is past due, until account is up to date. 10% discounts are available for prepayment of 12 months in advance.

Rob Jackson IV, Owner

North Manchester University Representative