



SMITTY'S CANADA INC.

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BULLETIN #91/21

DATE: June 3, 2021
TO: All Franchisees and Corporate Managers
FROM: Darryl Vivian
RE: **Abell Pest Control**

Hello Everyone,

We have a new agreement with Abell Pest Control that runs from July 1, 2021, to June 30, 2024. Our current agreement with Orkin has expired. In order for you to transition you will need to contact Orkin and give them 30 days' notice. If you use a different provider, you will need to look at your individual agreement, however, the cancelation policy is probably similar and will require 30 days' notice.

An Abell rep will be reaching out to all restaurants in June. If you have not heard from a rep by June 25th and are planning on transitioning, please let me know.

Program Launch Support consists of one month of free service for restaurants **beginning their service prior to August 31, 2021**. This will allow restaurants to give their 30-day notice up to the end of June and be eligible for the free month.

	Orkin(old)	Abell(new)	Annual Savings	
Pest Control	\$65.00	\$49.00	\$192.00	25%
Fly Light Rental	n/a	\$18.00	\$-	
Fly Light Maintenance of owned device	\$18.00	\$5.00	\$156.00	73%
Fly Light Purchase cost	\$205.00	\$150.00		27%

Also included will be access to Abell Instant Reporting (AIR) there electronic app, which is a service Orkin does not have. <https://www.abellpestcontrol.com/en-ca/my-business/our-reporting-advantage/abell-instant-reporting>

A description of what is included in the monthly service, as well as other add-on services is attached.

John has done an excellent job negotiating this contract! With the new category alignment for our purchasing department, pest control now falls under my umbrella.

Should you have any questions, please do not hesitate to contact me at dvivian@smittys.ca or 403-930-8747

Yours truly,
SMITTY'S CANADA INC.

Darryl Vivian

Darryl Vivian
Purchaser

1. Products Included in Monthly Service

On each site visit the Abell Technician will:

- a. Inspect location inside and out and make note of any structural, sanitation or pest issue as they perform their inspection. Document any issues on the electronic service ticket for said location's service. Recorded on the service ticket any pesticides used. Discuss any corrective actions needed with the restaurant site contact at the time of service if they are onsite and available. Schedule any needed follow up services.
- b. Provided and service equipment required for all insect monitors, snap traps, interior rodent-baiting stations, glue-boards, fresh bait and needed pesticides.
- c. Scheduled Pest Control includes a minimum of 3 mechanical traps, 1 exterior bait station and approximately 10 insect monitors.
- d. Develop treatment strategies to deal with pests found. Abell's Technician will perform any treatments deemed necessary.
- e. Assist the facility personnel by providing clear written information regarding sanitation and structural deficiencies noted during service visits.

Abell A la Carte Additional Services

Drain foaming	\$5.00/drain
Bird and bat exclusion	site specific
Bird flock disruption	site specific
Stinging insects (wasps, hornets)	\$65.00 per nest; \$85.00 per nest with ladder
Exterior perimeter residual pesticide application	\$150.00
Live animal trapping	\$250.00/week/animal (includes removal)
Non-Contractual Pest Service - business hours	\$95.00/hour
Non-Contractual Pest Service – afterhours/weekend	\$125.00/hour
Minor structural	\$95.00/30 mins (includes materials such as: door sweeps, metal mesh, caulking, dry wall mud)

Hand- Sanitizers

The value of a Hand Sanitizer Station is included in the monthly service fee below for the first year.

First Year Service and Equipment Rental Fees:

1 unit/month/location:	\$31.00 includes up to 1.2L refill
3 units/month/location:	\$90.00 includes up to 3.6L refill

Year Two Service Fees:

1 unit/month/location:	\$19.00 includes up to 1.2L refill
3 units/month/location:	\$56.00 includes up to 3.6L refill

If a location wishes to cancel their Hand Sanitizer service during the first year of service, the restaurant will be required to payout the remaining value of the Hand Sanitizer Station prorated for the number of months remaining in the first year at a rate of \$11/unit/month.

Disinfection Services

Abell to perform at client's prescribed service interval to the following base areas: reception/main entrance, dining area, server station, staff change rooms and restrooms, client restrooms, kitchen area, dry storage and rear entrance/receiving. There is no requirement of a service frequency for this service. Each location will determine their service intervals. Time for a service is estimated at 1.5 hours to perform a full disinfection and 1 hour to perform touchpoint service at one location.

For applications between the hours of 6am and 6pm:	\$199.00-full disinfect \$125.00-touchpoints
For applications between the hours of 7pm and 5am:	\$274.00-full disinfect \$200.00-touchpoints