

Joel sells Swat Team

AMM member municipalities are secure in the knowledge that their pest needs are being satisfied through a pair of MTCML suppliers – **Swat Team Pest Services Inc.** and **Viceroy Distributors**.

Pest control expert **Joel Gosselin** started Swat Team Pest Services 28 years ago. The Swat Team provides professional services to both urban and rural municipalities. Trained technicians offer a variety of quality assurance programs including:

- **HAACP (Hazard Analysis Critical Control Points)** wherein technicians will customize a pest control program for individual municipalities based on HAACP program procedures.
- **ISO 9002 International Quality Standard** – The Swat Team was the first private pest control firm in western Canada to get ISO certification.

- **IPM (Integrated Pest Management)** is a customizing system whereby it is assessed whether a pest control treatment is required, what are the best methods to utilize, and when it should take place.

In 1989, Joel founded Viceroy Distributors, a distribution company that provides municipalities and other customers with all types of pest control products. This time of year finds Joel and his Viceroy employees focusing on mosquitoes in Manitoba. Viceroy has the capability of assisting the bigger municipalities with the equipment and pesticide needed to service large populations, as

well as the smaller municipalities that utilize backpack units in their mosquito control approach. Along with equipment and pesticides, Viceroy provides all-important, and sometimes very technical, information to municipal officials looking into a mosquito (or any other pest) problem.

Joel says, Viceroy will be working closely with provincial officials who have divided Manitoba into ‘mosquito control districts.’ The goal of this system will be twofold:

1. Determine where the mosquito populations are (especially those that may be carrying West Nile virus); and
2. Determine the best control method to use in each instance.

To date, Joel tells *The Municipal Leader* that adult mosquito populations have been low in most areas, but that recent rains have contributed to a population rise.

On June 1, Joel sold The Swat Team Pest Control Services Inc. to **PCO Services**. There is a six-month transition period during which Joel is still involved with



Joel Gosselin of Swat Team Pest Control Services

the operation. During that time and after, The Swat Team will remain a MTCML supplier, providing the same excellent service Swat municipal customers have come to expect.

Joel advises his municipal customers that they can call him through the AMM or, for immediate service, they can call him directly. The Swat Team: 204-925-7928 and Viceroy Distributors: 204-925-7939.

Westman Steel Industries was started (as ‘Westman Culvert’) by Winnipeg’s **Russ Edwards** in 1975 and is still owned by the Edwards family today. In 1979, the firm purchased a helical lock-seam spiral culvert mill – the first of its kind in Manitoba. In 1996, Westman steel moved its helical mill, along with new re-corr, finishers and assembly lines into its new plant on Day Street.

Westman provides municipalities with corrugated steel culverts, steel floodgates, steel screw gates, sloped and flared-end applications, and culvert end markers. The company also distributes geotextile cloth, portable water diverters and bin wall retainer structures.

As a founding member of the MTCML and an active supporter of the Manitoba Good Roads Association (MGRA), Westman Steel prides itself on its reputation for honesty and integrity in the municipal industry. Area sales manager **Bob Omeniuk** is active in many municipal social and educational functions. He judges and sits on the Board of Directors for the MGRA. Bob looks forward to his business dealings with his municipal partners. ●

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