

pest

The independent UK pest management magazine

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Issue 1 - January & February 2009

Boom or bust?
Prospects for 2009



Rodent control:
what works for you?



Fixing the bedbug
problem



Destructive pest or
gourmet delicacy?



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Pest is published six times a year



Frances McKim,
editor & publisher



Helen Riby, associate
editor & publisher

Technical advisory board

Dr Moray Anderson
Clive Boase
Dr Alan Buckle
Paul Butt
Prof Chris Feare
Rob Fryatt
Adrian Meyer
Dr Gai Murphy
David Pinniger
Dr John Simmons
Prof Robert Smith
Richard Strand

Aims

As the industry's only independent magazine, **Pest** aims to deliver a mix of unbiased news, impartial advice and topical technical features. We are committed to being as inclusive as possible covering every sector of the pest management industry.

Send us your news

Send your news or views to:
Email: editor@pestmagazine.co.uk
Or write to us at:
Pest, Foxhill, Stanford on Soar,
Loughborough, Leicestershire LE12 5PZ
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Use pesticides safely.
Always read the label and
product information before use

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Independent and inclusive

It's time to change the way that UK pest control gets its news. Busy pest professionals need a source of independent news, technical information and analysis covering the whole industry: local authority units, private companies, consultants, facilities management, product distribution and manufacturing. And they need it on a frequent and regular basis. That's what we aim to be – independent, inclusive, technically accurate and first with the news. It's the reason we've invested our cash to develop **Pest** as a new magazine and digital news service for pest management professionals.

So, welcome to this, the first issue of the magazine. It will be published every two months. In alternate months there is **Pest+**, an e-news sent direct to readers' computers by email. That means, for the first time in UK pest control, there is monthly news. But there's more. News doesn't come into our office on a monthly basis. It arrives all the time which made us think, why not post the stories on our website as they come in. So if you can't wait for your monthly fix of **Pest** news, make our website www.pestmagazine.co.uk your home page or add it to your favourites.

Frances McKim

Be first with the news – visit www.pestmagazine.co.uk

Get more news at www.pestmagazine.co.uk

It's amazing just how much industry news there is out there. Unfortunately we simply don't have enough room in **Pest** to cover every item. And with space at such a premium even those articles which we can include have to be kept short and to the point.

But, the good news is, if you have access to the Internet you can keep up with all the news, and, where you see this symbol:



you can learn more about that story by going to the longer web version at www.pestmagazine.co.uk. In the web articles we are also adding in links to key reference documents for you to download, as well as links to other useful web sites. To make sure you're first with the news make www.pestmagazine.co.uk your home page, or, add it to your favourites. Alternatively, sign up for **Pest+** e-news and we will deliver the news direct to your computer at least every two months.

Pest-Ventures is taking a gap year

Pest-Ventures will be taking a break in 2009. The organisers have announced that the next technical seminars will be on 20 and 21 April 2010 at its usual venue, the Yew Lodge hotel at Kegworth, Nottinghamshire. They say that they feel they have earned a break and as PestEx 2009 falls very close to the traditional time for the seminars, this year seemed as good a year as any to take time-out.

So get those dates in your diary now to make sure you don't miss these excellent technical events.

PEST-VENTURES

David McDonald

It is with regret that we have to report the death of David McDonald, the long-time editor of *International Pest Control*. Established in 1957, the title was bought by McDonald Publications in 1970 and was sold to current owners, Research Information, in 1994. David remained as editor until his retirement early in 2008 – an unbroken record of nearly 40 years.

PWIPM meeting declared a success

The first meeting of PWIPM – Professional Women in Pest Management – in the UK was declared a resounding success by the 34 women who gathered at the CIEH building in Hatfield, London on 16 January.

The idea originates in the USA where a group of women attending the National Pest Management Association's (NPMA) annual conference set up a networking group. They called themselves Professional Women in Pest Management to avoid confusion with the popular spouses' programme which NPMA runs alongside its technical agenda.

The inaugural UK meeting was organised by Killgerr Group's Sabra Fearon. "The new group is based on the US idea but its future direction will depend on what the members want from it so I'm sure we'll be giving it a British feel," she said.

There was plenty of opportunity to network and it soon became clear that those attending represented most of the industry. From pest controllers spending their lives at the sharp-end via field biologists and marketing professionals to office managers, PAs, and technical specialists; all were there. **Pest** associate editor Helen Riby said: "What a great idea. Women already contribute immensely to the pest management sector but through a group like this we can have an even bigger impact. **Pest** will be supporting it as much as we can."

Following lunch, which was sponsored by *Pest Control News*, there were three excellent speakers: PWIPM USA's Jennifer Leggett from Florida, Christine Petyt from Excellion, an organisation which supports women in leadership and Susan Denmead from the charity Dress for Success, which provides interview appropriate clothing to disadvantaged women. The next national meeting will be held during PestEx week in April. Regional meetings are being organised. Contact info@pwipm.co.uk for details.



Jennifer Leggett presents a silver star to Sabra Fearon for her efforts establishing the UK branch

As pleased as punch

Bournemouth-based Prokill felt justifiably proud when employee Eden Percy from Prokill London Southwest was awarded the top prize for achieving the highest marks ever awarded in the RSPH/BPCA (Level 2) Certificate in Pest Control.



Eden Percy (left) receives his award from Dr Selwyn Hodge, chair elect RSPH

The award was presented at a gala dinner held at The Royal College of Obstetricians and Gynaecologists in London hosted by the Royal Society for the Promotion of Health (RSPH). Training is a key part of the programme undertaken by Prokill as part of its franchising operation. Each franchisee undertakes a six-week training course in every element of pest control so that they are fully equipped to run their own Prokill branch when they graduate.

Packed-in at PestTech

Held on 5 November, PestTech 2008 was as popular as ever with almost 1,200 visitors. New introductions this year included a series of practical demonstrations covering long-netting, mole trapping and snaring.

The event also marked the debut appearance of **Pest** magazine and **Pest+** e-news with over 200 eager readers signing-up on the day.



Hall of Fame 2008



Hall of Fame winners: Left to right – Fiona Murphy, Dave Pinniger, Alan Buckle, Frances McKim, Clive Boase, Moray Anderson (2007 winner) and Bruce Blything

The 2008 Hall of Fame inductees were announced at the *Pest Control News* dinner, held immediately after PestTech 2008 on 5 November. Now into its second year, the proud recipients of this accolade were, well-known consultants Alan Buckle, Clive Boase and David Pinniger, along with Bruce Blything of Industrial Pesticides. Fiona Murphy (Ecolab) and **Pest** editor, Frances McKim, became the first lady members to be added. It is interesting to note that, of the 12 members inducted to date, five are members of the **Pest** Technical Advisory Board, along with Frances, who's the editor of **Pest**.

Sorex acquired by BASF

In December German-based BASF announced the acquisition of Sorex. The news ended many months of speculation about who the new owners of this industry leader would be. The deal includes both UK-based Sorex (which includes Network) and US-based Whitmire Micro-Gen (acquired by Sorex in 2004).

Commenting on the news, Sion Price, Sorex commercial director said: "The agreement with BASF to acquire our entire business is excellent news for our employees, customers and the pest control industry as a whole. It is very much business as usual for us all. Customer service will be our over-riding concern throughout so everyone continues to receive the products and services they know and value from the people they trust."

Sion Price continued: "We see this creating a professional pest control business second to none in the world. It will have the resources and skills to ensure a level of product development and support that will stand pest controllers in the very best, long-term stead. Our whole team is excited by the prospect of working with a business with which we have such a good product and geographic fit, as well as a shared commitment to technical excellence."

Sorex has approximately 200 employees and net sales of around £65 million in 2007, mainly in Europe and the USA.



MBE for Dave Pinniger

Less than seven days after joining the Hall of Fame, David Pinniger entered a much more famous royal hall – the Waterloo Chamber at Windsor Castle. Accompanied by Becky, his wife, Dave was there to receive his MBE presented by The Queen for services to pest control and museum conservation.

It was the first time an investiture had been held at Windsor Castle since Queen Victoria's reign. The ceremony was in the Waterloo Chamber with the official photographs taken in St George's Hall. Dave said of this special event: "It was a wonderful day, the sun shone and my family were with me to share it. I imagine it must be the first time anybody has spoken to The Queen about death watch beetles."



Dave with his MBE at Windsor Castle

Other news on the web

To read the following news items go to www.pestmagazine.co.uk

- Consultation deadline for wildlife general licenses
- Canada geese to blame for plane accident in New York?
- New Network high flying bird course
- Pest Control Portal gets a make-over
- Rentokil launches online pest guide
- CEPA European Pest Management Day 2008 event
- Exoset wins best new product award



New editor for International Pest Control

It was announced just before Christmas that Nigel Binns is to be the new editor of the bi-monthly agricultural and pest control magazine – *International Pest Control* (IPC).

Nigel takes over the role as editor from Rebecca Murphy who has been in post for a year, but has now resigned for personal reasons. Nigel is well known in the pest control industry, having previously been company biologist for Killgerr Chemicals, development director at Rentokil Pest Control and is currently president of the British Pest Control Association. In addition, Nigel also runs his own pest control company called Pestex Services based in Staffordshire.



Get set for PestEx

BPCA has announced that a series of seminars will run throughout PestEx 2009 which is to be held at ExCel in London on 22 & 23 April 2009. These range from business orientated events, to practical workshops designed for pest control technicians.

Details at www.pestex.org as pre-booking is requested.



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Protects re-infestation of mattress from surviving Bed Bugs and eggs remaining in the environment	Less labour intensive eliminates the need to re-treat the mattress other than the outer surface	Reduces time spent in environment searching for Bed Bugs and eggs associated with the mattress



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Pesticides are your products legal?

A three month long scheme has been introduced to allow the legal disposal of pesticide products which no longer hold a current product registration.

The scheme commenced on 1 January and only runs until 31 March 2009. You could be forgiven, however, if you have not heard about this excellent pesticide clean-up initiative.

Pest controllers' stores up and down the country may well contain products which no longer carry a valid product registration. These products could either be out-of-date or have had their approvals revoked, withdrawn or suspended – more than likely due to the rigours of the Biocidal Products Directive. It is illegal to sell, supply, store or use any such product. But if you do have any of these products in-store, what do you do with them?

Under the terms of this new initiative, called the **Public Health Pesticide Disposal Scheme (PHPDS)**, the three month long disposal window has been agreed with the relevant authorities. Initiated jointly by NPTA and BPCA, both organisations are keen to point out that at the end of this one-off 'amnesty' anyone caught with non-approved products in their store will be open to prosecution and a possible heavy fine.

So what do you do?

The first step is to check if any product you have is illegal. If not sure, look on the Health

& Safety Executive micro-site at <http://webcommunities.hse.gov.uk/inovem/inovem.ti/pesticides/index.htm>. Here, it is easy to check if a product is registered or withdrawn. (Sorry about the long web address but if you can, go to this story on the **Pest** website and click on the link.)

If you do find you have products which are no longer approved refer to the PHPDS website at www.phpds.org.uk where further instructions await.

Finally, to be somewhat critical, it is a shame the communication of this excellent initiative appears to have been so low-key. No doubt BPCA and NPTA have advised their own members, but what of the rest of the pest control industry, in particular Local Authorities and pest controllers who are not members of either association? To date, certainly the highest profile, but

Distributor	Their response
Barrettine	Ring Barrettine to discuss.
Industrial Pesticides	Customers should phone to discuss their position. IP is prepared to assist in disposal strategies as appropriate.
Killgerm	Offering free-of-charge disposal for customers returning product originally purchased from Killgerm.
Paragon	Encourages customers to make full use of the scheme. Happy to provide full information and advice so disposal undertaken properly.
SX Environmental	Has had a waste disposal system in place for many years. Pleased to assist customers with disposal of products originally purchased from them.

Campaign Against Illegal Poisoning re-launched

A new look, a new focus and a new website all feature in the re-launch of the **Campaign Against Illegal Poisoning (CAIP)**.

Originally introduced in 1991, CAIP is the publicity arm of the Wildlife Incident Investigation Scheme (WIIS), which monitors the impact of pesticides on wildlife. Managed by the Pesticides Safety Directorate (PSD), CAIP is funded by Defra and the pesticide industry.

The primary focus of CAIP is to promote best practice and avoiding accidental pesticide

misuse. It is also designed to curb illegal use of pesticides by helping improve the detection and reporting of poisoning activity.

Over the next three years the campaign will focus on preventing poisoning by educating pesticide users, including professional pest controllers, in correct and professional techniques to avoid accidental poisoning, and ensuring improved detection and reporting of poisoning cases.

Two of the first, high profile activities have been the creation of a new modern-looking



unintentional, promotion has been on the various pest control forum pages!

If stuck, the PHPDS instructions suggest pest controllers contact their distributor for guidance. **Pest** spoke to each of the main distributors. Here are their somewhat varied and often guarded replies: www.killgerm.com

logo as well as a dedicated CAIP website. The site is clearly presented and easy to navigate – a big improvement on the previous site which was well hidden within the massive PSD website.

In addition, the general public hotline number: 0800

321600 to report suspected poisoning incidents is boldly displayed.



Experts are on board

Here at **Pest** we are committed to independent and technically accurate reporting. To provide the technical expertise we approached 12 well-known and extremely knowledgeable individuals – each a leader in their chosen field. We are delighted that they all said yes. As well as reviewing articles our advisory board will be suggesting topics to cover and keeping their eyes and ears open for new developments and breaking news.

Adrian Meyer

Adrian graduated from Durham University with a masters degree in population dynamics and began his pest control career with the London Pests Unit in the mid 1970s. He worked with ADAS in the SE but also in the SW on the control of bovine tuberculosis in badgers before moving to the Central Science Laboratory in Slough where he stayed until he left to co-found the Acheta consultancy in 1995. He has worked in over 20 countries overseas, largely on vertebrate pest control issues in which he specialises. Amongst his publications are the 1993 and 2001 National Rodent Surveys, a WHO booklet of rodent control and he is an editor of the *British Pest Management Manual*.



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Prof Chris Feare

After 22 years with the then Ministry of Agriculture Fisheries & Food (MAFF), undertaking research on bird problems and their management, Chris set up his consultancy, WildWings Bird Management. He now offers advice and undertakes research on a wide range of issues concerning the interactions of wild birds and people, embracing pest control, sustainable use of birds, conservation and island rehabilitation.



Dr Moray Anderson

After studying zoology and entomology at the University of Glasgow, Moray was on the staff at the University of Birmingham from 1977 to 1996. During 1981/2 he was a Fulbright Scholar at the University of California, USA. In 1996 he joined the Killgerm Group as technical director. Since January 1999 he has held a visiting professorship at the Department of Entomology and Nematology at the University of Florida, Gainesville and an honorary senior lectureship in the Division of Environmental Health and Risk Management at the University of Birmingham.



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Prof Robert Smith

Rob lectured in applied zoology at the University of Reading before moving to Leicester University as professor of biology and more recently to the University of Huddersfield as dean of applied sciences. His main pest interests are biology and control of rodents and stored-products beetles. He edited the *Journal of Animal Ecology* for several years and has authored or co-authored 100 or so scientific publications including, with Dr Alan Buckle, *Rodent Pests and their Control*. Rob was for seven years an independent member of the Advisory Committee on Pesticides (ACP). He was the founding chairman of the Rodenticide Resistance Action Group and is currently a technical adviser of the Campaign for Responsible Rodenticide Use.



Paul Butt

Having trained for a farming career, Paul joined the Ministry of Agriculture Fisheries & Food (MAFF) in 1974 as a field officer. Since then he has worked for ADAS and the Department for Environment Food & Rural Affairs (Defra) and its agencies. Paul is currently a senior specialist with the Natural England Wildlife Management & Licensing Team.

He provides advice and guidance on wildlife management issues relating to mammals and birds. The work also includes investigating incidents where pesticides are suspected to have poisoned wildlife and other animals. Paul has a particular interest in rural rodent control and has participated in wildlife control programmes where disease outbreaks such as foot & mouth disease and avian influenza have occurred.



Richard Strand

Richard has over 30 years experience in the pest control industry having started with the then British Rail Pest Control Unit in Manchester. For 18 years he was executive director of BPCA where he gained valuable experience consulting with government departments on behalf of the industry. Having set up his own consultancy business in 2006, Richard writes a regular pest column in the *Sunday Times*. He is also a past president of CEPA and a director of PestFreeHome.co.uk. He is an active tutor and examiner for various industry bodies, including the RSPH/BPCA (Level 2) Certificate in Pest Control and is a technical services verifier for Lantra Awards.



Europe votes to tighten pesticide use

Often dismissed as bureaucratic and boring, we ignore Europe at our peril. **Pest** takes a closer look at a decision likely to impact on our business.

In Strasbourg on 13 January 2009, members of the European Parliament voted in favour of proposed legislation to restrict the use of agricultural pesticides. Although this proposed revision applies primarily to agricultural active ingredients, the pest control industry should take heed.

Currently all agricultural pesticides sold within the EU are governed by Directive 91/414/EEC. Certain activists have long argued that this Directive does not go far enough to protect human health and the environment, and that steps should be taken to reduce further levels of consumer and environmental exposure to pesticides.

Partly in response to such demands, the European Commission has drawn up plans to modernise pesticide laws – the proposed Thematic Strategy on Pesticides. In this there are two main pillars – one governing how pesticides are approved and the second covering how they are used. Both regulations would add further restrictions. In particular one result would be the use of an essentially arbitrary 'hazard based' assessment of pesticides as opposed to the previous scientifically-based 'risk based' assessment.

As with many EU pesticide regulatory matters, lobbying by affected parties has been extensive, even at the highest levels, including support from Prime Minister Gordon Brown plus a petition signed and submitted by 160 eminent scientists from around the world.

As a result of these proposed changes, the Pesticides Safety Directorate (PSD) estimates that anything from 14% to 23% of currently used crop protection products will be withdrawn. This would hit crop yields hard and force up the price of food.

So, how does all this affect pest control?

Readers should remember that insecticides used in public health are based almost entirely on crop protection, with production for public health usually a discretionary, often philanthropic, extra. In its recent report entitled *The EU's Nasty Bite* the Campaign for Fighting Diseases states: "Without the agricultural market, production for public health will almost certainly become unsustainable. A review of public health pesticide products by the Boston Consulting Group for the Bill & Melinda Gates Foundation estimated the total public health market was worth only \$750 million in 2006, or 1.3% of the total pesticide market."

Products withdrawn in agriculture would mean a further reduction in the choice of products available to UK pest controllers. By undermining demand for pesticides the proposed regulations will also reduce the incentives for the multi-national companies to invest in research and development of new insecticides. On a global scale, there would be a major impact on programmes to control vector-borne diseases such as malaria and dengue fever. Over one million people every year, mostly children under five, are killed by malaria. In addition, it seems likely that revised regulations will be introduced covering pesticide use in sensitive public areas, such as near schools, parks or hospitals. And if this were not enough, what does the future hold should the EU proceed to adopt the same criteria and apply them to the Biocidal Products Directive? As surely it will.

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Paul Butt

Having trained for a farming career, Paul joined the Ministry of Agriculture Fisheries & Food (MAFF) in 1974 as a field officer. Since then he has worked for ADAS and the Department for Environment Food & Rural Affairs (Defra) and its agencies. Paul is currently a senior specialist with the Natural England Wildlife Management & Licensing Team.

He provides advice and guidance on wildlife management issues relating to mammals and birds. The work also includes investigating incidents where pesticides are suspected to have poisoned wildlife and other animals. Paul has a particular interest in rural rodent control and has participated in wildlife control programmes where disease outbreaks such as foot & mouth disease and avian influenza have occurred.



Richard Strand

Richard has over 30 years experience in the pest control industry having started with the then British Rail Pest Control Unit in Manchester. For 18 years he was executive director of BPCA where he gained valuable experience consulting with government departments on behalf of the industry. Having set up his own consultancy business in 2006, Richard writes a regular pest column in the *Sunday Times*. He is also a past president of CEPA and a director of PestFreeHome.co.uk. He is an active tutor and examiner for various industry bodies, including the RSPH/BPCA (Level 2) Certificate in Pest Control and is a technical services verifier for Lantra Awards.



Europe votes to tighten pesticide use

Often dismissed as bureaucratic and boring, we ignore Europe at our peril. **Pest** takes a closer look at a decision likely to impact on our business.

In Strasbourg on 13 January 2009, members of the European Parliament voted in favour of proposed legislation to restrict the use of agricultural pesticides. Although this proposed revision applies primarily to agricultural active ingredients, the pest control industry should take heed.

Currently all agricultural pesticides sold within the EU are governed by Directive 91/414/EEC. Certain activists have long argued that this Directive does not go far enough to protect human health and the environment, and that steps should be taken to reduce further levels of consumer and environmental exposure to pesticides.

Partly in response to such demands, the European Commission has drawn up plans to modernise pesticide laws – the proposed Thematic Strategy on Pesticides. In this there are two main pillars – one governing how pesticides are approved and the second covering how they are used. Both regulations would add further restrictions. In particular one result would be the use of an essentially arbitrary 'hazard based' assessment of pesticides as opposed to the previous scientifically-based 'risk based' assessment.

As with many EU pesticide regulatory matters, lobbying by affected parties has been extensive, even at the highest levels, including support from Prime Minister Gordon Brown plus a petition signed and submitted by 160 eminent scientists from around the world.

As a result of these proposed changes, the Pesticides Safety Directorate (PSD) estimates that anything from 14% to 23% of currently used crop protection products will be withdrawn. This would hit crop yields hard and force up the price of food.

So, how does all this affect pest control?

Readers should remember that insecticides used in public health are based almost entirely on crop protection, with production for public health usually a discretionary, often philanthropic, extra. In its recent report entitled *The EU's Nasty Bite* the Campaign for Fighting Diseases states: "Without the agricultural market, production for public health will almost certainly become unsustainable. A review of public health pesticide products by the Boston Consulting Group for the Bill & Melinda Gates Foundation estimated the total public health market was worth only \$750 million in 2006, or 1.3% of the total pesticide market."

Products withdrawn in agriculture would mean a further reduction in the choice of products available to UK pest controllers. By undermining demand for pesticides the proposed regulations will also reduce the incentives for the multi-national companies to invest in research and development of new insecticides. On a global scale, there would be a major impact on programmes to control vector-borne diseases such as malaria and dengue fever. Over one million people every year, mostly children under five, are killed by malaria. In addition, it seems likely that revised regulations will be introduced covering pesticide use in sensitive public areas, such as near schools, parks or hospitals. And if this were not enough, what does the future hold should the EU proceed to adopt the same criteria and apply them to the Biocidal Products Directive? As surely it will.

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Behaviour led control

Boom or bust?

It's official. The UK economy is in recession. But, what's the mood in the pest control sector?
Pest editor, Frances McKim canvassed industry opinions.

Forecasts are mixed – what is bad for one sector opens up opportunities for another. One thing is certain – everyone is delighted they are not in basic manufacturing or luxury goods.

A survey by the Local Government Association has revealed that one in seven councils in England plan to make redundancies and 22% of councils have introduced a recruitment freeze. The position in Scotland and Wales is no better. Balancing the budget is proving difficult. Council tax rises are frozen. Income is down, in particular the collapse of the housing market has seen fees from developers and planning applications disappear. Demand for essential services such as help for the homeless, debt counselling, housing advice, employment services and child protection following the Baby P case has increased. All council activities are under the spotlight.

Erewash Borough Council has already taken the plunge. It dis-banded its pest control service in April 2008. Is this a taste of things to come? Paul Smith in the Environmental Health Team has responsibility for pest enforcement notices: "To my surprise, so far there has been no significant increase in the number of enforcement notices, but this may change. When we require any pest control work doing we have to go out to quote from local contractors."

It is hard to gauge the exact number of councils contemplating giving up, but another example is Peterborough City Council. In a good wasp year, the pest control team just about covers its costs, but the four-man unit is anxiously awaiting 25 February when the proposal to disband the service goes before council for final ratification. If approved, an outside contractor will be appointed.

Serious consequences

Commenting on these developments, Dave Oldbury, secretary of NPAP said: "The role of local authority pest control is to protect public health. In-house teams are the best option as they can be flexible and extend beyond the scope of any one individual, for example with block treatments of flats. Councils turning their backs on pest control may solve a short-term financial problem but at the expense of longer-term, more serious consequences."

Elsewhere in the market, the one prediction just about everyone agrees on is the likelihood of cash-strapped private householders (or those in areas where local authorities have thrown-in the towel) attempting DIY pest control. But with many pests, the chances of successful treatment are slim. Chris Parmiter from Barrettime Environmental Health feels the industry should unite: "All parties need to pull together – to emphasise to the general public the benefits gained by paying for good, professional pest control."

The other factor everyone agreed on is that the market in 2009 will depend very heavily on the season – might this be the good wasp year everyone has been waiting for?

Alan Morris from Bayer Environmental Science predicts that if there is an insect explosion, DIY pest controllers will admit they can't cope and call in the professionals. As for rodents, Martina Flynn at Sorex suggests that the colder winter has forced more rodents indoors with the result that the public's tolerance level of pests is likely to rise. Bruce Blything at Industrial Pesticides identified the growing number of empty retail buildings as a new pest control challenge. Richard Lunn from SX Environmental agreed: "Someone used to look after all those Woolworth's stores. If the sites are empty they'll act like rodent magnets leading to more business."

Big is not seen as beautiful. Contracts with the big commercial companies are likely to be squeezed – food companies, retailers and hotel chains will be looking to save every penny. As Mark Rawsthorne of Paragon points out: "There is always someone out there prepared to do it for less. In these cases it's professionalism that will win the day." Dan Gaskin, a partner in Acclaim at Market Harborough adds: "It's up to us to educate our customers so they appreciate what we do."

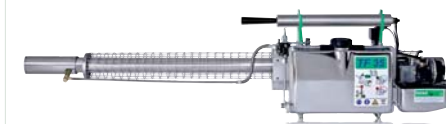
Professionalism and customer care are key

Private pest controllers generally felt that professionalism and customer care are key. Kris Plumley, managing partner in Alfreton-based ClearFirst Services said: "Companies who have put effort into caring for their customers will reap the rewards. But loyalty has to be earned. If your contract is based solely on price, you really need to ask if this is the right customer for you."

Personal service and attention to detail are also significant to Ricky Browning of Dorset-based Prevent Pest Control who said: "If you can offer personal service, organisations are prepared to give you a chance to prove yourself, especially if you can save them some money compared to the large national pest control organisations."

So, to conclude, it will certainly be a challenging year ahead. But it's not all doom and gloom – remember there are situations where legally pests must be controlled and, at the end of the day, not that many people are prepared to put up with pests.

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British Pest Control Association

Who do BPCA represent and when was it set up?

BPCA represents organisations with a professional or personal interest in the eradication, management and prevention of public health and nuisance pests and was formed in 1942.

What is the membership fee and who are the main officers?

Full members' subscriptions are based on annual turnover and range from £369 a year for a turnover under £50,000 up to £7,322 for a turnover over £5 million. BPCA has almost 400 full members. The current president is Nigel Binns, Martina Flynn is his deputy and Oliver Madge is chief executive officer.

How many employees do you have? 11.

What are your main objectives?

BPCA represents organisations with a professional and personal interest in the eradication, management and prevention of public health and nuisance pests.

What are the benefits of membership of BPCA?

We represent the interests of members to UK and European Government, consumers and related industries and explain the role of the industry in today's society. We provide structure, support and services to promote the development of member companies. We promote the potential and attract external businesses to supply goods and services at beneficial rates for members. We encourage, deliver, maintain and research the highest standards of professionalism within the industry.

What have been your most notable recent achievements?

We deliver benefits on a continual basis, e.g. seeing the whole industry adopt the RSPH/BPCA (Level 2) Certificate in Pest Control, increased communication with decision makers and involvement in the re-writing of the BRC guidelines – a first for the industry.

What are the critical issues facing UK pest control?

With extendable completion dates and heavy economic constraints, the Biocidal Products Directive has the potential to change the face and direction of this industry. The Service Directive will drive the Rome Protocol into creating a professional status for this industry.

What are your key objectives for the next one to two years?

BPCA is looking ahead to try to prepare members for future potential restrictions and ensure businesses have a solid understanding of the issues faced and to increase communication with key decision makers and influential bodies to provide a greater understanding of the services they should be looking to purchase and the competence required to deliver them. Short term objectives include incorporating CHAS within membership subscriptions, delivering financial benefits to members, including HR and H&S support, driving consumer awareness forward and increasing the 11,000 enquiries BPCA receives to pass on to members.

If BPCA could have one wish for the industry, what would it be?

Raise professional status and consumer understanding, but this will require a consolidation of views, not further diluting of the message in self-opinionated attempts to gain political advantage. All parties need to understand that collectively we can influence the future of our industry and raise the profile of professional service, but only together will this be achievable.

Is there anything else you would like to add?

We all want to rid the industry of cowboys and rogue traders, but to do that we need to raise the professional profile in order to create the clear distinctive gap. We are not a big industry and so we need to work in collaboration with each other, not try to influence with propaganda or personal crusades. We need one collective industry with common goals and objectives – including events and communication to all interested and related parties.

For more information visit: www.bPCA.org.uk



National Pest Technicians Association

Who do NPTA represent and when was it set up?

NPTA was formed in 1993 by like-minded technicians who felt that it shouldn't only be the large multi-nationals who had a voice. Membership today encompasses all levels of the industry from individual technicians to large companies and from consultants to local authorities. Distributors and manufacturers are also included. There are now 800 memberships enveloping many hundreds of technicians.

What is the membership fee and who are the main officers?

Fees range from as little as £40 a year for individual membership up to £285 for a servicing company or local authority with five or more people. The chairman is Barrie Sheard and John Davison is chief executive.

How many employees do you have?

One full-time and one part-time

What are your main objectives?

NPTA has always aimed to create and maintain vital channels of communication within the various sectors of the industry and with the wider community who benefit from our work.

What are the benefits of membership of NPTA?

Knowing you are part of a professional but approachable association with a team of directors who work hard on your behalf and without payment. Our constitution provides our members not only with excellent professional representation and expertise, but also cost effectiveness and value for money. Other benefits include specialist insurance packages, health plans, legal advice, use of logo in advertisements and much more.

What have been your most notable recent achievements?

PestTech, the only annual exhibition in the UK is among the accolades achieved. It is the largest one-day event in Europe and is now a major fixture in the pest control calendar. The media promotion achieved for our industry from the annual publication of the Rodent Survey Report which is now eagerly awaited by all in the media and public information industry.

What are the critical issues facing UK pest control?

The loss of many actives and the imposing influence from Europe. The growing power of ill-informed and bigoted individuals and groups who control how our work is undertaken, coupled with the apparent reluctance of those charged with enforcing environmental legislation to take action against those who do not belong to our industry. Also, with greatly reduced budgets local authorities are relinquishing one of their original aims, that of protecting the health of the public.

What are your key objectives for the next one to two years?

All of the issues listed above and more are on our agenda. In particular we are aiming to make NPTA's presence felt on the European front and to keep members informed about the rapidly changing legislative and cultural environments so members are better able to meet these changing needs.

Is there anything else you would like to add?

It must be remembered that with minimal subscription rates comes a limit to how much work can be undertaken, even with the dedicated team at NPTA House, only so much can be achieved. This is particularly important as 'pest control' covers such a wide range of activities and employs such a wide range of people, many of whom have differing and sometimes conflicting aspirations. Finally, without the continued support of our members and our subscribing members NPTA cannot move forward.

For more information visit: www.npta.org.uk



UK Pest Controllers Organisation

Who do UKPCO represent and when was it set up?

The UKPCO is a consortium of independent pest controllers and pest control businesses, independent of all other influence, with a limit to membership of five branches. There are 23 full members and five associate members made up of sole traders and small businesses. It was formed in 2004.

What is the membership fee and who are the main officers?

£35 a year including membership of BASIS PROMPT for CPD. The chairman is Andy Beddoes and membership secretary is Tony Baker.

How many employees do you have? None

What are your main objectives?

To provide an active organisation to promote and increase the professionalism and standing of the UKPCO membership. Members agree to maintain and improve their own knowledge and skills in pest management by adopting a system of 'Personal Professional Development'.

What are the benefits of membership of UKPCO?

Mentoring for associate members. Close co-operation between members to provide support for holidays and sickness and to assist each other on large projects. Low cost, quality in-house training. Loan of specialist equipment. General advice and assistance. Improving small traders' purchasing power. Business and social networking.

What have been your most notable recent achievements?

Getting the agreement of members to fully support Continuous Professional Development (CPD) which we believe is a first in the UK pest management industry. Assisting in lobbying Government on the burning and burying of dead rodents. Agreeing a Code of Practice with the Royal Pigeon Racing Society on the culling of feral pigeons. The introduction of in-house training days.

What are the critical issues facing UK pest control?

The Rome Protocol, European Biocides Directive, the increasing trend for local authorities to charge for rat/pest control and not comply with their statutory duties, the credit crunch forcing more people into DIY pest control and the sale of 'professional use' pesticides to people who are not trained and competent.

What are your key objectives for the next one to two years?

To increase our membership, to improve both the knowledge, training and professionalism of members and the perception and image of the professional pest controller in the eyes of customers and legislators.

If UKPCO could have one wish for the industry, what would it be?

That the different strands of the industry including, trade associations (BPCA and NPTA), manufacturers and suppliers, NPAP, and Government could work together for the overall good of the industry.

Is there anything else you would like to add?

UKPCO is not a trade association, nor does it wish to compete with BPCA or NPTA. Indeed we hope to complement and support them in the various issues currently facing the industry. Most members of UKPCO are also members of BPCA and/or NPTA and we are pleased that the UK's main pesticide manufacturers and suppliers support us in many ways. The UKPCO has a very active web-based forum where members and guests can raise and discuss the many and varied issues relating to pest management.

UKPCO also welcomes the arrival of **Pest** and **Pest+**, which will ensure we are kept up to date on a regular basis.

For more information visit: www.ukpestcontrollers.org



Who's Who?

A review of Industry Groupings

The UK pest management industry may be relatively small but the array of organisations, associations and groupings of one kind and another that it supports can be confusing. In this feature we summarise what each of the main groups stands for, what it costs to join and where its priorities lie for the next couple of years.

As the industry's only independent magazine and e-news provider, **Pest** is uniquely placed to guide you through the morass of acronyms. Should you be involved with BPCA or NPTA? Do you need to know more about SOFHT and NPAP. What about CIEH and the Pest Liaison Groups, how do they fit in? Then there's UKPCO, should you be with them? Finally there's the newest of them all, launched on 16 January, what is PWIPM?

We sent a questionnaire to each of the major groups, the British Pest Control Association (BPCA), the National Pest Technicians Association (NPTA), the UK Pest Controllers Organisation (UKPCO), and to the Chartered Institute of Environmental Health's (CIEH) National Pest Advisory Panel (NPAP). We also asked David Oldbury from NPAP to outline the role of the Pest Liaison Groups.

The information which follows is based on their replies. Some of the groups have relatively simple objectives and structures, others are more complex and see their mission as being much more all embracing. All of them claim to cover communication, both within the industry and with those outside it, and are seeking to improve professional standards and the status of the industry in general.

Before we go onto the main groupings however, it's worth mentioning two others that you are likely to come across.

The Society of Food Hygiene and Technology (SOFHT, pronounced Softy) was set up in 1979. Like



CIEH, SOFHT has a diverse membership covering all those involved in food hygiene and technology issues including food manufacturers, retailers, caterers, Environmental Health Officers, suppliers to the food industry, consultants, research organisations, training bodies and students.

Pest control is only a small part of the Society's remit but if you offer contacting services to the food sector or are thinking of getting involved it's worth visiting www.sofht.co.uk to find out more.



Professional Women in Pest Management

(PWIPM) is the newest industry grouping. Launched on 16 January 2009, the group is based on the very successful US initiative of the same name but with a UK twist. Membership is open to any women working in the sector – technicians, biologists, administrators, managers, marketers, consultants, researchers and so on.

The group aims to develop, mentor and support women in pest management so that they can learn from each other and share experiences and challenges. Visit: www.pwipm.co.uk

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ANALYSIS
Industry groupings

Chartered
Institute of
Environmental
Health

Local Authority Groupings

The Chartered Institute of Environmental Health (CIEH) is the professional voice for environmental health in England, Wales and Northern Ireland. It ensures the highest standards of professional competence in its members, in the belief that, through environmental health action, people's health can be improved.

The CIEH represents over 10,000 members working in the public, private and non-profit sectors. Many local authority Environmental Health Officers, including those with pest control responsibilities, are members of CIEH.

In Scotland a similar role is played by the Royal Environmental Health Institute of Scotland (REHIS). REHIS has over 1,000 members of whom the majority are Environmental Health Officers employed by Scottish local authorities. Membership is also open to other professionals with an interest in environmental health.

The CIEH National Pest Advisory Panel (NPAP)

Who do NPAP represent and when was it set up?

NPAP is an expert advisory panel. Its 20 members are all pest management experts from within the environmental health profession, the wider pest management industry and academia, as well as from government agencies. It was formed in 2001.

What is the membership fee and who are the officers?

Membership of NPAP is by invitation only. There is no membership fee. The current chairman is Dr Stephen Battersby with David Oldbury as secretary.

How many employees does NPAP have? None

What are NPAP's main objectives?

Prime objectives are to raise the profile of pest management in the UK, establish channels of communication between industry, Government, local authorities and academia, improve standards and provide expert advice to Government departments and agencies via the CIEH. NPAP also seeks to identify and promote the research needs of pest management.

What have been your most notable recent achievements?

NPAP has worked hard to raise the profile of pest management issues within the environmental health community and has succeeded in doing this at high levels of political debate e.g. the recent WHO book launch at the House of Commons.

What is the most critical issue currently facing UK pest control?

The impact of climate change on pest management.

What are your key objectives for the next one to two years?

To conduct the local authority pest management survey; to analyse the results and make recommendations to Government on its conclusions. To provide guidance on pest management best practice.

If NPAP could have one wish for the industry, what would it be?

That Government start to take seriously the issue of pest management and its implications for public health.

For more information visit: www.cieh.org/policy/npap.html

Pest Liaison Groups

Many pest controllers working in the local authority sector can become members of their local **Pest Liaison Group**. These groups provide an excellent forum for the sharing of good practice. Nationally there are 20-25 established groups and most regions have one although there are some gaps, most notably around Birmingham and the Midlands. Some groups are much more active than others. Membership criteria are set by the individual groups so some charge a fee, some allow members from outside local authorities. It's basically down to those involved to agree what they want and how frequently they want to meet. Contact NPAP for details of your nearest group.

I'm a Pest Controller and I'm OK...

Russell Goodbourn wants to be a pest professional. He's been to PestTech and completed the five-day Warwick course. But what's he found out and is he still as enthusiastic about joining our industry? **Pest** asked him to outline his first impressions.

I'm Russell and my current occupation is artist blacksmith. 'So what', I hear you say, and 'no' I don't make horseshoes, before you ask. If I had a pound for every time someone asked me that I'd have..... well enough for a small shed in Surbiton.

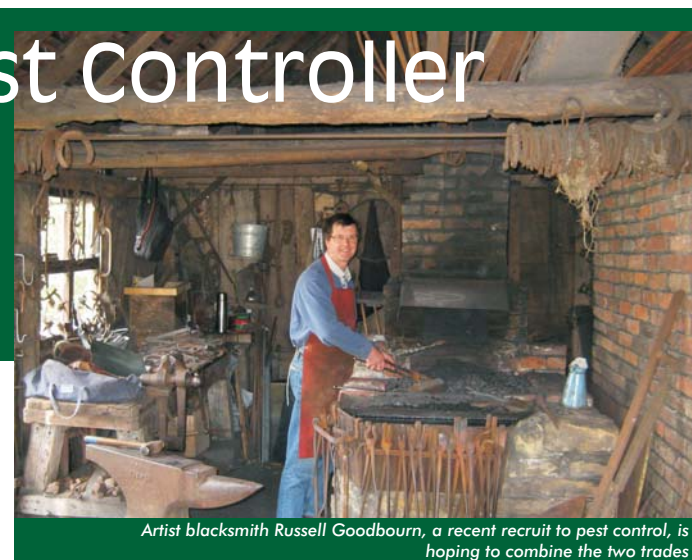
The recession has hit my one main customer – a high profile garden structure supplier who shows at Chelsea and the like. This has forced me to think about alternative income. I am in the luxury market and luxury is low on the list right now.

So I thought, I need something that is recession proof. I need a more stable income. I don't want to employ people, if possible. I want low start-up cost. I can't afford too long to train. I want people to need me. I enjoy a problem. I want to do a good job. I need the work not to be too heavy, as I'm not getting any younger.

After brainstorming with my girlfriend, during which came mention of the two wasp nests I had removed for her, I thought, what about pest control? It filled pretty much all the criteria. So, where on earth to start. As a member of the public, all I had encountered was a rat man who put some poison down once and never came back.

Good old Google provided the BPCA and so I contacted them. At the same time I realised that there was a show coming up soon – PestTech. So I thought, I'd best get myself up to that to get a flavour of the industry.

Well...on entering the show I was astounded! The sheer size and variety of



Artist blacksmith Russell Goodbourn, a recent recruit to pest control, is hoping to combine the two trades

products and services. I had no idea, there was so much effort involved. I wandered around with my badge feeling rather lost, as I suspected that most there were in the industry and I was an obvious outsider. But I'm of an age now where looking cool is not that important so I engaged some of the stands in conversation, especially the ones with the nice looking girls of which there were quite a few. (I wonder where they got that idea)... Well I managed to avoid the sticky board and spring trap, because they very quickly realised I didn't know what I was talking about.

Next step I thought was to get something to make me more saleable, so back to the BPCA who were initially offering a 10-day and a five-day course. I decided that I was serious about having a go at this, so I enrolled as a Probationary Member of BPCA. I tried to enrol on the 10-day course, but that had been cancelled, so I went for the five-day instead – which is basically the 10-day with no practical.

I travelled up to Warwick University on a freezing afternoon. It was easy to find. The accommodation was basic, but clean and warm. The food was excellent. The lectures ran from 8.30am until 7pm. Criekey, I'd never worked that long even when I was at... well never really. There were 60 students. I would say 95% were already in the industry. The age range was broad, 20s to 50s. The sex ratio was much as I expected – about six women!

As soon as the lecturing started I was just fascinated as to how much there was to this

Can you help Russell?
Based in Billingshurst, West Sussex, Russell is looking either for part-time pest control employment or a company willing to give him some 'on the job' experience. If so, contact Russell on Tel: 01403 822556.

subject and how much the lecturers enjoyed their subjects. The two hour exam on the last afternoon was just like being back at school. Deafening silence and total concentration. I hope I passed. Won't know until February.

Looking forward I would like to keep the ironwork going if possible and combine the two trades.

Speaking to the other candidates during the breaks, I was really encouraged to discover how much they enjoyed the work. I thought: "I think I've made a good choice here."

As an outsider who's now got some inside knowledge I'd like to leave you with this observation. Having gone through all the spiel about Health and Safety (assess the risk, wear the correct gear, use the correct equipment, choose the right chemical, work safely, keep records, bait properly to avoid resistance and safely to avoid non-target species) – what do the same powers that enforce all of the above allow? For any member of the public to waltz into any hardware store and buy many of the same chemicals with no knowledge of how to use them...Derrrr! Watch out for dumb animals!

MY VIEW
New to pest control

Rodent Control Challenges

Urban rat and mouse control is posing particular challenges for pest controllers throughout the UK, according to the first-ever national study of rodent control practice undertaken by the country's leading rodenticide manufacturer, Sorex.

A cross-section of more than 200 local authority and private pest controllers were involved in the 2008 study, designed to identify the key challenges facing professional controllers, their rodenticide and bait preferences, and control practices. Urban pest control is the primary focus of the vast majority of participants, with only one in 10 devoting the bulk of their rodent control time to rural problems. And they divide their time almost equally between tackling rat and mouse infestations.

Overall, the benchmark study, conducted during autumn 2008 as part of Sorex's behaviour-led pest control initiative, reveals that around three quarters of pest controllers are finding both rat and mouse control more of a challenge these days.

What is more, over a third consider the increased challenge to be significant in each case, with a third of these assessing it as markedly greater. At the same time, over 90% report higher levels of rat activity in recent years, two thirds of these rating the increase as significant.

Higher levels of mouse activity are reported

by just under 80% of controllers, with over a half of these seeing a significant increase.

"More frequent infestations and longer baiting periods are identified as key challenges by more than four in every 10 professionals," explains study co-ordinator, Martina Flynn of Sorex.

Bigger infestations

"Over a third highlight a greater need to protect non-target species and bigger infestations as particular challenges. And more than a quarter mention less good bait consumption, greater quality assurance demands and less predictable patterns of infestation (Figure 1).

"The fact that so many PCOs are seeing more frequent and larger infestations is hardly surprising given the extent to which both rat and mouse activity appear to have grown in recent years," she notes.

"Higher populations explain the longer baiting periods being encountered too.

"Together with the greater scale of infestations, less good bait consumption and less predictable patterns of infestation may

also reflect a shift in rodent behaviour in response to increasingly evident climate change.

"Milder winters tend to make rats, in particular, less noticeable as external food sources remain more plentiful, allowing them to stay further away from the danger presented by humans. This means problems may not be reported and control measures initiated until populations are considerably larger than in the past.

"Equally, the generally warmer springs and summers we've been experiencing in recent years have enabled greater population build-ups, while intense periods of unseasonally heavy rainfall have disrupted external foraging activity on several occasions.

Bait security vital

"The increased biological challenge hasn't been made any easier, of course, by the growing need to protect non-target species from rodenticides," Martina observes. "Vital as it is to ensure the greatest bait security, the natural wariness of rats means this can seriously depress initial bait uptakes unless managed well; especially where alternative food sources are quite plentiful."

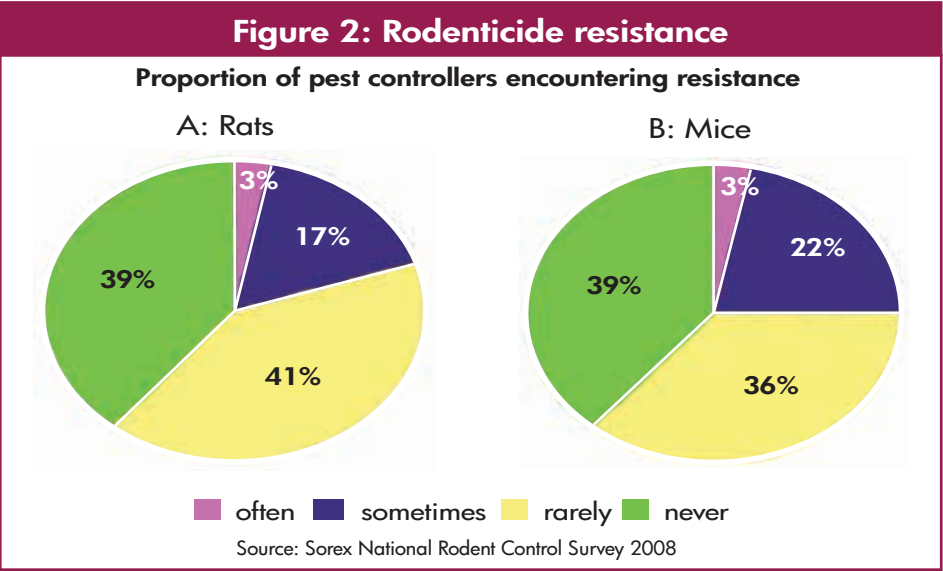
The Sorex study shows most professional pest controllers currently employ at least two active ingredients in their rodent control. Bromadiolone and difenacoum are preferred for rat control, with difenacoum standing out as clearly the most popular rodenticide for mice.

Difenacoum is used by around half of PCOs for both rats and mice while bromadiolone is far less widely used with mice than rats – brodifacoum being relatively more important in this application.

Wheat is the clearly preferred bait base for rat control, being used by three quarters of all PCOs, ahead of blocks employed by just over half and pasta by one in ten.



Study co-ordinator,
Martina Flynn of Sorex



In contrast, blocks are the bait of choice in mouse control, with wheat baits used by a quarter and pasta, gel and canary seed baits each by more than one and less than two in every 10 controllers.

Resistance uncommon

"Despite the relatively narrow range of active ingredients available, rodenticide resistance continues to remain a thankfully uncommon and isolated challenge," points out Martina.

"Less than a quarter of the pest controllers in our study encounter it other than rarely in either rats or mice, and around 40% never come across cases at all. (Figure 2).

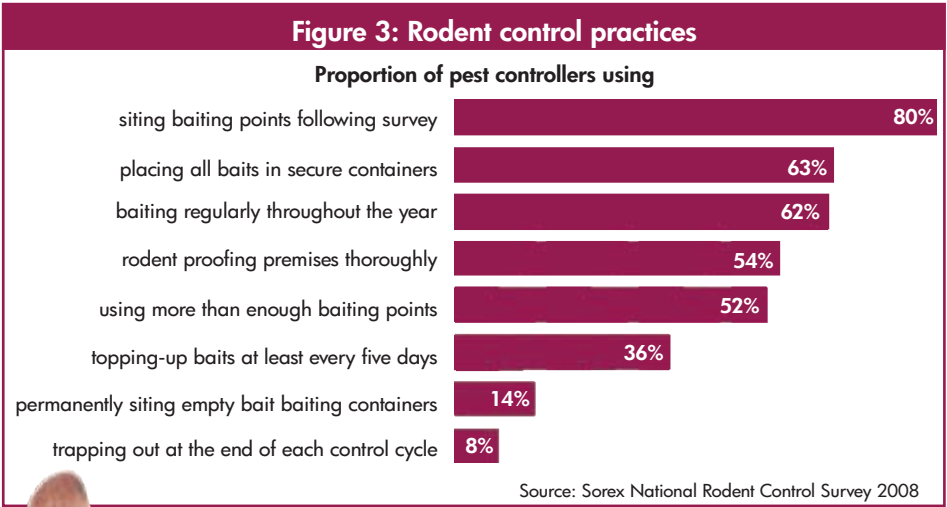
"Our study also reveals most pest control professionals are employing the main elements of recommended best practice in their rat and mouse control.

The vast majority site baiting points following survey, while the bulk also place baits in secure containers, rodent proof premises thoroughly and use more than enough baiting points.

"At the same time, however, the results highlight a number of opportunities for responding to increased rat and mouse control challenges through improved baiting practice (Figure 3).

"In particular, topping-up baiting points frequently is more important with larger populations," stresses Martina. "In many cases more and better-sited baiting points can make all

the difference. And with rats, permanently siting empty bait containers so they get used to them, can vastly improve immediate uptakes once baiting starts. "The less

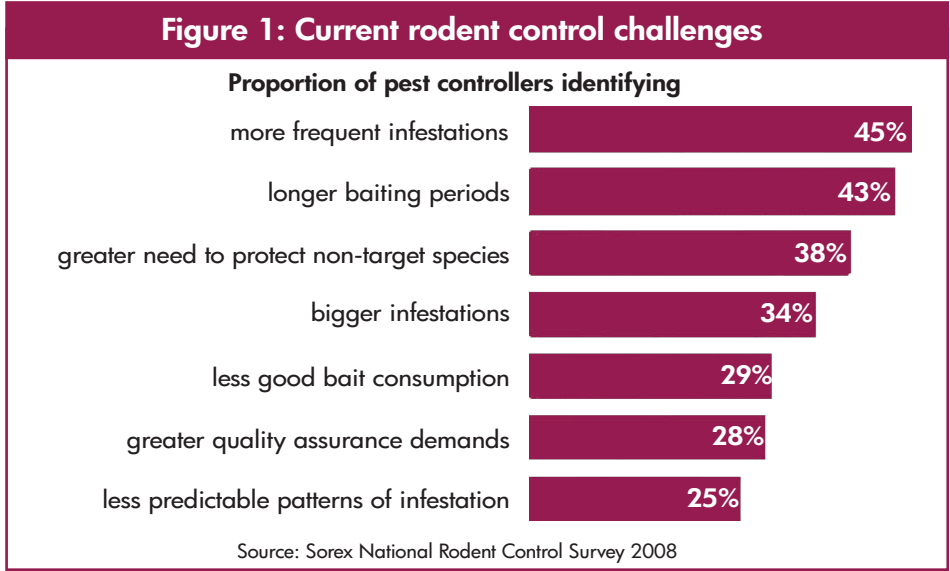


predictable pattern of many infestations today is probably best countered by programmes involving regular baiting throughout the year, rather than only when rats or mice become especially noticeable – by which time populations may well have built-up to very challenging levels.

"We also strongly recommend using the latest foraging technology baits proven to be more appealing and arresting to rats and mice as these encourage the faster, more reliable uptake of a lethal dose of rodenticide.

"I'm glad to say our study shows that such improvements in control practice are well-appreciated by today's PCOs," she says.

"Indeed, three quarters would change their bait type to improve control, with significant proportions also looking to closer monitoring of rodent activity, using more baiting points, better bait point siting and more frequent topping-up of baits."





International insect expert
Clive Boase

Bedbugs

fascinate in Budapest

International insect expert, Clive Boase (a member of the Pest technical advisory team), with expert assistance from Sheffield University's Richard Naylor, led a fascinating workshop on bedbugs at the International Conference on Urban Pests (ICUP) 2008 in Budapest last July. Here Clive draws together the key strands from that session.

Over 220 delegates from around the world attended the ICUP conference which is held every three years; this time in the Hungarian capital, Budapest. Bedbugs certainly played a leading role with presentations from Australia, the USA and Europe. One of the many new additions to the programme was a series of participative workshops. The bedbug workshop, at the end of the conference, provided the ideal opportunity for detailed debate on bedbug issues.

The workshop was very well attended with nearly 100 people involved. Participants included many of the key players who are working to tackle the problem of global bedbug resurgence. They included leading manufacturers of bedbug control materials, international pest control companies, involved daily in bedbug prevention and control, and some of the academics who have contributed to the development of our knowledge and understanding of current problems.

The workshop took the form of discussion on a number of pre-set questions or themes. The participants were divided into three main sub-groups: academics i.e. those working in university or similar public funded organisations; practitioners, i.e. those providing a practical pest control service, and



manufacturers and distributors, i.e. those involved in the development, production and supply of pest control materials.

Given the numbers of people involved, each of the sub-groups was in turn divided into smaller groups of four to eight people to allow for individual contributions. Although restricted in time the topics generated often intense discussion and certainly kept everyone involved.

To summarise and report on such an event presents challenges. The workshop structure was designed to encourage participation and there were almost as many views as participants, with groups often agreeing to differ on certain topics.

The strength of the workshop was to a large extent in the dynamics of the discussion between participants from across the world, rather than in establishing agreement and clear ways forward. Nonetheless this article attempts to summarise the diversity of the debate, not so much as to what was said on individual topics, but in how the discussion provides a direction to addressing the strategic issues of bedbug control.

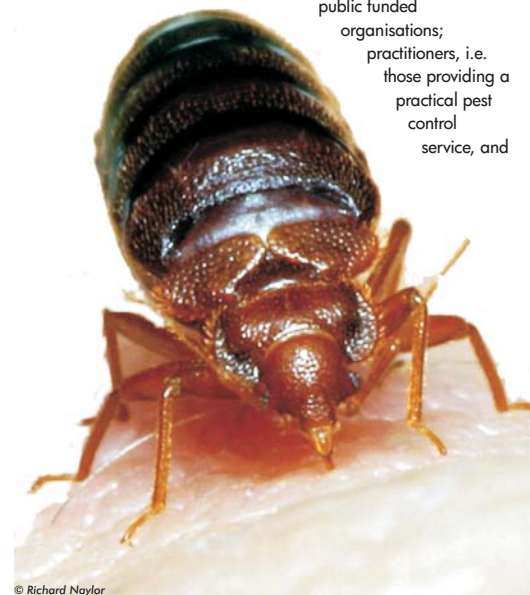
As far as possible this account does not attempt to critique the answers, but simply to present them for readers to consider and evaluate.

Causes of the recent increase

Establishing the cause or causes of the recent increase in bedbug problems is a fundamental step towards identifying solutions and turning the upsurge into a decline.

It is a measure of the apparent complexity of the bedbug problem, of regional differences, and of the diversity of interpretations of the available evidence, that this topic generated as much discussion in Budapest as it did.

The reasons most often listed were, 'insecticide resistance', 'international travel and immigration' along with 'loss of



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knowledge and experience' among both the public and pest control staff.

Other explanations proposed included 'loss of effective insecticides', 'changes in the use pattern of insecticides', 'lack of information about bedbugs' and social issues such as 'quality of housing' and the role of 'socially disadvantaged' communities.

The discussion on this topic was particularly interesting. Despite recent research, for most of the participants, the causes of the upsurge have not become more focused, but have fanned out. Reasons that make bedbug control difficult, continue to be bundled up with reasons for the upsurge, despite the possibility that the two often may be unrelated.

Fixing the problem

Customer oriented solutions

The role of socially disadvantaged communities in bedbug problems was recognised by both academics and practitioners.

The view was that such communities, for a variety of reasons, were not well equipped to respond effectively to bedbug infestation. As a result these communities sometimes became reservoirs of infestation. Targeted ways of addressing this situation, including better information and the possibility of offering free or reduced cost bedbug control services were highlighted.

Appropriate and full preparation of rooms prior to treatment was seen as key to obtaining good results, particularly in domestic properties. Provision of preparation checklists for residents was also felt to be useful, coupled with the option of refusing treatment if preparation had not been carried out.

In some housing developments, preliminary meetings for residents at which such issues were explained and discussed were suggested as effective ways of raising compliance.

An alternative route to gaining compliance among both residents and those with responsibility for residential property was the use of statutory tools. It was suggested that if bedbugs were made notifiable pests, this would provide great assistance in defining problem areas.

Clarification of the individual responsibilities of the municipality, landlord, tenant and homeowner to deal with infestation, was also seen as important.

If responsibility for identifying, reporting and controlling bedbugs was clarified, then a legal requirement for properties to be certified as free-of-infestation could help address the problem. This was felt to be particularly true for rented properties which can act as reservoirs of infestation.

Raising customer awareness of the impact of bedbugs was felt to be important. Customers who recognised the value of bedbug control were normally able to provide sufficient resources to ensure that the problems were addressed and eliminated.

Information and training needs

All groups identified good information and information flow as key to improving the effectiveness of bedbug control. Pesticide manufacturers felt that they had reasonable feedback from the larger pest control organisations, but lacked good communication with smaller pest control organisations, who are often those more involved with domestic pest control.

The pest control organisations themselves thought that, overall, the quality and amount of information available to them was improving. However they expressed a view that it is sometimes difficult to separate the 'good' information from the 'poor' i.e. the facts from the urban myths.

The academic groups felt that they needed more information from manufacturers and that there was still a need for Codes of Practice for bedbug control.

In terms of the quality of bedbug control work and the training necessary to carry out effective bedbug control, both manufacturers and academics thought that there had been a decline in the quality of practical bedbug control compared to earlier decades and that standards needed to improve.

Internationally the situation was, they felt, better in Australia and the USA, but there was room for improvement in some areas of Europe. Both theoretical and practical training was felt to be important. Pest control practitioners suggested that certification of technicians would improve standards.

Technical solutions

If there was one area that the workshop was in full agreement, it was in the urgent need for an effective and appropriate bedbug monitoring system.

Currently, slow and, partially ineffective, manual inspections hinder the full inspection of premises, resulting in missed infestations. This in turn results in infestations that escape treatment and so remain available for dispersal to new sites.



Participants felt that raising customer awareness of the impact of bedbugs was a step in the right direction



The workshop followed several presentations in which bedbug resistance to commonly used insecticides was mentioned. It was not surprising therefore that all three groups raised 'reducing the impact of resistance' as an important part of resolving bedbug problems.

Practitioners and academics flagged up new effective products as the solution, while manufacturers, perhaps knowing that new compounds are not immediately available, suggested that the answer lay more in new formulations, mixtures, use of synergists and changes in application technique.

Interestingly, only the manufacturer group suggested 'Integrated Pest Management' and 'resistance management' as potential solutions. Whether this was an oversight on the part of the others, or indicated a feeling that resistance management is not a practical way forward, was not determined.

The role of non-insecticidal techniques was discussed. The feeling was that, although these contributed to bedbug control in many situations, insecticides would remain the main thrust in most.

In addition to solutions based on changes in control techniques, better understanding of the bedbug itself, particularly host location,

dispersal and the role of alternative hosts, were seen as areas of research that might come up with new approaches to control.

Earlier presentations at the conference reported on the poor effectiveness of some insecticide products against bedbugs and there was a mood among some participants that the short-term future of bedbug control was bleak.

However one interesting thread of discussion that emerged was the difference in perspective of bedbug control practitioners with the other groups.

In general it was felt that creative bedbug control organisations which were committed to providing an effective service would develop control systems, despite the reported limitations. In other words, market forces would drive the development of effective technologies, despite (or perhaps being informed by) the limitations reported by research.

To conclude, the workshop was an attempt to involve all participants in the fight to control bedbugs and to encourage them to contribute their views and opinions. To that extent the workshop was very successful.

Capturing and analysing qualitative information is not something that comes




Richard Naylor of Sheffield University assisted Clive in running the workshop

easily to conventional scientific conferences.

There is no better way to experience the debate than attending yourself. So, mentally jot down the date of July 2011 and, noting the venue, Brazil, get along to the next ICUP event.

To read the full text of all formal presentations at the 2008 Conference, and at all previous ICUP Conferences, visit the ICUP website: www.icup.org.uk.



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David Cain of Bed Bugs speaking in London in December

A passion for Bedbugs

The article *Bedbugs fascinate in Budapest* (see pages 19-21) detailed the key points emerging from the ICUP bedbug workshop which involved the majority of key international experts on this pest. Attending a one-day seminar organised by one individual company, Bed Bugs Ltd, provided a stark contrast. **Pest** editor Frances McKim reports.

This one-day event held on 15 December 2008 in Central London was organised by David Cain, managing director of London-based Bed Bugs Ltd (www.bed-bugs.co.uk).

Unlike most pest control operations, this company deals exclusively with one pest, bedbugs, and it treats their eradication with a passion verging on manic. However, as other inspired leaders have discovered, their personal drive and determination can sometimes lead to frustrations and the 'breaking of eggs' along the way. An interesting day was in prospect.

First up, bedbug infestation data was presented and discussed. This data had been acquired by Bed Bugs Ltd from the London Borough pest control units under the Freedom of Information Act 2000. Out of a total of 32 Councils, 20 supplied data, although several did not record it in the appropriate form, and the balance did not reply.

One major problem when analysing the information soon became apparent; the variation in what was recorded and saved, often in non-complementary ways. Although the data could be analysed down to individual post code area, no allowance was made for the pest control charging policy of each Authority, a factor which can greatly influence the number of infestations reported.

Even so, once plotted the data revealed clearly identifiable 'hot spots' and also ribbons of heavy and rapidly increasing infestations which David Cain has christened 'corridors of infestation'. When examined, claims David, these corridors, appear to follow transportation links, for example bus and train routes from Gatwick airport.

In some areas of London David maintained that bedbug infestations had risen by between 300% and 1,500%. He said: "If we don't grasp the extent of this problem today, then it will only be a matter of time before we get back to the 1930s levels when one third of all London dwellings were infested with bedbugs, I measure that time in months, not years."

Two types of infestation

David has identified two types of bedbug infestations – single and local exposure events.

The single exposure event comes about when an individual is exposed a single time to an established infestation – for example in a hotel bedroom, picked-up on bags whilst travelling, from an item brought into the home or from a guest or visitor. David's view is that public education and checking for these pests is key if infestations are to be avoided.

On the other hand, local exposure events are a harder nut to crack. Individuals may come into regular contact with a bedbug source – from adjoining properties, from public spaces such as bars and restaurants, public transport, regular visitors or even at religious meetings. Here there is a need for public screening and inspections, as well as increased awareness levels.

Echoing one of the recommendations from the ICUP workshop, David called for bedbugs to be awarded notifiable pest status – only by doing this will infestations be accurately monitored and analysed. Hot spots could be quickly identified, as would the operations of any rogue pest controllers or 'spray and pray' merchants.

"If we don't grasp the extent of this problem today, then it will only be a matter of time before we get back to the 1930s levels when one third of all London dwellings were infested with bedbugs," warns David Cain

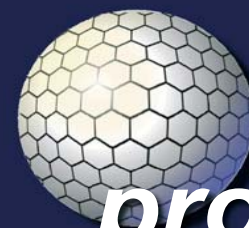
Education of certain key workers was called for. For example refuse collectors and social workers could act as extra eyes and ears on the ground, community groups for non-English speakers and religious groups to help overcome communication and social barriers.

When it comes to treating bed bug infestations, David stressed that the pest controller needs to think more like a forensic scientist so as to get to the root of the problem. He said: "Bedbug control requires extremely high specification work and co-operation between all parties."

Treatments offered by Bed Bugs include both on-site and off-site treatment of personal possessions and a soon to be introduced bedbug sniffer dog service. David remained unnaturally coy when asked what chemical treatments he employed and if resistance to the more traditional pesticides posed any sort of problem.

As far as success goes, David claimed that via his methods 60% of all infestations were eradicated in a single treatment, rising to 89% with two treatment cycles.

Again echoing the ICUP workshop, David pleaded for improved detection of infestations with the use of monitors. He hinted that 'passive' and 'active' monitoring devices were in the final stages of development by his own company.



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Squirrel Control

generates unexpected sideline

Northumberland pest controller, Paul Parker has one ambition. Simply it is to totally clear grey squirrels from a buffer zone to protect the red squirrel population in the giant Kielder Forest. In doing so, he has created an unexpected, money-making side-line – the sale of the captured squirrels for squirrel meat. Paul Parker talked to Neil Ryder.

A major programme, the Red Squirrel Protection Partnership (RSPP), is working to control and manage the grey squirrel population in a buffer zone south of Kielder Forest – a stronghold of the native red squirrel. The programme has culled over 28,000 grey squirrels since January 2007.

Paul Parker, a Northumberland pest controller working with RSPP has linked up with a local game dealer to meet a growing demand for grey squirrel meat to sell to leading restaurants and at farmers' markets. The meat has been compared to rabbit but with a much more distinctive 'gamey' flavour.

"We deliver the trapped squirrel carcasses to the game dealer on a daily basis. The extra money is useful, but does not make a great difference. There is nothing new here. People have always eaten squirrel, the major difference is the larger quantities involved. We also sell rabbits and pigeons in the same way," explained Paul.

The combination of Paul's pest management work and squirrel meat sales has led to him become something of a media personality having featured in a *Guardian* newspaper colour supplement and in a Channel Four TV documentary screened on 6 February.

He believes that it is important for pest controllers and the pest control industry to be seen to be as transparent as possible about their work and, while this work inevitably involves killing animals, that this is done in as humane a way as possible and is necessary to protect both humans and, as in the case of grey squirrels, other important species.

Based at Throckley, Newcastle-upon-Tyne, 44-year-old Paul has a lifelong interest in wildlife and vermin control.



Paul Parker's van leaves no doubt as to his line of work!

"I have had ferrets for as long as I can remember going back to when I was four or five years old. It started by using the ferrets to catch rabbits. Then a friend keeping chickens asked if I could use my ferrets to clear rats from around the chicken huts. I did this and he gave me £20. I thought this was great. I was getting paid for something I really liked doing and decided that this was something I wanted to do as work.

"After school I became a roofer by trade, doing pest control work alongside this. I did pest control work for a range of customers, including local councils becoming a full-time pest controller about five or six years ago.

"Then, two years ago, I was asked by Lord Redesdale, a local landowner and Liberal Democrat politician, if I would work with the Red Squirrel Protection Partnership. The aim of the project is to create a buffer zone south of Kielder Forest, a key stronghold of the native red squirrel, by greatly reducing the grey squirrel population preventing grey squirrels from replacing the red squirrels in the forest," he said.

"We started by buying some cage traps, which are similar to traps used for mink, but quickly found a problem with the springs which trigger the door as these were too strong for use with squirrels. The tension in the springs meant that we spent up to 20 minutes setting up a single trap finely enough for squirrels.

"After two or three weeks, I suggested to Lord Redesdale that I should design our own trap. This is a gravity operated trap that is 23in long and 6in by 6in section with a very smooth action which can be set finely.

"It is set on an angle to enable the mechanism to work by gravity alone. Hazelnuts are used to attract squirrels to the trap with a few hazelnuts placed in a red dish to attract the squirrel into the trap itself which then closes behind it. Squirrels are killed humanely using an airgun at a 45 degree angle to the back to the head. The angle is important if the squirrel is to be killed quickly.



The vertical tunnel containing an approved spring trap gives a clean kill. It is designed to hide the whole of the squirrel away from public view

No way back! Drilled hazelnuts on a wire entice the squirrel to the trap entrance. Hazelnuts are the only bait used by Paul Parker to attract grey squirrels



"The Forestry Commission suggested that the traps should be covered in woodland, but I just place them blatantly on private land. Squirrels are curious animals using eyesight alone to explore and find food so soon want to investigate anything new, including traps.

"I have also designed and used a secure vertical tunnel containing a spring trap to be placed on tree trunks, or possibly on the top of walls and fences. These are wooden boxes 9in long to be able to take a squirrel including its tail, 8in wide and 6in deep with the trap in its base killing the squirrel instantly by closing on its neck, or possibly the body.

"We do not wash our traps as the scent of grey squirrel urine and droppings helps attract more grey squirrels and no red squirrel will go where there is scent from a grey squirrel. If there is any chance of attracting or capturing a red squirrel by accident, only live capture traps are used. Some people disinfect their traps after use believing this will limit the spread of squirrel pox, but there is no scientific evidence to support this," he said.

"It is not just a matter of clearing grey squirrels, but a case of ongoing management. It takes about nine weeks for grey squirrels to repopulate an area that has been cleared and simply left. The ideal would be to have a buffer zone split into three areas which are cleared in rotation.

"The Red Squirrel Protection Partnership has been run on a shoestring, really just covering my wages and fuel for the van. The funding period is

Pictures by Neil Ryder



Paul Parker has seen strong demand for squirrel meat from leading hotels and restaurants



This home built vertical entry wooden kill trap is designed to be used on fences and tree trunks

coming towards its end and we are seeking funding to carry on the work. Apart from grey squirrel control, the project has involved many people in the local community who monitor the traps for us. They are passionate about this work and many would greatly miss the social contact this involves," said Paul.

Paul's expertise with grey squirrels has also led to him being involved in the training of other pest controllers in grey squirrel control work and squirrel control projects in many other areas of the country outside his native Northumberland.

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FEATURE Squirrels



Once caught

An opportunity to diversify?

Paul Parker has built-up an unexpected success story for the captured grey squirrels with Hexham-based Ridley's Fish and Game since it was added to their product list at the end of 2007.

David Ridley said: "It was toward the end of the winter flush of the pheasant season that one of our people said why not try grey squirrels and knew a supplier. Since then we have sold more and more.

"The taste is somewhere between duck and lamb as the squirrel is a forager eating nuts and berries rather than grazing like a rabbit. People like grey squirrel as a novelty and it is of interest on our market stall. Now we can take a couple of dozen squirrels to a market and will have sold them all within two hours. We can now sell every squirrel we can get."

Ridley's give Paul Parker £0.75 per squirrel. Each squirrel is skinned - not an easy operation, as unlike rabbits, squirrels take considerable time and skill to skin. They are then sold oven-ready at £2.25 wholesale or £3.25 over the counter.

Demand for squirrel far outstrips supply. There is considerable mail-order interest, mainly from fashionable restaurants in London. Alternatively, entrepreneurial pest controllers may well be able to find for themselves local top class restaurants or game dealers keen to find a local source. Certainly a novel form of diversification!

Fancy trying squirrel, then here's your opportunity.

Squirrel stew

3 squirrels jointed up	1 onion chopped
25g (1oz) flour	1 heaped tablespoon brown sugar
1 teaspoon salt	2 large potatoes peeled and cut into ½ in cubes
½ teaspoon pepper	1 x 400g can butter beans
2 slices bacon chopped	1 x 325g can sweet corn
25g (1oz) butter	3 tablespoons flour
600ml (1 pint) water	
2 x 400g cans tomatoes	

Method

Combine 25g flour with the salt and pepper and coat the squirrel pieces. In a large saucepan combine the bacon and butter over a medium heat until the butter melts. Add squirrel and brown. Add water, tomatoes, onion and brown sugar and bring to boil. Reduce heat, cover and simmer for 1½ to 2hrs, stirring occasionally. Remove squirrel pieces and cool then remove meat from bones.

Add meat, potatoes, beans and sweet corn to the pan. Bring back to the boil and simmer until the potatoes are tender. Mix 3 tablespoons of flour with 3 tablespoons cold water and stir into the stew. Bring to the boil stirring constantly and cook over a medium heat until the sauce has thickened and serve.

Unify & Lead is CEPA message

Representatives of the pest management industry from 12 counties across Europe gathered in Brussels, Belgium on 27 & 28 November 2008 to attend the second annual European Pest Management Day. Organised by CEPA (the European Pest Management Industry Association). Delegates were updated on the latest CEPA initiatives and also had the opportunity to explore the increasingly international role of pest management in the food industry.

Opening the event, Rob Fryatt, CEPA director general, set the tone by welcoming delegates and declaring that the over-arching goals for CEPA were to be open and receptive to delegates and ideas, to represent the industry as a whole, to seek-out best practice and to enable its integration into the European market. Rob concluded by saying: "Only then does CEPA earn the right to lead the European pest control industry."

These words were most appropriate and, probably scripted to reflect the presence in the audience of two UK delegates at a CEPA meeting for the first time. Representing NPTA were John Davison (sponsored by Killgerm Group) and Julie Gillies. Their attendance was in response to an invitation made at the Pest Control News workshop, held during PestTech 2008, when the Rome Protocol was debated.

The constitution of CEPA is such that only one national industry association can be the official country representative. However, if initiatives which affect each and every UK pest controller (such as the Rome Protocol) are in reality to become industry standards, the whole industry should be consulted prior to their formal adoption and implementation.

This lack of representation, compounded somewhat by poor communication, is the crux of NPTA's disquiet. And they are not alone. Similar issues are apparent, to a greater or lesser extent, in several other CEPA constituent countries. If CEPA is to live up to its "Unify and lead" goal, this flaw, real or perceived needs attention.

Reflecting on his two days in Brussels with CEPA, John was delighted by the warmth of the reception and somewhat taken aback by the genuine desire to stand-by the industry and by the thought processes and activities required to push forward any pan-European initiative. As is often the case in life - it is the not knowing that brings 'fear and doubt' rather than the reality, once discovered.

For the future, NPTA has been given assurances that it will be kept informed and consulted. The invitation to attend further CEPA meetings remains. Hopefully, this will foster an attitude that allows the two associations to work together more closely. Being the eternal optimist, let's hope so - but only time will tell.



Happy families? Left to right: Oliver Madge (BPCA), Julie Gillies and John Davison (NPTA) with Rob Fryatt (CEPA)

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Suspended action from Victor Gel

Based on new formulation technology, Victor Gel offers 'suspended action' – meaning cockroaches continue to feed on the bait without recognising it to be a source of poisoning.

After eventual death, the outcome is even more effective. There is a chain reaction as the dead cockroaches containing the ingested bait become 'poisoned parcels' when they are cannibalised by their peers. Victor Gel's formula, claims manufacturers Pelgar, has been designed to make it even more attractive and palatable to both adult and nymph stages of German, Oriental and American cockroaches. This results in efficient control even when competing with an excess of other external food sources.

Containing the neonicotinoid insecticide, imidacloprid, its mode of action differs from other OPs, carbamates or pyrethroids, so is effective against insects resistant to these insecticides.

Available from SX Environmental.



www.pestcontrolonline.com

Bird nets get a lift

A new lightweight roof mount is being introduced by bird specialists, Network. It is versatile enough to allow nets to be supported clear of any roof configuration whilst being easy to handle and assemble for rapid installation.

The clever flat-packed unit comprises a multiple-jointed zinc-coated steel base with four fibreglass tubular legs that can sit in gullies, rest on ridges and lie on slopes as well as standing flat. Uprights for supporting the nets are supplied in 1m sections.

www.behaviourltd.com



Bar code tracking



Keeping track of bait placements has got easier for technicians with new bar code labels applied to Bell Laboratories' bait stations.

A sequentially numbered bar code appears on the inside lid of all the Bell bait station boxes. Applied with an all-weather permanent adhesive, the bar code label will be positioned in a standard location on each station. This reflects the new trend in the industry of technicians scanning bar codes with hand-held scanners.

www.belllabs.com

Energy efficient Vanquish

Futuristic in appearance, low in consumption, effective in performance, the innovative new slim Insect-a-Clear Vanquish insect control unit from Bower Products is one of only a few electronic fly killers available today which incorporates energy efficient lighting circuitry.

Designed for large areas such as kitchens, supermarkets, offices, this energy efficient glue board machine provides 72 (two x 36) watts of UV output. Thanks to its electronic ballast, Vanquish has no need for starters and delivers a flicker-free light output. This means energy savings of around 35% claims Bower.

What's more, the glue board is structured with monitoring squares enabling simple, straightforward monitoring and counting of attracted insects.

www.bower.co.uk



P&L goes angelic

Halo is a new glue-board-based fly killer from P&L Systems. Designed to be contemporary and discreet, Halo is ideal for use across a range of commercial applications.

Available as either a slim-line 30, 45 or 60 watt model, it can be wall, desk or ceiling mounted. It features a light reflecting swing-down front guard, allowing tool-free access for easy glue-board and UV tube replacement.

For increased efficacy, says P&L, Halo incorporates UV reflecting aluminium components, such as a removable debris tray and patented variable light output gates. These either allow 180° light output for increased efficacy, or when closed, ensure UV light does not discolour decorative mounting surfaces.



www.pandsystems.com

Zipped-in bedbug protection

The first in what is likely to be a series of new bedbug specific products, is Protect-a-Bed from Killgerm. This bedding encasement system is claimed to be bedbug entry, exit and bite proof. It doesn't actually kill any bedbugs, just protects those sleeping in a bed from being bitten should the mattress be infested.

The cover also prevents any surviving bedbugs in the mattress, post treatment, from spreading throughout the environment, or for the mattress to be reinfested.

Brilliant white in colour, the cover aids the early detection of any bedbugs. The zip features the patented BugLock closure system preventing any bug migration.

Exclusive to Killgerm.

www.killgerm.com



Whole wheat Fortec bait

The first whole wheat bait to incorporate the specialist Fortec rodenticide bait technology pioneered by Sorex has been launched. Neokil Gold Pro, which contains difenacoum, exploits the clear preference of foraging rodents for foods with variety. In doing so it promises to dramatically increase the speed and reliability of rat and mouse control while reducing its environmental risk.



Unlike all other whole wheat baits which are of a consistently uniform appearance, texture, taste and smell, Neokil Gold Pro includes a balance of patented foraging grains of a clearly different size, colour, shape, texture, smell and taste to the treated base claims Sorex.

By appealing to its natural feeding behaviour, Neokil Gold Pro overcomes a rat's instinctive wariness of new foods more effectively than standard baits. It also encourages both rats and mice to feed for longer, maximising bait takes even with the availability of other attractive food sources. As a result, more bait is eaten sooner, increasing the speed with which a lethal dose of rodenticide is consumed.

www.behaviourltd.com

More new products

Neobrom Pro

Uniquely shaped, bromodiolone based extruded blocks from Sorex.



www.behaviourltd.com

Exosex SPTab

Pesticide free, Exosex SPTab for use against the five key stored product moth pests from Exosect.



www.exosect.com

Fumite Maxi & Mini

Deposit free, permethrin based smokes for flying insects, fleas or bedbugs from SX Environmental.



www.pestcontrolonline.com

Brandenberg Eclipse

Personalised EFK fascia covers to complement existing room design and decor.

www.b-one.com





Russell IPM is the innovative and leading manufacturer of insect monitoring systems for stored products insects.

We provide multispecies trap and ready to use monitoring system to improve accuracy and efficiency of monitoring of stored products insects in the food chain in all stages of production, transit, storage and retail.



The **Xlure-RTU** is the ready to use monitoring trap for stored products flying insects where a multiple of pheromones and attractants are incorporated in the trap itself. It is easy to assemble in less than 30 seconds without any special training. It is also very easy to use.



The **Xlure-MST** is a multispecies trap for monitoring crawling insects present in the food stock manufacturing facilities. It provides a single and simple detection tool for stored products crawling insects. It is specially designed to monitor wide range of stored product insects with one cost effective trap



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Tel: +44 1244 281 33 - Fax: +44 1244 281 878 - mail@russellipm.com - Web: www.russellipm.com

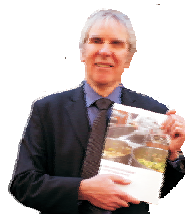
Food industry procedures

Following intensive consultation with those involved in the food industry, the CIEH National Pest Advisory Panel has published an attractive 52 page booklet entitled *Pest Control Procedures in the Food Industry*.

Dr Stephen Battersby, CIEH president explains: "Concerns for the environment and the requirements of regulators for improved practices have meant that new methods to control pests have had to be devised." The booklet outlines the chief pests likely to be encountered in food areas. It covers inspection, auditing and pest prevention techniques. Two sections deal with non-chemical and chemical control methods. It concludes with a lengthy chapter on the selection of an outside contractor, service level agreements and quality assurance issues.

Copies are available free-of-charge email npap@cieh.org

Pest verdict – essential if involved with pest control in any facet of the catering or food industry. Comprehensive, yet easy to read and digest.



John Charlton was the main author

AIB standards

A revised set of standards on the key requirements for food storage and processing facilities was introduced by AIB International on 2 January 2009. To accompany this, AIB has updated and revised its booklet *Consolidated Standards for Inspection*.

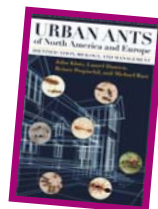
All food safety topics are addressed, so it is hardly surprising that pest control only accounts for one section. However, significantly, pest control has been rechristened Integrated Pest Management and the ICE concept for pest management – Identify, Control and Eliminate – introduced. Download your copy from the AIB website at www.aibonline.org where there is also a useful presentation which details the changes and the logic behind them.

Pest verdict – only vital if involved with AIB inspections. Be prepared, as not light bedtime reading!



Urban ants

As the preface to this book states: "In recent years, the structural pest control industry has consistently ranked ants as the number one pest." This is certainly true of the USA and increasingly so in Europe. Not only are ants of interest to the biologists amongst us, they also provide useful business for pest controllers. New species have appeared e.g. Ghost, White-footed and Argentine ant, with more species rumoured to be on their way, or maybe here already. But would you be able to identify them? Identification is key if any proposed treatment is to be successful. This 196 page book provides the answers. It uses illustrations extensively focussing on morphological features that permit rapid identification. Published by Cornell University Press, it is stocked by amazon.co.uk.



Pest verdict – Ideal for company biologists and entomologists.

	DAY	EVENT	VENUE	FIND OUT MORE
FEBRUARY	25	Professional Women in Pest Management (PWIPM) Midlands meeting*	Yew Lodge Hotel, Kegworth	Email: info@pwipm.co.uk
MARCH	19-20	Disinfestando 2009	Riccione, Italy	www.disinfestazione.org
APRIL	22-23	Europest 2009	ExCel, London	Email: robfrayatt@cepa-europe.org
	22-23	PestEx 2009	ExCel, London	www.pestex.org
MAY	19-21	International Public Health Pesticides Workshop (IPHPW)	CIEH, Hatfields, London	Email: Emma.Pemberton@killgerm.com
SEPTEMBER	8-12	European Vertebrate Pest Management Conference	Lyon, France	Email: 7EVPWC@vet-lyon.fr
	21-23	Best of the Best	East Midlands Conference Centre	www.cieh.org/events
OCTOBER	26-29	PestWorld 2009	Las Vegas, USA	www.pestworld.org
NOVEMBER	4	PestTech 2009	National Motor Cycle Museum	www.npta.org
	4	Pest Control News dinner	Windmill Village Hotel	Email: editor@pestcontrolnews.com
	25-27	FAOPMA 2009	Beijing, China	www.cpcac.cn

* Other regional PWIPM meetings are planned for the North West and London. Contact info@pwipm.co.uk for details

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