

Fumigants & Pheromones

Digital Newsletter Delivered by Insects Limited, Inc.

Issue 180

From Cuisine to Collections – Restaurant and Food Sales inside Museums Can Introduce Pest Insects into Collections



Patrick Kelley, BCE
President of Insects Limited

Museums are sanctuaries of culture and history, housing priceless collections that convey the tale of our cultural history. While these institutions strive to provide an immersive experience for visitors, an unexpected threat lurks within the very spaces designed to enhance the museum-going experience: the integration of restaurants and food sales in nearly every museum to some degree. Beyond the immediate gastronomic pleasures, the link between culinary delights and museum collections may inadvertently introduce a less savory element – [museum-specific pest insects](#).

PESTS USE THE FOOD FROM DELIVERY TRUCK AND PERSONAL FOOD ITEMS TO MASK THEIR ENTRY INTO MUSEUMS



MUSEUM



Food items entering a museum often become "Trojan Horses" that allow the entry of pests into museum collections

Museum cafes and restaurants have become integral components of the visitor experience, offering a chance to rejuvenate amidst exhibits and fostering a sense of community.

From a bottom-line standpoint, museum administrators count on the money generated from the food revenue to pay staff and keep the doors open to the public.

However, the presence of food in a museum creates an environment conducive to the presence of pests that can pose a threat to munchable artifacts. There is also a culture that exists within many museums where the museum staff can bring food in with them to eat during the day.

The day-to-day influx of human food is a common 'Trojan Horse' that allows the entry of pests into the museum.

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The introduction of [pest insects](#) into museum collections is a genuine concern that museums must address. Common culinary pests, such as grain beetles, carpet beetles, silverfish, booklice, mice and cockroaches, can easily hitch a ride on incoming food supplies. Once inside the museum, these pests can find their way to collections, where they pose a significant risk to irreplaceable items.

CERTAIN FOOD PESTS CAN TRANSITION FROM FOOD OR FOOD RELATED ITEMS TO COLLECTIONS

- German cockroach, *Blattella germanica*
- Black carpet beetle, *Attagenus unicolor*
- Varied carpet beetle, *Anthrenus verbasci*
- Cigarette beetle, *Lasioderma serricorne*
- Drugstore beetle, *Stegobium panaceum*
- Common silverfish, *Lepisma saccharina*
- Booklice, Psocid, *Psocoptera spp.*
- House mouse, *Mus musculus*



Many common pests of food items can easily transfer over to become serious pests of museum objects

Museum collections often include items made of organic materials such as textiles, wood, and paper, which are particularly susceptible to damage by pests. Insects can burrow into collection materials, consume organic components, and leave behind irreparable damage. The impact of an infestation goes beyond the immediate visual damage, as the delicate process of restoration is both time-consuming and expensive. Many times, repairs are impossible.

Preserving the integrity of both culinary and cultural offerings within museums requires collaboration between food service providers and curatorial staff. Implementing shared awareness programs and training for all staff members can foster a collective responsibility for maintaining a pest-free environment.

IPM programs need someone to be in-charge and to make sure that due diligence is done in inspecting incoming kitchen and retail food as well as limiting the hidden stashes of staff food supplies in desk drawers.

As museums continue to evolve to meet the changing expectations of their visitors, the potential threats to collections must not be overlooked. Balancing the inclusion of culinary delights with the preservation of delicate artifacts is a daily dance that museums must master to ensure the longevity of our cultural heritage.

By understanding the connection between cuisine and collections, institutions can take proactive steps to safeguard their treasures and maintain the sanctity of these repositories of human history while allowing a savory snack between walking through the Bird and Reptile Gallery and the Human Origins Hall.

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Insects Limited Expands its Reach



By Tom Mueller,
Vice President of Insects Limited, Inc.

It is an exciting time at Insects Limited. If you will recall [my last newsletter article](#), I gave a brief overview of 2023 and everything that was accomplished to prepare us for “lift-off.” I cannot help but follow up on a few of the items mentioned in that article as they pertain directly to how we are better able to serve our customers in 2024.

In 2022, we embarked on a journey to improve how [Insects Limited](#) operates. Each member of the company committed to following the Entrepreneurial Operating System (EOS) and improving the six components of business this system helps to maximize. A shift like this was not easy, as it required a change from “how we have always done things.” The benefits of this system are many, but the one that I have found to provide the most bang for our buck (or headache) is the component of Vision. Our leadership team has worked very hard to create the vision of where this company can and will be going over the next 10 years. From there, we work backward to determine what needs to be accomplished in 3-5 years to help hit our 10-year goal. To stay on track for our 3–5-year picture, we are forced to create a 1- year goal, and we break that 1-year goal into quarters.

We determine what needs to be accomplished each quarter to move us closer to our goals. Doing this helps us stay focused on the most important tasks. All these efforts help us to live our purpose as a company; **To make the world a better place by helping to protect the world’s food and cherished belongings from damage by insect pests.**

Our goals are lofty, as they should be. While some of them revolve around and have prepared us to open our new [Center for Stored Product Protection](#) where we conduct groundbreaking research to advance our products as well as help the industry battle our target insects, other goals are geared toward focusing on growth.

We worked hard to identify areas of our business that have inefficiencies. One of these inefficiencies was our workflow. We were very manual in how we received orders, to how those orders were produced, shipped, and billed. To address this, we implemented a new software called NetSuite. Going live on January 3rd, this platform has already helped streamline processes that once caused hours of work, and we have barely begun to scratch the surface. Soon, we will have the ability to automatically project production needs, receive orders from customers, fulfill those orders in the same day, and bill without a single person getting bogged down with the nuances these processes used to require.

So, if you are following me, in less than 2 years, we have charged our team with learning a new operating system revolutionizing how we hold each other accountable. We have conceptualized and moved into a new facility to allow us to do more in every aspect of the company from having enough room to park our cars to expanding our research and development capabilities to producing and shipping our products ensuring we fulfill our promise to customers of the highest quality of products available sent to you in a timely manner. All of this while implementing a comprehensive ERP system allowing us to streamline our workflow processes. Not to mention growing 13% year over year.

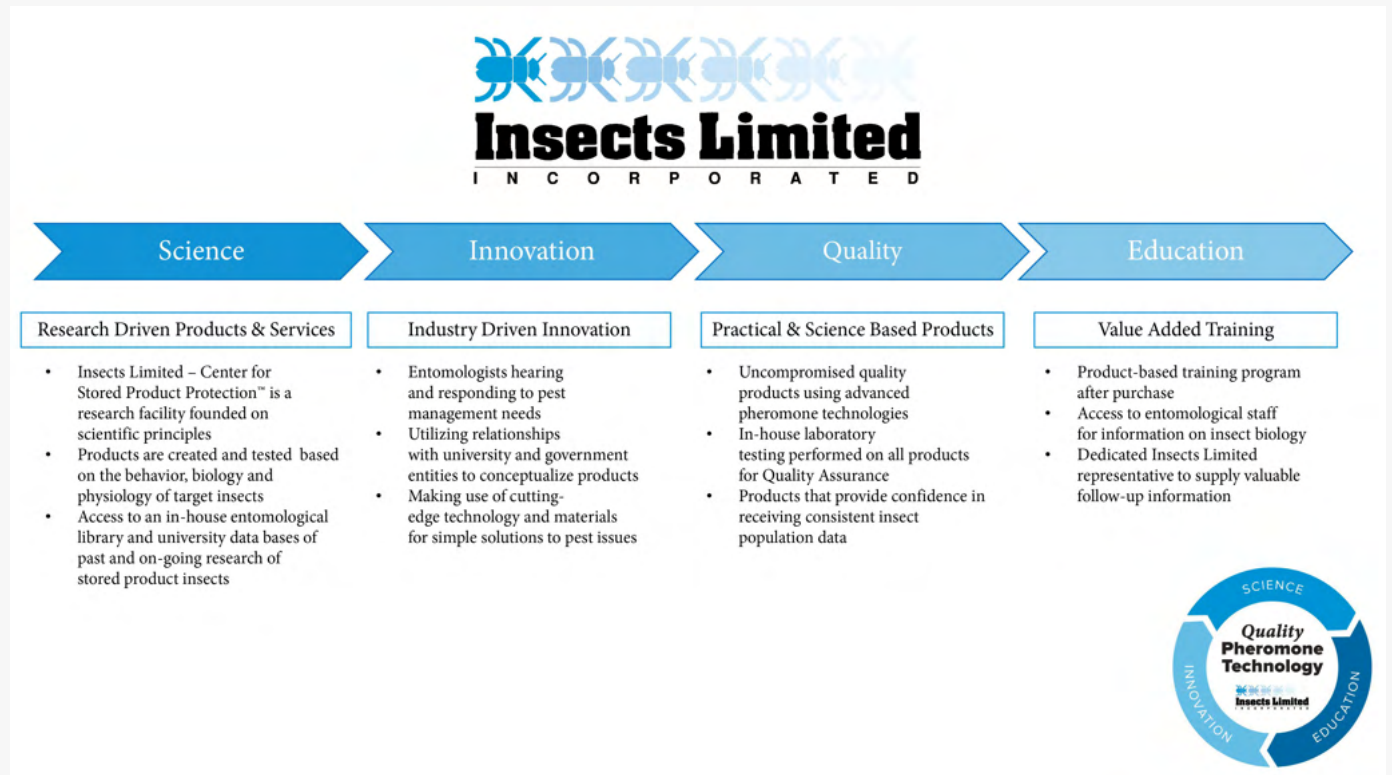
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While this may have been stressful, we have a rockstar team that has not only risen to these challenges but exceeded all expectations.

This brings me to growth. It is challenging enough to maintain the highest quality of pheromone monitoring products on the market (rest assured we can maintain our quality promise) with everything we have going on around this company, but it is an entirely different type of challenge to maintain our expectations of great customer service. Everything we have done to this point has allowed us to advance our service to our customers. Check out our [Proven Process](#) to find out what you get when you partner with Insects Limited for all of your [pheromone monitoring](#) needs.



To further our purpose and expand our reach, we have also signed on two Independent Sales Representatives who have been in this industry for 60+ years between them. Ed Bredemeyer was signed on in July of 2023. Ed represents Insects Limited’s quality products in Arkansas, Louisiana, New Mexico, Oklahoma, and Texas. Patrick Callahan signed on with Insects Limited in January of this year. Patrick educates current and potential customers in Mississippi, Alabama, Georgia, Tennessee, Florida, North Carolina, and South Carolina. These gentlemen work with distributors and pest control operators to educate the industry on what makes Insects Limited and our products so unique as well as how to properly use the equipment when monitoring for [stored product insects](#).

The most exciting part of these additions is how many [trade shows](#) Ed, Patrick, I, and others from Insects Limited have attended to spread the word about our stored product insect solutions this year alone. Insects Limited has had a presence at over 20 different conferences this year. Our consistent reach has spread across 17 states, and we have gotten wonderful feedback on this strategic move. Many people know of Insects Limited. They know we focus on stored product insects, and they know we conduct research to provide helpful information to the industry. However, not everyone knows we provide a valuable set of products. The goal of expanding our sales force is to never hear the words “I didn’t know Insects Limited manufactures pheromone monitoring products” again!

If you are one of these people who were unaware that Insects Limited produces the highest quality pheromone monitoring technology in the industry, look at our [Proven Process](#) to see what you get when you work with us, and reach out.

We stand behind science, education, innovation, and quality pheromone monitoring technology products, and we want to help “make your pest control program more attractive.”

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