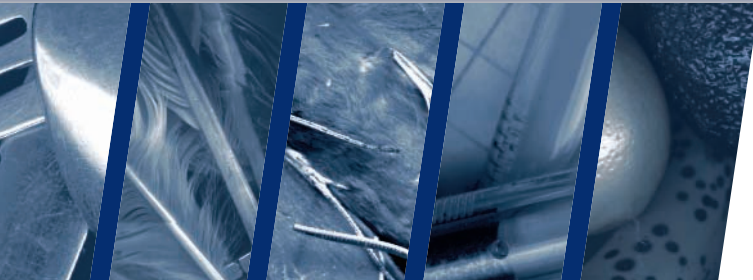


# Specialist Consultancy and Training

Supporting the UK pest prevention servicing,  
food manufacturing and food retail industries



**Harvard**   
pest consultancy &  
training services



Harvard Pest Consultancy and Training Services Ltd was formed by staff with over 25 years experience in the pest prevention industry.

This specialist consultancy provides support to all pest control/prevention companies large, medium and small, including local authorities and also food manufacturers using their own in-house staff.

## Pest prevention industry services

### Commercial support

Harvard will assess your current business image and show how to promote the company, advising on the strengths and weaknesses of the business and giving advice with a business strategy.

We will illustrate how to develop your company and gain a larger market share in any sector, as well as major or national accounts. Harvard will advise on advertising, media selection and direction in order to win tenders.

### Technical data

#### Codes of practice

Harvard writes codes of practice and will assess those in current use, updating with the changes in legislation as necessary. We also take into account industry trends, the client's requirements and best practice.

#### Technical literature

A wealth of knowledge, literature and material is available from Harvard designed according to the requirements of clients in the form of books, brochures, leaflets, flyers, booklets, data sheets and cards. Our in-house designers produce all artwork and cost effective printing is carried out by a specialist printer.

We source old, new and out of print books / papers etc. for customers on any subject in natural history and pest prevention.

### Technical inspections

#### Quality assurance and technical inspections

Harvard carry out quality assurance audits, technical and biological assessments, a problem-solving service and are prepared and are prepared to act as expert witnesses in court cases.

#### Product development

We are specialists in product development and have innovative ideas carrying out field trials in retail and manufacturing premises in partnership with clients. Creative thinking solutions are applied to problem solving.



## Training

Flexible modular courses according to our clients' individual requirements including:

### Technical training

- Rodents
- Insects
- Stored product insects
- Flying insect pests
- Birds
- Basic pest awareness for administration staff / new recruits
- Refresher training
- Safe use of pesticides
- Advanced training to BPCA and NVQ level
- RIPHH food hygiene training

### Sales and commercial training courses

- Advanced sales training / sales management
- Basic sales training skills for professionals
- Closing the sale
- Customer care
- How to run a successful business meeting
- How to use the Internet
- Major / national account / regional account sales development
- Marketing
- Negotiation skills
- Presentation skills
- Sales planning for success
- Telephone sales training
- Time management
- Training the trainers

A variety of different training aids are used on all courses along with the use of OHP, LCD projector, slides and videos. Notes / booklets are provided. There are a number of exercises in which delegates will interact, usually in small groups but sometimes in a one-to-one scenario. We ensure that delegates attending our courses gain the maximum experience and enjoy the learning process.

Our sister company Harvard Consultancy Services Ltd., are specialists in business management, supplier selection and best practice.

## Food retail and manufacturing sector services

- Harvard writes codes of practice and service specifications, helping the industry with tender documentation
- The consultancy will introduce you to methods of supplier selection
- Harvard will review your suppliers and produce pest prevention service assessments
- We carry out technical assessments, biological audits and quality assurance audits
- Harvard develop management report systems for clients and provide an expert witness service
- We are specialists in problem solving e.g. Inner city infestations and provide a technical advice service

### Technical training

Flexible modular courses according to clients individual requirements including;

- Rodents
- General insects
- Stored product insects
- Flying insect pests
- Birds
- Basic pest awareness for administration staff / new recruits
- Refresher training
- Safe use of pesticides
- Advanced training to BPCA and NVQ level
- RIPHH food hygiene training

### Technical literature

A wealth of knowledge and material is available from Harvard, designed for the industry according to our clients individual requirements, including books, brochures, leaflets, flyers, booklets, data sheets and cards.

## Training

- Technical training
- Food hygiene courses
- Sales and commercial training

## Technical data

- Codes of practice
- Technical literature

## Technical inspections

- Q A Audits
- Biological assessments
- Problem solving
- Expert witness

## Product development

- Creative thinking
- Problem solving
- Supplier audits
- Field trials



Harvard Pest Consultancy & Training Services  
26 Victoria Avenue, Market Harborough, Leicestershire LE16 7BQ  
t: 01858 463024 m: 07816 082259 e: [peter.meaney@virgin.net](mailto:peter.meaney@virgin.net)

Harvard Business Consultancy Services Ltd.

Trading as: Harvard Pest Consultancy and Training Services Registered in England & Wales no.: 03896304  
Registered address: 50 Harvard Close, Malling, Lewes, East Sussex, BN7 2EJ