

Exhibitor Profile Presentations

Eugene LeBoeuf

A chance for you folks in the audience to one on one, ask questions directly to the vendors while we're all in a captive situation where we can more or less cross-reference our comments. I will introduce each one of them. They'll get up and speak for a few minutes about who they are, their products. And then we'll open it up to floor, where everyone will have a chance. Our first introducee here into the panel discussion is from the Alarm Control Company. Please forgive me if I say it wrong, but it's Will Naegle. After Will will be, from Avitrol, Kelly Swindle. From Border Collie Rescue we'll have Dr. Nicholas B. Carter. From EBI Environmental Control we'll hear from Robert Knauer Jr. From Geo-Marine, Ron Merritt. From Margo Supplies, Jeff Marley. Jeff's been a big help here today, putting the vendor portion of this together. PBI-Gordon, Earl Tracy. RJ Advantage, Peter Vogt. And Reed-Joseph will be represented by J. Barthell Joseph III. Trillium Windmills, Peter Sanquinetti. So each one will get up one at a time, give a little short thing about himself and his program. Then it's open to you guys to do your best or your worst. Let's keep it open and round this up a little bit.

Mr. Will Naegle.

My name is Will Naegle. I'm with Alarm Control Company and this is my first experience with Bird Strike. It's been a very informative experience, to say the least. A lot of things were introduced to my consciousness that I hadn't been aware of. So I was glad I was here. But I'm here to present a short summary of the Bird Avert System. It was a system that was developed to prevent bird landings on toxic ponds. As we preceded with the research and then the implementation of this system, we found it to be very effective. We decided that we would come and find out about what would be involved to apply this system to airports. We think we do have some application, although I don't know where the total solution based on some of the things I've learned in the past few days. But to summarize, the Bird Avert System is a system that is automated and requires no personnel to operate it. It uses a radar that detects bird activity and then activates the system. The whole premise of our system is based on preventing birds from entering the hazardous area. In the case of airports, that would be the approach and departure paths of the aircraft. For toxic ponds that would be landing in the ponds. The automation allows it to operate day and night, twenty-four by seven, which is an advantage over manual hazing methods. It also reduces the operational cost on a long-term basis, due to the reduction of personnel cost. Since the system isn't random, it prevents habituation. That's what our research showed, that the non-random activation of it, based on the radar echoes from the birds made it a very effective system. The system is portable. It is self-contained and solar powered. A lot of effort was put into making it rugged for harsh environments. The weather was the least of our concerns. It was more of corrosive chemicals that we had to make our system withstand. So it's a low-maintenance system in airport applications. There are still some questions that relate with our system, particularly as it relates to different types of wildlife. The goals are something that we are currently studying, and how effective or ineffective our system might be. We do not know at this point. But what we do know is that for Canada Geese, species of ducks, coots, etc., we are over ninety percent effective in preventing landings and preventing approaches to hazardous areas. Anyway, that's what our system is all about. If there are any questions, I can take those after.

Next up will be Kelly Swindle from Avitrol.

As Gene said, I am Kelly Swindle from the Avitrol Corporation. We, for thirty years, have manufactured and marketed baits for the control of a wide number of nuisance birds. These baits work by eliciting a naturally appearing fright or distress reaction from the bird, which will cause the flock that is with that bird to leave an area. And the alternative for certain species of birds that can be used as a lethal agent that will, in effect, completely eliminate a population, such as house sparrows, from a location. We have been around, as I said, for many years. We have recently taken on the marketing of the ReJeX-iT TP40. We've had excellent results, and we would welcome any calls that you might have regarding questions on either of these products and questions to the chair up here. Thank you.

From Border Collie Rescue, Dr. Nicholas Carter.

I am Dr. Nick Carter with Border Collie Rescue. I am the Executive Director. Border Collie Rescue is actually a non-profit organization. Our main business is rescuing dogs. However, these are intense working jobs and we are always looking for outlets for these animals. We found some of the best places for them are working environments. What we started off doing bird control with was training these dogs to work Canadian Goose control at golf courses and corporate parks in New England. They were so successful that you can call up any golf course in New England now and they all have a border collie. But we also found that it would be probably a bit more productive for our own benefit, and airports tend to treat them a little better, but to place these dogs at airports and fish farms. Aquaculture industry is where we've mostly gone. So we train the dogs, as you know, at an airport. You wall off your surroundings and you prevent any kind of predator from entering, and it's a nice, cushy place for these birds to land and stick around and hang out. We're basically introducing a predator back into the system. To the birds and to deer, they control deer and lots of other forms of wildlife, you are basically putting a wolf back into the arena. However, this is a wolf that you can control. You can control not only the direction that the wolf moves, but also you can stop them at any point in time. So you don't have to worry about birds being flushed when planes are taking off or landing. If any of you saw the demonstration yesterday, you see the sort of control that you have over the dogs. So, we're in it for the dogs, and this is a great program to help support the rest of our program. We have a couple dogs that are being trained currently at the airport in Southwest Florida, actually it's the first commercial airport ever to have a Border Collie in their use. They are also more than happy to answer any questions. You don't have to believe anything we have to say. Please ask the people who are using the dog currently as to the strengths and weaknesses of the dog. Thank you.

Next from EBI Environmental Biocontrol, Robert Knauer.

I am Bob Knauer. I'm with EBI, and our corporation is DCV. Our focus is technology development. One of the areas that we have been focussing on is that of bird control and bird repellency. The product that you heard a little bit about earlier with Ken Ballengar was Flight Control. This product was developed about four years ago. We've been in testing phases and we are now labeled. We're very activity marketing the product. We would be happy to certainly discuss any aspects about it that you may have. At our booth, we have a group of people that are there. Our team, who are here today, includes Ken, Mike Gilmore, Becky Price, Larry Baker is also here, and I'll be happy to entertain any questions that we may answer for you. Thank you.

Ron Merritt, Geo-Marine

My name is Ron Merritt. I am a senior biologist with Geo-Marine Environmental Engineering. Geo-Marine is a full service environmental engineering services company headquartered in Plano, Texas. We have about a hundred and fifty employees with offices in Newport News, Virginia; San Antonio; El Paso; Oakridge, Tennessee. And we do the gamut of environmental engineering services such as environmental assessments, EIS, wetland delineation, wetland mitigation, cultural resources, hazardous waste mitigation, energy audits, yada, yada, yada. The most important office, in our opinion, is the Panama City office, which is the home of the BASH program and the avian research lab. This is where we focus primarily on Part 139 issues for commercial airports, doing ecological studies, management plans, training. Our clients include Dallas Fort Worth International, Nashville International, Daytona Beach International and homestead regional airports, to name a few. We also provide services to the International Guard and the US Navy, in developing of BASH plans for those services. We've done two plans for the Navy and we're currently working on the beginning of our seventeenth plan for the International Guard. We also provide consulting services and services to the United States Air Force Air Combat Command, in development of bird avoidance models, specifically for bombing ranges at Dave County Range, North Carolina, and at Moody Air Force Base and Grand Bay Range in Georgia. We are the lead agency in the development of the Avian Hazard Advisory System, which is the use of WSR88D, our NEXRAD Doppler weather radar, as a basis for bird hazard advisories for avoidance of bird hazards for low-level flying military aircraft. And one other service we provide is technical assistance and legal

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proceedings, court hearings involving or revolving about bird and wildlife hazards at airports, aircraft accident investigation and landfills. And that's it.

Next up at bat, Jeff Marley from Margo Supplies.

Our company basically deals in three products for wildlife management, or three sections. Scare products, which would include the Zon Propane Cannons, which are the standard units, electronic and radio fired, as well as the multi-fire launchers for pyrotechnics and other non-lethal projectiles for what we call aggressive hazing or adverse conditioning. In addition to that, we deal a lot in capture products, which would be live traps, body grip type traps, net launchers. And finally exclusion, which is primarily electric fencing. Thank you.

Next up, PBI-Gordon, Earl Tracy

I appreciate the chance to come back and talk again. I won't repeat everything that we said earlier. The key from our perspective, being in the herbicide business and the plant growth regulator business, is assessing the problem that you have and letting us help you solve that problem. We have sales people in the US that have access to every state down there, with exception of Alaska. But all of the forty-eight old originals. We're accessible. We would like to come into your base or your airport or your airfield, or whatever situation you have where your feel grass growth regulation and broad leaf weed control would help you on your bird problem and then help you write a prescription for that. The two products I talked about are two of many and the key is how do you combine them together. From our perspective, we would rather sell you several times and have you satisfied, then sell you one time and have you not satisfied. Like so many other things, we live or die with repeat business and we want to keep your business. Earn it first and then keep it. So, give us a call. Come by the booth and then pick our literature. All of the literature has our phone number on it. We're on the web at pbigordon.com. We're in many of the turf publications. Our phone number is pretty accessible. So give us a call. Let's have a chance to look over the situation and help you out. Thanks.

Next up, we all know Peter Vogt, from RJ Advantage.

I have been talking to this audience for quite some time, and I think I only missed one Bird Strike meeting. My name is Peter Vogt of RJ Advantage. We are part of a large privately held company. The company itself is in many chemicals and plastics. The RJ Advantage part started as bird repellents. We are now continuing in other repellents using strictly food grade products. We're hoping that this causes less problems with registration, which was the biggest fallacy I ever went into. It is probably more complicated because the agencies don't understand repellents. As I said, we have a line of bird repellents and we can cover all the areas where there is a problem from AG-36 and it goes onto turf, to AG-145 we are presently selling on blueberries, cherries and grapes with great success. And then TP-40 which is for fogging, where we see the advantage. That it reduces the cost of our many products considerably. You get a real cost benefit. Thank you.

Next up here is J. Barthell Joseph III, of Reed-Joseph Incorporated.

Reed-Joseph International Company has been in the bird dispersal business for about forty-five years. As I look out among you I see many customers, old and new. We have basically two lines of products. LP Gas Cannons being the first. Pyrotechnics being the second. New technology and product improvement play critical parts of our business. We now have a computerized radio controlled system of LP Gas Cannons called Scare Wars. It was specially designed for airfield environments. In the pyrotechnics area we now have a new long range pyrotechnic available, the Ruggieri "CAPA" Downrange Exploder. If you didn't see the demonstration yesterday please stop by my booth. The manufacturer is also here, the Ruggieri representative, Phillipe Laborde. Also in the high tech bird dispersal area we've moved into laser technology. We now have a laser gun that moves birds, with their obvious advantages. There's no noise and it's got a long range. Again, please stop by my booth to see that. Customer satisfaction plays a bigger and bigger role in our business as it grows. We've partnered with a team of

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consultants, who are here with us. If they do come up and ask you a lot of questions, I hope you will give Norwood & Associates a chance to ask us questions. But, that's about all I have to say. Thanks very much.

And last, but not terribly least, is **Trillium Windmills** representative, **Peter Sanquinetti**.

I represent the Weitech Trillium Windmills booth. And by combining the technologies of our two companies we have developed a stand-alone bird harassment system, which forms part of your integrated pest management control. The system that you will have seen at our booth and at the airport yesterday, is the second generation of our original concepts. Instead of just two distress calls, we have now a choice of seven marine bird distress calls or seven land distress calls and one raptor call, making a total of eight calls per chip. The second enhancement that we can now offer, is that the system is random. So no longer need there be a set pattern of calls. The calls can vary, and you as the individual can decide which birds you want to cover and at what frequency. The concept of the wing generator, charging the battery, remains the same. We still include the regulator to control and prevent battery overcharge. The overall height of the system remains the same at five foot, to comply with Transport Canada's regulations, so that it can be sited within seventy-five feet of a major runway. The available range, the audible range, is still between three hundred and four hundred feet and that goes out in all four directions. The weight remains at sixty pounds and the whole system is fully mobile. You can pick it up and move it and put it down anywhere in your airfield. The system, like all the other systems that you will have seen, is as effective as you choose to manage it. It is a tool in your pest management arsenal. And it is now in use in eleven US and Canadian airfields, where between them they run nineteen of those individual stand-alone systems. Mr. Chairman.

Eugene LeBoeuf

Well, now, it's going to be open to the floor. Your chance to ask questions about the products. This is your chance to say whatever. It's an open mic situation here. We're not limiting them to anything. Any questions from the floor? Thank you.

Question

I have a question for the border collie. We've looked at that program. We're a military installation Air Force base. Typically what we have is a large turnover of personnel and a shortage of manpower. I understand that you place the dog and that you train a handler and then you basically leave and allow that person to handle the dog. Is that true? And how adaptable are the dogs to a multiple changeover in handler? Do you come back and work with the new person if we have a changeover of personnel? Thank you.

Nick Carter

Thanks. First of all, it can be one handler or it can be twenty handlers. The dog that is currently working at Southwest Airport I think has twelve. Is that right, Bobby? They have a dozen handlers. We went out and trained all dozen handlers. Then, in terms of your turnover you've got two choices. One is to contract, every two years, that we come in and train a new set of handlers, or you can actually just request that at particular times and say, "Can you come in, we've got ten more handlers" and it's a weekly charge basically. Or, you can have somebody that's at least familiar and self-train your own. This is not rocket science. There's an art to bird control but the two keys to it are learning how the dog works, which doesn't take but a couple days to learn that. And then the second part is actually learning how the birds work. Most of the folks who already do this know how the birds work. So we can come in, and in less than a week, train everybody. We trained a dozen handlers easily, within a week. We came back about a month or two later to do some touch-up for them because that's what they requested. But we'll come out as little or as much as you want. It's just dependent on the situation. To tell you the truth, the dogs don't care. As long as you take them out to work, they're happy. My dogs love and respect me, which

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are our demo dogs, but I hand them out to their handlers to go work with them to train and she just, bye, that's it, and she's gone with them. They'll sell you for a bird. They don't care.

Question

My questions is for the gentleman representing the company that makes the windmill powered bird distress call equipment. You said that the equipment is now in use at eleven US and Canadian airports. Would you name them please?

Peter Sanquinetti

In Canada, the airports are London Airport, Ontario; Sarnia Airport, Ontario; Regina Airport, Saskatchewan carry two systems; Calgary, they have one system and bought another one at this show; Earlton Regional Airport in Ontario; the Port of Toronto, they have a stand-alone system; Miramichi Airport in New Brunswick; and St. John Airport in New Brunswick, they have four systems. And in the US, it's Groton New London Airport, they have one stand-alone system; the Connecticut Resources, with two systems; and Brainard Airport have four systems and they called me the other day to say there's another system in the budget. Does that answer the question?

Yes, thank you.

It's in the handout. And their telephone numbers and contacts and you are free to call them ask their opinion.

Question

I had a chance to see the dog demonstration yesterday, and it's quite interesting to see the interaction between the handler and the dog. These dogs are obviously bred to work out with farm animals and in what I would consider would be a relatively quiet environment compared to an airport, and given that you are using audible signals to control these dogs, how much of an issue is background noise, landing, departing, taxiing, jets, and those types of issues? I'm sure you've had to deal with them. Maybe you can share some of that with us.

Nick Carter

Well, the true issue with the auditory signals seems to be the ability of the handler to whistle far enough, irrespective of airplane noises or not. The nice thing about the dogs is that you can stop them whenever you want. You're not working dogs when planes are taking off and landing. The dogs aren't bothered by the noise. We've taken them out at the airport, put them out at the end of the blast panel and let the planes land right over top of them. If you tell them to lie down, they're down. They're not moving until we tell them to. And we also train them at airports so they're accustomed to the usual commotion and the usual jet engines and things like that. When they get to your airport, they're not like, "Woah, what was that?" The only issue is that you have to be in control of the dog by the time the plane lands. But it's your responsibility anyway because you don't want to be scaring birds up while planes are five hundred feet from the end of your approach. Typically the way it works, at least at the airports we've dealt with and at Southwest, is the handler is always in contact with the control tower, saying "what do you have inbound, outbound, do you have something?". And they have something at five miles, you know you have three or four minutes to deal with the dog. So you deal with the dog, scare the birds off, lie the dog down, call the dog back, whatever you want to do and then wait for the plane to land. And that's the nice thing about this, is that you can do this right in the middle of your heaviest traffic because you've got control over when the dog works and when the dog doesn't work. You can stop him when you want to stop him, and as soon as the plane lands and everything is clear, you sent him out again and you're off and running.

Question

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Barthell, the new laser rifle that's out there. Now Gene kind of made a connection to the pen laser, and the hazards that people are running into with automobile drivers. Is there, or do you perceive a hazard at airports? How are you going to handle the perceived hazards of someone shooting a laser rifle and somehow getting into the pilot's eyes, or somebody else's eyes?

Barthell Joseph III

Tom, there are safety issues that need to be considered. Although, according to the manufacturer, the laser does not do damage to the eyes of birds, it can damage the retina of a human eye. So there are things that need to be considered before it is used. It is very powerful. It has a long range. It can be backed down a little bit, but it's something that needs to be taken very seriously.

Question

For RJ Advantage and EBI, do you foresee any new chemical products, repellants on the horizon at this time? We've gone for years with no new bird repellents and in the past two or three years we've had two new products on the market now, and anything else coming along, either of you?

Peter Vogt

Well, with bird repellents, we are not looking into any new active ingredient because anything that is a new active has to go through EPA and it's just a plain nightmare. We will do some modifications and improvements to adjust. One is, we are starting to address is the noise of the fog generator and also the odor of the existing product and we know what can be done. On the other hand, we are looking into other repellents. Not for birds, but for rodents and deer and so on. But this is more the question, how much do we want to do with EPA?

Robert Knauer

We have a lot of other products that are available that are derivatives of the active ingredient that's currently in Flight Control. However, our intent right now is to focus primarily on the application and refining the techniques of treatment and repelling with our current Flight Control product. But there are other products that could be available. But our focus right now will be on Flight Control.

Question

Ron, what can a consulting firm like yours offer over someone like Wildlife Services? Although there's no competition, there does seem to be some competition going on there.

Ron Merritt

I think one thing that we offer that I don't believe is currently available through a government agency like Wildlife Services, is that we can take the program from cradle to grave. We can start with the ecological survey, build the management plan, the training, which Wildlife Services can do as well. But if the issue becomes contentious or goes to court. There is a suit with an air carrier against an airport, or an airport with an air carrier, whatever. We can provide the legal expert witness capability for our client, which often is something that is restricted with government employees, or requires some special permission to do that. We're a small outfit, and when you hire Geo-Marine you're going to get one of five people who have a number of year's expertise specifically on military and commercial airports. This is all we do. We're not involved in any other wildlife control issues other than those associated with aviation. We bring a master falconer with fifteen years of experience in doing airfield bird control in Europe. I have a background in military aviation and wildlife issues on the BASH team. I think we can take those experiences to our client and then provide the follow up with that if it ever gets contentious in court.

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Question

I have a question about the laser device for Barthell Joseph. I understand that you all have used that to break up roosting birds?

Barthell Joseph III

Yes, aquatic roosting birds. There was a roost of about twenty thousand cormorants. Some people say it may be the largest cormorant roost in the world. Jim Glohn and Bo Sloan of Wildlife Services down in Mississippi broke up that roost right at sunset in a matter of about fifteen minutes. They stayed there at the spot for about an hour and they did not return. And the great advantage to that is, they broke up that roost from the cab of their pick-up truck. They never had to get in a boat. They never had to put on waders. They never even had to turn off the heater. They were very excited about it.

Question

Are you going to look at other varieties of birds? I was wondering about particularly starlings.

Barthell Joseph III

We haven't had any experience with starling roosts yet, but the manufacturer has indicated that it's very effective with starlings. He's also indicated that it's effective with gulls, all sorts of waterfowl and pigeons.

Thank you.

Eugene LeBoeuf

There's your chance, it's going away as we speak. I would like to thank all of the vendors for coming up here, and giving up their display time to come up here and give you a chance to come up here and talk to them one-on-one. I think they need a round of applause.

Applause