

pest

The independent UK pest management magazine

Management tools for bedbugs expand

Issue 2 - March & April 2009

Can he detect those
bedbugs?



10

PestEx preview to
help plan your visit



15

Is this the biggest UK
bird proofing job?



20

Should we do more
to protect wildlife?



25



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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.

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Contents

Industry news	4
Record rise in rodent numbers	7
Safe rodenticide use too few rural users get trained	8
Bedbug special	10
A nose for bedbugs	10
First monitor for bedbugs arrives	12
Beating bedbugs in London	13
Bedbug resource centre	14
PestEx your insiders guide	15
Plan your trip with our quick guide	16
PestEx first timers	18
St Pancras massive bird proofing job	20
'Licensed to kill' what next for our new recruit?	24
Wildlife rodenticide incidents increase	25
Product's what's new?	26
New publications	28
More industry news	29
Diary dates	31

Looking forward to PestEx 2009

Welcome to our second issue. We would like to thank all of you who have sent us messages of congratulations. From the comments made, the independence, the frequency and the spread of coverage seem to be what you like most. Rest assured we intend to guard our independence fiercely, to report on activities in all industry sectors and, when required, pass comment on what we learn. Technical accuracy is also key and we thank our technical advisory board for their guidance and assistance. Thanks are also more than due to our loyal band of advertisers who had faith in what we set out to achieve, without having seen a single publication.

PestEx 2009 is upon us. It promises to be another cracking event. **Pest** will be there – to meet our readers, to sign-up new people and to report on the goings on. To help you plan your visit take a look at our Preview on pages 15-18. PestEx 2009 looks set to be a bedbug event! The importance of this resurgent problem is the focus of no less than five pages in this issue, covering all the best that's happening in this problem area. So, sit back and enjoy this issue and, please, come and speak to us at PestEx.

Frances McKim

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WWW

Change of chairman for NPTA

The National Pest Technicians Association (NPTA) held its AGM on 18 February. At the meeting, current chairman, Barrie Sheard, announced he was standing down. Since the AGM, former NPTA publicity officer, Peter Crowden of Rutland Pest Control, has been elected chairman. At the AGM Barrie outlined the key achievements for the Association in the year 1 April 2007 to 31 March 2008. He picked out the increase in membership numbers up to almost 800.

Financially the Association fared well recording a small surplus of just over £8,000 on annual turnover of £106,000.



Retiring chairman Barrie Sheard, centre, with the NPTA team

WWW

Commercial News

Reflecting the general global economic downturn, results from some of the industry's big players have been somewhat disappointing.

Bayer Crop Science

Overall, the 2008 global results for Bayer Crop Science (which includes Bayer Environmental Science) rose by 9.5% to \$6,382 million. However, sales in the Environmental Science sector fell by 10.9% to \$591 million. The company said this fall was due to the downturn of sales in the USA where sales were "lousy" as demand for use on golf courses fell heavily. It is interesting to note that their active ingredient, imidacloprid, (contained in Maxforce White, Quick Bayt and hopefully soon in the UK, Maxforce Quantum) is the company's leading active ingredient across all market sectors.

Rentokil Initial

Rentokil Initial, the world's largest pest control provider, announced disappointing results for the year ended 31 December 2008. Group operating profit dropped 61% to £82.1 million and profit before tax for continuing operations fell 84% to just £22.8 million, compared to £142 million in 2007.

The pest control division delivered a strong performance in mainland Europe and North America but the UK continued to prove challenging with divisional operating profits held back principally by the poor performance of the UK business. UK pest control revenue fell 2.0% in the year; 10.5% in the fourth quarter.

Dow AgroSciences

Dow AgroSciences may be up for sale as its parent, Dow Chemical Company, looks to raise cash. It has been reported that Dow is evaluating potential buyers for 12 major assets, including Dow AgroSciences. The company says it will be a reluctant seller of its agrochemical, biotechnology and public health pest control business which is a high earner with a good R&D pipeline but that "all options are on the table." Dow reported a \$1.6 billion loss for 2008's fourth quarter due to a recession-driven decline in demand for its plastics and chemicals.

WWW

Urban fox count launched

The first urban fox count in nearly 15 years was launched on 2 March by *The Telegraph* in an attempt to find out just how many of the animals are living in the country's towns and cities. With the help of readers, it aims to draw a map of the country showing the number of animals living in built-up areas.

The number of foxes being drawn to urban living is thought to have increased significantly in the last two decades but no study has been undertaken to assess the population since 1995.

The data will be fed to biologists at the mammal research unit at Bristol University, where they are carrying out the longest running study into foxes in the UK, as part of their ongoing work.

The count will also examine how foxes are becoming bolder, as an increasing number of homeowners are reporting finding animals intruding into their homes as they are no longer deterred by humans.



Data collected on urban foxes will be sent to Bristol University's mammal research unit.

WWW

Flamborough hits the headlines



East Yorkshire rat problem featured in the *Daily Mail* and made TV news.

Christened 'Ratville UK' by the *Daily Mail*, the quiet seaside village of Flamborough in East Yorkshire has shot to prominence with a rat infestation.

Reports of thousands of rats making-up moving carpets have been making the headlines. TV crews were out in force, as were the national and regional press. Poor Paul Abbott, public protection manager for East Riding Council, spent more than four days conducting interviews.

There has certainly been a severe rat infestation in the village, centred on North Marine Road, but a plague of biblical proportions is somewhat over the top. Rodents have built up overwinter on a stretch of overgrown highway verge, with food and shelter in abundance in an adjacent field.

The East Riding Council pest control team has blitzed the area with rodenticides contained within lockable bait boxes and is now getting on top of the infestation.

Clips of TV news footage can be viewed from the links given off the *Pest* website.

WWW

Pesticide review programme completed

It was announced on 12 March that the European Commission had completed its 16 year review of existing pesticide active ingredients approved for the market prior to 1993.

The programme was laid down under Directive 91/414/EEC and covered mainly, but not exclusively, agricultural actives. Over 1,000 substances were reviewed, of these the vast majority (67%) did not qualify because their dossiers were either not submitted, incomplete or withdrawn by industry. 7% of dossiers submitted failed the review. Only 26% of substances were approved.

On 16 March the Commission launched an excellent new pesticide database detailing the status of all these active substances. It can be accessed at http://ec.europa.eu/sanco_pesticides/public/index.cfm or via the direct link off the news story on the *Pest* website.



WWW

Other news on the web

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

- Keith Thomas – a personal tribute by David Nubel of Protec Pest & Hygiene Services.
- Leading European venture capitalists Oxford Capital Partners, WHEB Ventures and the Entrepreneurs Fund are continuing to support Exosect.
- Certis appoints Peter McDonald as its new country manager with overall responsibility for all operations in the UK, including the company's professional pest control business.

WWW

P + L Systems acquires Insect-O-Cutor

P+L Systems based in Knaresborough, North Yorkshire has acquired the Insect-O-Cutor trademark and the flying insect control business of Riwa.

A number of sales, manufacturing and support staff will be transferring to P+L Systems and a brand new facility for screen manufacture will be established in Stockport. This sale leaves Riwa free to concentrate its resources on its distribution business (Paragon) including the sales development of the Cryonite CO₂ system.

WWW

New pesticide regulatory directorate

A new directorate, the Chemicals Regulation Directorate (CRD), will be created on 1 April 2009.

Kerr Wilson, currently chief executive of the Pesticides Safety Directorate (PSD), will become director of CRD. This follows the transfer on 1 April 2008 of the Pesticides Safety Directorate to the Health & Safety Executive, becoming an internal agency of HSE.

The new directorate will have 250 staff based in York and Bootle at an annual cost of £18 million.



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Record rise in rodent numbers

The 2007/8 National Pest Technicians Association (NPTA) survey reveals annual rat treatments have increased by more than 15% and mouse treatments by nearly 6% over 2006/7 – the biggest rise recorded in the history of the survey.

Published on 8 February 2009, and this year produced in association with Sorex, the survey includes full treatment data from no less than 80% of the UK Local Authorities with pest control responsibilities. It identifies well over half a million complaints leading to rodent treatments in the year.

"Brown rats continue to be our most important national rodent pest," said NPTA survey co-ordinator, Barrie Sheard. "They were responsible for nearly three quarters of all the Local Authority treatments recorded in 2007/8.

"In total, the councils reported over 378,000 rat treatments. That's fully 44% up on the previous year. At the same time, mouse treatments – at over 147,000 – were 39% higher than 2006/7, bringing overall treatment levels to well above those seen in our previous record year of 2005/6.

"On a like-for-like basis – to account for the welcome increase in Local Authorities responding to our latest survey (80% response in 2007/8 against 62% the previous year) – annual rat treatments have increased by more than 15% and mouse treatments by nearly 6% over 2006/7.

"This is one of the biggest rises we've ever recorded since our annual surveying began in 1998/9," he stresses. These results could not come at a worse time as numerous cash-strapped Local Authorities are considering withdrawing their pest control services as reported in issue 1 of *Pest* page 11.

Commenting on the results, Graham Jukes, CIEH chief executive called for: "A single government department to have the ultimate responsibility for supervising monitoring programmes and implementing pest management measures. In the UK control of our most significant pests is loosening when it should be tightening."

The survey was very publically launched during the BBC 1 *Countryfile* programme on Sunday 8 February. Congratulations to NPTA for this positive coverage. Following the launch, NPTA has been overwhelmed with media requests.

Endless newspaper, radio and TV interviews have been given. The majority of these have been undertaken by Peter Crowden, the NPTA publicity officer. These included a live interview alongside Richard Kemp from the Local Government Association on the BBC 1 lunchtime news the following day.

It was particularly interesting to note how the media interpreted the survey results. Never ones to miss a political angle, the majority of the media saw the increase in rodent numbers as a major

opportunity to once again bring-up the whole issue of rubbish on the streets and fortnightly bin collections.

A copy of the full report can be downloaded off the news story (8 February) on the *Pest* website. Also available are several useful supportive documents. One shows regional totals, another lists those Local Authorities who took part, whilst another makes interesting reading as it details the comments made on the returned questionnaires.



Treatments for rats were up 15%

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Safe rodenticide use

too few rural users get trained

Rodenticides seem to be implicated in more than their fair share of pesticide-related poisonings of wildlife. **Pest** has been looking at the findings from a new survey by the Campaign Against accidental or Illegal Poisoning which throw some light on what might be going wrong. **Pest** associate editor Helen Riby reports.

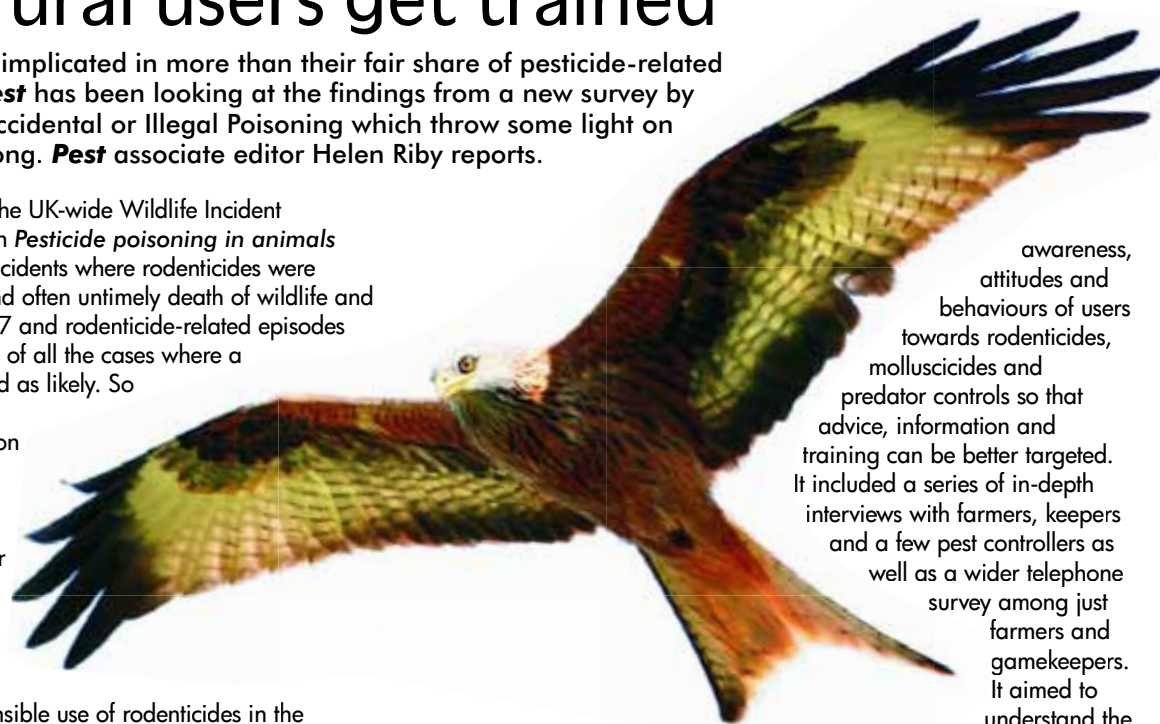
The latest annual report from the UK-wide Wildlife Incident Investigation Scheme (WIIS) on *Pesticide poisoning in animals* (see page 25) highlights 46 incidents where rodenticides were implicated in the poisoning and often untimely death of wildlife and pets. The figures are from 2007 and rodenticide-related episodes represented approaching 40% of all the cases where a link to pesticides was described as likely. So what's going wrong? Is it carelessness, lack of information and training, or deliberate abuse? And what about the different user groups, is one group more likely than another to endanger wildlife?

According to a new survey by CAIP (Campaign Against Illegal Poisoning) one of the main issues limiting the responsible use of rodenticides in the countryside is that generally farmers and gamekeepers are not aware of what they do not know. They believe they use rodenticides safely and responsibly. Indeed when asked, many farmers and gamekeepers saw little need for training, most saying that they already had sufficient knowledge. In contrast the few professional pest controllers interviewed regard regular training as essential. However it must be pointed out that only a very few pest controllers were included in the survey work so not too much reliance should be placed on this comment. Not surprisingly these same few pest controllers were also quick to point out that they thought more farmers and gamekeepers should undergo regular training. Indeed some felt that the use of rodenticides should be restricted to people who have obtained a safe use qualification.

Whilst training in rodenticide use was thought to be available from manufacturers, the survey recorded that most farmers and gamekeepers had not undergone any training in the last three years. Gamekeepers were more likely than farmers to have had some formal training (around 50%), but mostly that was many years ago. Arable farmers were the group most likely to have attended a training course recently. This group was also the most likely to employ the services of a professional pest controller although relatively few (just 16%) actually used one. Encouragingly, amongst those that had participated in recent training, most were surprised at how much they had benefitted from the experience.

The CAIP survey set out to provide a baseline measure of the

Participation in rodent control training			
	% ever attending	When	Who ran the course
Dairy farmers n = 21	19	3 - 25 years	38% could not remember. Manufacturers, National Gamekeepers Assoc, agronomist, farm adviser
Arable farmers n = 20	5	Of those who have, 50% claim it was within last 6 years	Game Conservancy and British Deer Society were mentioned
Gamekeepers n = 10	30		



awareness, attitudes and behaviours of users towards rodenticides, molluscicides and predator controls so that advice, information and training can be better targeted. It included a series of in-depth interviews with farmers, keepers and a few pest controllers as well as a wider telephone survey among just farmers and gamekeepers. It aimed to understand the factors which drive

the approaches adopted and to identify the barriers to responsible use. A third survey among countryside users completed the study. Fieldwork was conducted in the summer of 2008.

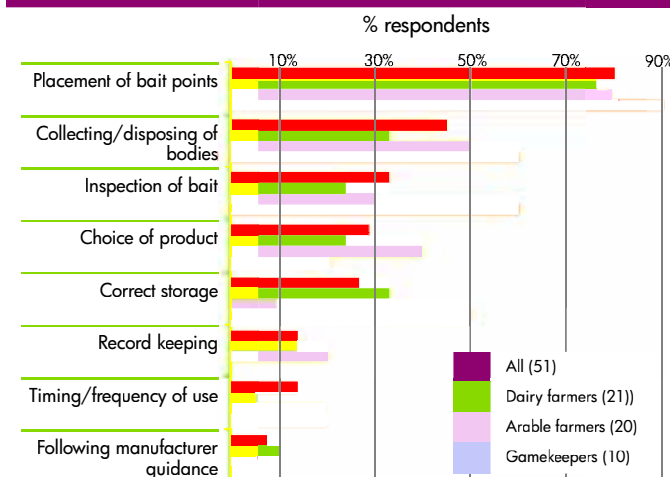
The user surveys were able to identify a number of information gaps among farmers and gamekeepers, although not surprisingly given that users believe they know what they need to know about safe use, few actually recognised these for themselves. The gaps were in the understanding of the speed at which the different rodenticides act, resistance management, baiting frequency, bait replenishment and legislative changes.

It is also interesting to note that most farmers said that if they needed advice they would go to suppliers, distributors or manufacturers. Gamekeepers also relied on information from other gamekeepers and the National Gamekeepers Organisation. All users listed magazines and brochures as preferred information routes. Pack labels were mentioned as an information source although not as often as you might expect.

Whilst the pest controllers interviewed were aware of and understood the CRRU (Campaign for Responsible Rodenticide Use) code, only half of all gamekeepers said they had heard of it and just a handful of farmers had come across the code. In the telephone survey of farmers and gamekeepers 88% of respondents said they had NOT heard of the CRRU code. A comment from one pest controller hit the nail on the head, "CRRU is excellent, but you are preaching to the converted. I am not sure it is reaching the guy buying the bucket of bait."

More positively most rural rodenticide users are personally motivated to ensure safety to the environmental and wildlife as well as to other animals and the public. Of course there are still a few individuals who deliberately abuse rodenticides – the latest WIIS report listed 12 acts of deliberate abuse, up from just three in 2006. But, in general, rodenticide users do not set out to harm wildlife or the environment. The basic principles of safe and responsible use

Awareness of safe use factors



are widely adopted. For example the use of bait boxes is widespread to ensure bait is not consumed by other animals and the value of safe storage is well understood.

The correct placement of bait points is also recognised as important by all users. However few farmers and gamekeepers are preparing accurate plans. Again, perhaps not surprisingly the handful of pest controllers interviewed thought that neither of these groups use enough bait points, nor do they check and replenish bait often enough. Indeed some farmers and gamekeepers admitted they find this difficult and would appreciate more information to help them with this. Most, including the pest controllers, were also aware of the need to dispose of rodent bodies. However, in practice, many do not find dead bodies as they believe searching is a waste of time with searches generally failing to locate any dead rodents.

According to the survey, risk assessment for rodents is based mainly upon current incidence levels and past history. Some practical guidance on risk assessment to avoid the unnecessary use of rodenticides would be welcomed.

The survey also looked at predator control and concluded that most farmers and gamekeepers are confused about the legal controls and practice for crows, magpies and foxes and that clear practical advice would be helpful.

The countryside users survey also highlighted some interesting issues. Whilst over 70% agree with the use of legal forms of pest and predator control, few know which forms of control are legal and which illegal. Nevertheless, 54% said they would be likely to report dead wildlife if they suspected suspicious or illegal activities, probably to the RSPCA or the police. Their awareness of WIIS was very low. Finding animals in a trap or snare would alert most countryside users to a suspicious death but only 10% mentioned evidence of baiting or poisoning would make them suspicious.

What is CAIP?

CAIP is a government-funded campaign to encourage the reporting of potential pesticide poisonings, provide advice on the legal ways of controlling pests and make it clear that those who deliberately abuse or misuse pesticides in a way which could harm birds, mammals and bees will be prosecuted. It is led by the Pesticides Safety Directorate and works with other interested organisations including RSPCA, RSPB, Natural England, the Countryside Alliance, the Game and Wildlife Conservation Trust and the Country Land and Business Association.



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Bedbug drawing courtesy of Bayer Environmental Science

A nose for bedbugs



In this exclusive article, **Pest** can reveal that Bed Bugs Ltd has established the first facility in the UK to train bedbug sniffer dogs. The first two canine recruits have already graduated with flying colours and are now fully operational.

Managing director, David Cain, explains how his clients will benefit, "These dogs bring a whole new dimension to our work. The average human has a mere five million scent receptors in their nose, but a dog has 200-300 million and sometimes more than that. We are simply putting this ability to good use. Our dogs can very quickly detect bedbugs in a hotel room, or indeed any other location, when it might take a human hours to do a thorough visual inspection."

David continues, "They are a fantastic addition to the range of services we offer and mean that we can now pro-actively screen hotel rooms to ensure they are free of bedbugs. No longer should hoteliers have to face expensive lawsuits from aggrieved, or even bitten, guests if they can be shown to have an effective screening programme. Active or passive it is having the programme that matters more than the technique."

No publicity

The old saying 'a picture saves a thousand words' certainly rings true, but for those who know David Cain you will not be surprised that he has his own firm view on his latest recruits. He refuses point-blank to allow either the dogs or their handler to be photographed and appear in print.

Explaining this he says, "Unlike many other countries where employing a pest controller is seen as being socially responsible, in the UK we have an unfortunate culture whereby pest controllers are associated with 'dirty people who aren't addressing the problem at hand'."

"This couldn't be further from the truth, especially where these dogs are concerned. They are primarily intended to be used to screen rooms to confirm the absence, not the presence of bedbugs. We fear that hotel guests who might recognise the dogs will run to the hotel reception desk screaming about staying in 'bedbug infested premises', threatening expensive lawsuits or adverse publicity, when the exact opposite is actually the case."

"But these aren't your average pets, they are working dogs", adds David. "Moreover we will always try to use rescue dogs on our programme. There are too many working-line dogs being bred as it

is and people often think that they will make good pets. Quite simply they won't because of their innate need to work and to be kept occupied. That's why so many of them end up in dog rescues looking for new homes. Most of them didn't shed the sofa or destroy the kitchen through malice, but because they'd been left at home while their owner went out to work and they were bored. These are dogs with working instincts and they need to be kept busy!

How are the dogs selected?

"One advantage of using rescues is that it gives us the opportunity to assess an adult dog and see whether or not it is going to be suitable for this kind of work."

The evaluation and assessment of potential trainee dogs is extremely thorough with their physical and mental stamina examined and their 'working drive' explored i.e. how keen they are to 'do a job', in this case find bedbugs. Bed Bugs UK looks for dogs which are not already highly trained in obedience work and which, in human terms, can 'think outside the box'.

Their ability to detect bedbugs is tested as not all dogs can do this and, most importantly of all, their temperament and how they interact with people is carefully assessed. It's fine for security dogs to bark and 'make their presence known' but Bed Bugs Ltd is looking for the exact opposite.

These dogs are going to be working in hotels and other areas where they regularly encounter people, so it is vital that they are 'environmentally sound'. They need to be people-friendly, but at the same time not really interested in interacting with those people, as this would detract from the job at hand.

Thorough training

A very thorough and challenging training programme has been devised which is then further tailored for each individual dog. When searching for bedbugs the aim is for a 99% accurate 'hit rate'.

On average it takes between 400 and 450 hours to train a dog to reach that standard, with several pass/fail tests built in during that time. If the dog is not going to make the grade then that just has to be accepted – it is pointless and unfair to force a dog to do try and do a job when it really isn't able to do it.

The dogs are used in pairs on an alternating shift pattern, each working for 20 to 30 minutes at a time. They are then rested while the other dog takes over. It is important that a dog makes at least

one 'find' during each shift in order to keep it motivated. If all the hotel rooms are clear of bedbugs then the handler will introduce a training aid for the dog to 'find'.

Depending on the size of the room as well as the size of an infestation and the quantity and/or complexity of the furniture and fittings, it can take as little as 30 seconds for a dog to search and indicate that a room is infested. However at least two minutes per room needs to be allowed to be certain it is clear.

Rooms which a dog has indicated as being infested are re-checked by the second dog. When the infestation is confirmed, then a human will take over to establish the extent of the problem and take whatever action is appropriate to resolve the situation.

Doggy welfare

The bond between dog and handler is paramount and here again Bed Bugs Ltd might be seen to do things a little differently. The dogs live with their handler and benefit from the close attention this affords. Together with their premium-dog-food diet and the very best veterinary care, this helps ensure they are always in tip-top condition. As does a little 'R&R'. On their days-off the dogs regularly enjoy social walks with other dogs as well as trips to the seaside to splash in the water and generally have a good time.

At the end of their working life too, things will be different. David's canine staff members will not be re-homed, or worse 'put-to-sleep', but will instead retire with their handler.

Dogs already do well in USA

In the USA dogs have been used for some years to detect termites – so why not bedbugs?

For the last three years, dogs have been trained and are now used by a few US pest control companies. Canine scent detection is useful for routine inspections in high risk areas, particularly hotel rooms, blocks of flats or even cruise ships. Such inspections should be in addition to basic visual inspections by in-house staff. Since the efficiency of dogs is much greater, a typical inspection of a room may only take a dog two to three minutes compared to 15 minutes or more for a skilled technician.

Other environments where canine scent detection can be a valuable tool include those where the location of bedbugs is unpredictable. Imagine trying to inspect a cinema for bedbugs? How long would it take to check every seat, and would you even be able to find the bugs? During a training exercise in the USA, in an auditorium with 250 seats it took only 20 minutes with the dog finding 100 percent of the hidden bugs and eggs.

"The reliability of bedbug detection dogs has been very impressive provided they are properly trained. They do require a substantial financial commitment making

them impractical for many," explains Richard Cooper, technical director of Bed Bug Central and co-author of *Bed Bug Handbook – The Complete Guide to Bed Bugs and Their Control*.

A well-trained bedbug detection dog should be able to identify very small numbers of live bedbugs, sometimes as few as one. The dogs should also be able to discriminate live bugs and viable eggs from evidence left over from an old infestation (faecal spotting, caste skins, empty egg shells, carcasses). Unless they are able to do this, it becomes much more difficult to distinguish between active and old infestations.

Like any other inspection tool, scent detection is not always definitive. Nevertheless, it adds a new dimension to the inspection. Bugs that might escape visual detection by humans may be detected by a bedbug sniffer dog and vice versa.

Jose 'Pepe' Peruyero, based in Florida, USA, has been involved in training dogs since 1990. Initially his involvement with pest control centred on termite detection dogs but in the last couple of years he has turned his attention to bedbugs.

Pepe has worked in close co-operation with the University of Florida and has established certification and accreditation standards for detection dogs that is overseen by the National Entomological Scent Detection Canine Association (NESDCA).

When describing his bedbug dogs Pepe says: "I tell people they're buying a nose with four legs to carry it. Dogs love to eat and love to smell. It's what they live for."

With thanks to Pest Control Technology magazine for the USA editorial and Jose 'Pepe' Peruyero, J & K Canine Academy, High Springs, Florida, USA for the use of the photo.





First monitor for bedbugs arrives

The industry has been calling-out for an effective bedbug monitor. Congratulations to bedbug specialists, Bed-Bugs Ltd for producing the first, but unlikely to be the last, bedbug monitor.

The new monitor is described as a 'passive' monitor designed to be an early warning of the first signs of an infestation. As with all monitors it does not offer any form of control. Once activity is spotted operators should switch to an 'active' monitor and treatment – but details about this type are yet to be announced.

The monitor is roughly the size of a thin packet of cigarettes. Made of moulded plastic it consists of a seven layer sandwich. On top is a label to record the monitoring routine. This is stuck to the top layer of the plastic monitor, within which is the filler consisting of corrugated pulp-based tunnels – ideal hideaways for bedbugs.

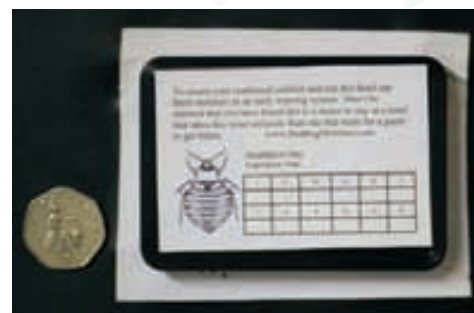
Under this is the bottom layer of the box, surrounded by a white detection skirt

designed to aid identification. Finally there is the anchorage plate and adhesive pad.

Whilst the monitor provides an ideal harbourage for these pests, the unit must be installed in specific locations on a bed. For a divan bed the middle of the head-end of the base divan is recommended, or on slatted beds underneath a slat in the middle of the head-end of the base.

David Cain, managing director of Bed-Bugs Ltd, has spent considerable time and resource developing the product. He explained: "Its future use is one of partnership – a partnership between the client and the pest controller. A real example of an integrated pest management approach."

Another partnership has also been struck –



The first bedbug monitor has arrived

as David has established a manufacturing and distribution agreement covering 104 countries with EFK manufacturer, Brandenburg. A company you may not have initially thought of as a player in this market, but from this you do not have to be a rocket scientist to work-out who is developing the 'active' monitor.

Trade distribution arrangements for the UK have still to be finalised, however restricted supplies are available now direct from Bed-Bugs Ltd, with large-scale availability before the summer.

The products will be launched on www.bedbugmonitors.com which aims to provide information on a range of different bedbug solutions.

www.bedbugmonitors.com



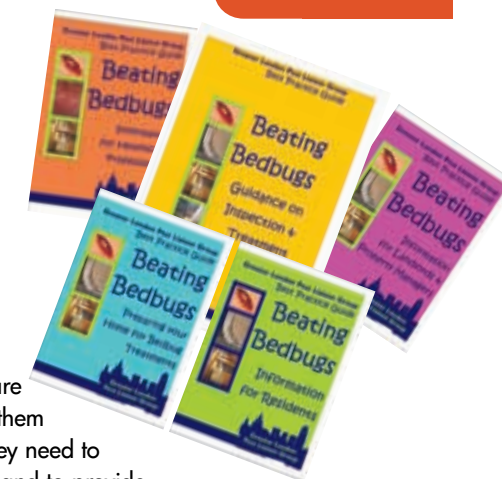
Beating bedbugs

London group pools resources

The resurgence of bedbugs is challenging pest controllers in all walks of life. The Greater London Pest Liaison Group's (GLPLG) new suite of leaflets and control guidelines is helping them tackle the problem.



Members of the GLPLG bedbug working group: left to right: Ray Page from the London Borough (LB) of Newham; Dean Powell, LB of Bromley; Clive Boase of the Pest Management Consultancy; Andrew Hood, LB of Westminster; Tony Bull, LB of Hounslow and Tim Stevens, LB of Tower Hamlets.



The GLPLG has been working on a series of leaflets for residents, landlords and healthcare professionals to equip them with the information they need to recognise the problem and to provide practical advice on preparing for bedbug treatments. They have also pooled resources to produce a technical 'inspect and treat' manual for their staff. This information pack, which is due to be published in April, is the result of several months of hard work.

Tony Bull, principal animal control officer for the London Borough of Hounslow, explains, "In common with many cities in the UK, GLPLG members have experienced huge increases in the demand for bedbug control work over the past few years. The Group found that there were differing standards and specifications being applied across London and decided to form a working group to share experiences and put together a comprehensive set of procedures and information notes for use by members. In doing this we were delighted to be able work with Clive Boase of the Pest Management Consultancy, who is recognised as a leader in this area. We hope that the model documents will now form the basis for a strong response to the bedbug problem across London and, perhaps, elsewhere."

What is the GLPLG?

Pest controllers from many Local Authorities around the country come together under the banner of Pest Liaison Groups – as revealed in Issue 1 of **Pest**, page 14. There are more than 20 groups nationally. It will come as no surprise to learn that the Greater London Pest Liaison Group, (GLPLG) is one of the biggest. It looks after an area of over 620 square miles with more than seven million residents – nearly 15% of the UK population.

Within the Greater London area – basically the area encompassed by the boundary of the M25 – there are 33 Boroughs, two-thirds of which are GLPLG members. Membership is entirely voluntary, but a small fee is charged to cover running expenses, two seminars per year and the services of their secretary, consultant Adrian Meyer. In addition to his secretarial role, Adrian also offers the Group technical advice as and when required. From time to time, the Group also undertakes small research projects when it feels these would benefit members, for example resistance testing of rodenticides.

The GLPLG history goes back over 20 years, when it was initially run by MAFF and associated with the London Pest Unit. After the closure of the Unit, there was involvement with the Central Science Laboratory in Slough until it moved north to York. More recently Adrian Meyer has taken on the task as secretary and the Group is now thriving.

In the autumn of 2008 **Pest** editor, Frances McKim, attended one of the Group's seminars to find-out what it was all about. "It was certainly a lively Group," comments Frances, "and their objective of maintaining high standards of pest control and to disseminate sound technical information was very clear."

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Tel: 01420 80744 Fax: 01420 80733 Email: info@pelgar.co.uk Web: www.pelgar.co.uk

Bedbug resource centre

With the upswing in the bedbug market, the industry is rapidly responding by producing specific training courses, products and instructional literature.

For example, the British Pest Control Association (BPCA) has introduced a specialist one-day course aimed at providing the necessary skills and knowledge of bedbug biology and how to achieve successful control of bedbug infestations. Other organisations, such as Killgerm, already run well-established bedbug-specific courses.

Manufacturers are also now branding products specifically for bedbug control work

– IP Alpha-T from Industrial Pesticides, Cimetro from PelGar and Digrain Bugs Control from Lodi being just three such examples.

Informative leaflets abound.

Bedbug manual

Perhaps the most comprehensive is the *Killgerm Bedbug Manual*.

This runs to 32 pages and covers in detail all the biological subject areas you would expect

Download the manual from
www.killgerm.com



– history, identification, life cycle, habits etc. The control section is definitely aimed at the practical operator. A series of photographs gives clear guidance as to where to inspect when undertaking a survey. In addition, there are several control and management procedures and checklists given to incorporate into your company's own procedures.



Available direct from Sorex

Best practice guide

Produced at the end of last year, Sorex has published a shorter but easier to absorb leaflet on *Best Practice Bedbug Control*. Again aimed at the practical technician, it covers the control regime, preparation and treatment.

Advanced bedbug control

Brand new and to be launched at PestEx is the *Advanced Bedbug Control Guide* from PelGar. Picking-up on one of the points made in the report from the ICUP conference in Budapest (see *Pest* issue 1 pages 19-21) about a lack of general information, this guide aims to meet this need. In addition, it provides a clear regime for control.



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PelGar at PestEx

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Your insider's guide



This is the second time that PestEx, organised by the British Pest Control Association (BPCA), is to be held at ExCeL in London Docklands. The dates this time are 22 and 23 April 2009. Of course, it's impossible to satisfy all the people all the time but the breadth of this event is such that there is bound to be something which will appeal to just about everyone in pest control.

Getting to ExCeL is never easy and if you drive and leave your car in the underground car park be prepared for a hefty fee – £10 for five hours. The facilities at ExCeL are much like any other modern exhibition centre, but once there you are somewhat out on a limb in what is an up-and-coming area – so don't expect to be able to nip out to a local high street shop for presents to take home – there aren't any in the vicinity!

This year BPCA has attracted the vast majority of key industry manufacturers not only from the UK but also from Europe and the USA. In addition, the organisers are also laying on a free-of-charge seminar programme. This is divided up into *business, technical and practical* themes.

Each session is of bite-sized length, meaning visitors can drop-in for any of particular interest and plan their tour around the exhibition to fit. However, with three concurrent themes, delegates may well struggle to attend the sessions they want to hear as well as spending as much time as they would like touring the exhibition.

The seminar programme is the same for both days, so maybe the answer is to extend your visit to both days. Careful planning of your time is required. It is recommended that if you wish to attend a particular seminar you reserve a place when you register and then arrive at the seminar in good time to ensure a seat.

In addition to the BPCA seminars, CEPA is also organising some events under its Europest banner. A new addition is a dedicated session and an evening reception to be hosted by Professional Women in Pest Management (PWIPM). The cheese and wine reception will be held immediately prior to the BPCA industry awards and evening entertainment.

As you would expect, Pest publications will be at PestEx. We'll be there to meet our readers, to sign-up anyone not yet receiving *Pest* and also to report on events. To help you plan your visit, we have drawn together the practical bits to get you to the event and overleaf is a detailed timetable of what's on when, together with an exhibitor listing. Finally, on page 18 we preview some exhibitors who may be new to our readers and are exhibiting for the very first time.

In the run-up to PestEx 2009, check the *Pest* website at www.pestmagazine.co.uk for news as it emerges. We will also be publishing a special edition of *Pest* immediately after Easter.

So, enjoy and see you there!

Plan your trip with our quick guide to PestEx

Please note:

Programme details and times reproduced here are as supplied by the organisers and were believed to be correct at the time of going to print. If readers are making specific plans they may well be advised to check with individual organisers in case timings or content have been altered.

Business theatre

Topic	Wednesday 22 April	Thursday 23 April
Public sector pest management	10.00 - 10.45	09.45 - 10.15
Increasing profits without cutting corners	11.15 - 12.30	10.45 - 12.00
Level 3 diploma in Pest Management launch by RSPH	12.45 - 13.15	12.15 - 12.45
Working with auditors and satisfying standards Sponsored by Exosect	13.15 - 14.45	13.00 - 14.30
Westminster 'Good Practice Agreement' aiming high	15.00 - 16.00	included with above
BPCA Annual General Meeting and open question session	16.30 - 17.30	-

ExCeL in the evening Wednesday 22 April 19.00 - 23.00

Pest management industry evening

Overview of the day, industry awards, dinner, drinks, networking and casino evening

Travelling to ExCeL

By tube

For ExCeL use the Custom House station on the Docklands Light Railway (DLR) – this links to the Jubilee Line at Canning Town. Most journeys involve at least two changes. Fare £4 single or £8 return.

Travel times at non-peak periods are: 65 minutes from London Heathrow, 60 minutes London Gatwick, 40 minutes St Pancras International (for Eurostar) 40 minutes from Victoria or 35 minutes from Charing Cross.

By car

Good connections to the M11 (about 15-20 minutes drive away), the M25 at Junction 30 (30-40 minutes drive) A406 or A13. Sat Nav post code to use is E16 1DR

ExCeL is outside the London Congestion Charge Zone.

By taxi

A taxi from Central London will cost around £30. From Heathrow allow at least £60.

By air

London City Airport is virtually next door and is a good, but feasible, walk away. London Heathrow and London Gatwick are considerably further away.

Hotels

On site

Crowne Plaza 4* Tel: 0870 990 9692

Novotel 4* Tel: 0870 850 4560

Ibis 2* Tel: 020 7055 2300

Nearby – comfortable walking distance – next to Custom House station

Custom House 3* Tel: 020 7474 0011

Not so near – a good walk away – near

London City Airport

Ramada 4* Tel: 0870 111 8779

Premier Inn Budget Tel: 0870 2383 322

Car parking

ExCeL – underground & multi-storey £3 for one hour rising to £10 for five hours or £21 per day. Note: East car park shown on ExCeL plans is currently closed.

Hotel car parks

Crowne Plaza limited parking at £14.50 per day for residents, NCP next door.

Ibis & Novotel share a car park. £12 per day for residents, first come first served.

Custom House £10 per day for residents.

Ramada has limited free spaces. Otherwise Pay & Display adjacent at £12 per day and also suitable for the Premier Inn.

Technical development forums

Topic	Wednesday 22 April	Thursday 23 April
The responsibility of managers and supervisors Delivered by Brandon Tool Hire and BPCA	09.45 - 10.30	09.30 - 10.15
Bedbugs Delivered by the Pest Management Consultancy and the Greater London Pest Liaison Group	10.45 - 12.30	10.30 - 12.00
UV lamp technology Delivered by Phillips in association with Barrettine	13.00 - 13.45	12.15 - 13.00
Level 3 diploma in Pest Management launch by RSPH	14.00 - 14.30	13.15 - 13.30
Rodent resistance (sponsored by Bell Laboratories) Delivered by Acheta and Reading University	14.45 - 16.15	13.45 - 15.15

Practical short courses

Topic	Wednesday 22 April	Thursday 23 April
Fly screens Sponsored by Insect-O-Cutor	09.45 - 11.00	09.30 - 11.00
Electronic fly killers Sponsored by Brandenburg	11.30 - 13.00	11.30 - 13.00
Steps and ladders Delivered by Brandon Tool Hire and BPCA	13.30 - 14.30	13.15 - 14.15
Level 3 diploma in Pest Management launch by RSPH	14.45 - 15.00	-
Face fit tests and the legal/healthcare position Delivered by Brandon Tool Hire and BPCA	15.15 - 15.16	14.30 - 15.30



Professional Women in Pest Management (PWIPM)

Wednesday 22 April

PWIPM meeting during the day (time to be confirmed).

Guest speaker from the USA, Judy Dold, former NPMA president and president of Rose Pest Solutions.

Cheese and wine reception 17.30 – 19.00.

Sponsored by Pest Control News.

Pest recommends

- The ExCeL official website at www.excel-london.co.uk answers most questions about the venue.
- For transport information see www.tfl.gov.uk – this is a particularly useful site.
- If you intend making several journeys on London transport (tube, DLR or bus) an Oyster card is a good investment.
- If wanting to book hotel accommodation, check out what's on offer on some of the discount hotel websites. Google 'Cheap London hotels' and detail 'London City Airport' as the venue you require. Rates will increase the nearer the event you get.
- Pre-register to enter PestEx 2009 off the PestEx website at www.pestex.org. This should, if all the logistics work this time, save you queuing on the day.
- Registration for the London Marathon is taking place at ExCeL throughout PestEx. Don't get in the wrong queue!

Europest

Wednesday 22
April 16.00 - 18.00

Small Association workshop

An opportunity for members of the smaller national associations to meet, exchange ideas and discuss how CEPA can best support them.

Thursday 23 April

09.30 - 11.30

CEPA General Assembly

12.00 - 13.30

Seminar on upcoming European Directives

To include speakers from the European Institutions & an update of the CEN project.



exhibitors..... exhibitors..... exhibitors..... exhibitors.....

- | | | | |
|-----------------------|------------------------------------|-------------------------|---------------------------------|
| ■ AgriSense | ■ Barrentine Environmental Science | ■ Bradshaw Bennett | ■ Fumi-Hogar |
| ■ Agropharm | ■ BASF | ■ Brandenburg UK | ■ Hockley International |
| ■ Airofog Machinery | ■ BASIS | ■ CEPA | ■ Huck Nets |
| ■ Alcochem Hygiene | ■ Bayer Environmental Science | ■ Certis | ■ Igeba |
| ■ ANID | ■ Bower Products | ■ County Workwear | ■ I.N.D.I.A. Industrie Chimiche |
| ■ AP&G | ■ BPCA | ■ Earth Care Products | ■ Industrial Pesticides |
| ■ Atrix International | | ■ Ecotrade | ■ International Pest Control |
| ■ Bábolna Bio | | ■ Flybird Installations | |

exhibitors..... exhibitors..... exhibitors..... exhibitors.....

- | | | | |
|----------------------|-------------------------------|----------------------|-----------------------------|
| ■ Killgerm Chemicals | ■ Orkin | ■ PlastDiversity | ■ Sorex |
| ■ Kness | ■ P & L Systems | ■ Proctor Bros | ■ SX Environmental Supplies |
| ■ Liphatech | ■ Pecom | ■ Regi International | ■ Thermokill |
| ■ LODI UK | ■ Pelgar International | ■ RSPH | ■ UrbanGuard |
| ■ MO-EL | ■ PestFriend | ■ Russell IPM | ■ WaspBane |
| ■ NPAP | ■ Pest magazine | ■ Silvanderson | ■ Xenex Associates |
| ■ NPAT | ■ Pest Management Consultancy | ■ Sitno | ■ YPIL |
| ■ OR.MA | ■ Pisys Digital | | |

PestEx first timers

Visiting the stands of your familiar suppliers and catching up with the news is always a feature of exhibitions such as PestEx. But it is also interesting to see who is exhibiting for the first time – what new excitements have they on offer? Here **Pest** magazine reviews some of the 2009 PestEx first timers. Go along to see them and make them welcome.

Fumi-Hogar

Fumi-Hogar is a small, specialist smoke technology manufacturer based in Malaga in southern Spain which now has its sights set on the global market.

In the 1960s the company's founder, Antonio Cintora Gil, took out the first patents on the use of smoke technology to deliver pesticidal effects. This was the basis of the development of Fumi-Hogar, so making it one of the few specialist companies manufacturing and marketing smoke pesticides.

Well known in Spain for the Fumigol brand, the company is fast acquiring a reputation as a trusted and professional partner elsewhere in the world. Fumi-Hogar already exports its products to Europe, Middle East, Africa and Latin America. The company has all the specialist testing equipment and product development skills this very different market expects.

Technical director, Carlos Cintora, explains: "Exports play an increasingly important part of our business and as a result we are developing new technologies specifically to meet these needs. One novel development is the FumiCyp low cost smoke tablet."

www.fumi-hogar.com

Hockley International

Hockley International is an independent, privately owned company specialising in the

manufacture and supply of environmental health pesticides to 90 countries. Products sold in the UK include Permost, Deltamost, Alphamost, Hokoex and Mostyn. Whilst for export only, there is a wide range of vector control larvicides and insecticides for space spraying, residual treatment, ULV application and bednet impregnation. Hockley also supply fly bait, rodenticides, termiticides, application equipment, plus a full range of agricultural pesticides.

www.hockley.co.uk

YPIL – Pest Elimination

Also new to PestEx is YPIL – Pest Elimination, a start-up division of specialist industrial powders formulator the YPIL Group, with its innovative dry flow application-specific Magthanite cockroach elimination products.

Based on patented magnetic powder technology, it uses the magnetic properties in a cockroach's exoskeleton to carry the active ingredient back into the harbourage in pure, not ingested, form. This in turn is transferred to the other cockroaches, so delivering rapid and effective mortality.

Magthanite has been effective with a wide range of active ingredients, delivering faster and more effective control with a reduced concentration of active ingredient.

From a UK-base, YPIL supplies the inactive product to a global network of blenders to formulate and distribute in ready-to-use products to the pest control market. The company is also actively investigating the transferability of its powder technology to the control of other insect species, including ants, termites and bedbugs.

www.magthanite.com

PestFriend

This product, PestFriend, is a joint development between an IT consultancy and a pest control business.

By working together the practical daily requirements of pest controllers can be tackled, so giving a rapid return on investment by addressing those areas that normally reduce a pest control company's profits. PestFriend answers data storage difficulties, reduces paperwork and controls the business more efficiently. The product was first exhibited last autumn at PestTech, where the stand was frantically busy all day. Since then several enhancements have been added to the product. These include the quote/invoice/invoice payment process. Also more reports showing aspects of site visits have been introduced.

www.pestfriend.co.uk

Other organisations

OR.MA

Manufacturers of a range of aerosol dispensers, insecticide aerosols and fly light traps.

www.ormatorino.it

Atrix International

A manufacturer of vacuum types which include vacuums for use in integrated pest management.

www.atrrix.com



Colin O'Halloran, chief executive of YPIL



Richard Turner demonstrating PestFriend during a quiet moment at PestTech

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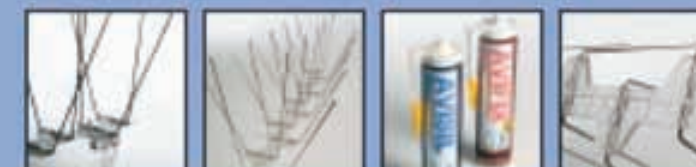
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St Pancras

massive proofing job for new national icon

Pest magazine receives an exclusive insight into what was probably the biggest and certainly the most demanding, bird proofing job ever undertaken in the UK – the newly redeveloped St Pancras station in London. Surveyor, Malcolm Stowell of leading London and South East England pest control specialists, Safeguard, managed the entire 40 month project. Here he shares his experiences with **Pest** readers.

Everything about the redevelopment and extension of St Pancras to be the permanent UK home of Eurostar as part of the £6 billion high speed rail line project is spectacular. Centred on the soaring 16.7 million cubic feet of William Barlow's Victorian masterpiece, the Sir Norman Foster masterplan involved an £800 million transformation of one of London's favourite landmarks into a new national icon. The capital's single largest modern day engineering project took more than four years to complete to specifications as long as the combined arms of the entire thousand-plus workforce.

Aesthetics were everything in the redevelopment as a whole and in the restoration of the Grade 1 listed Barlow Shed in particular, with all the work designed to ensure a building in keeping with its status as one of the country's key European gateways. But the 'small matter' of pigeons could easily have made a mess of things – quite literally. And, with the single line on pigeon protection in the multi-volume contract specification being all but overlooked until work on the first phase of the project was well advanced, it almost did. "The problem of pigeons only really became evident a good way into the construction of

the first side of the 240m long extension that doubled as the interim station," explains Safeguard's Malcolm Stowell. "As the work moved progressively down the east half of the glass-walled building, the pigeons from the surrounding area that had long enjoyed the unoccupied old Barlow Shed began to move into the newly created space vacated by the crews. They relished all the ledges, gaps and voids so thoughtfully created by the designers. And evidence of their occupation soon became apparent with fouling becoming very noticeable over, down, and even within the newly constructed building.

"Immediately we arrived on site in response to the main contractor's urgent summons, we could see the emerging new St Pancras was pigeon heaven. It offered a wide selection of highly desirable, easily accessible, light and airy perching, loafing and nesting sites nicely protected from the elements up to 30 metres above a variety of ready – and soon to become abundant – sources of food."

"The interim station roof was made up of 56 'blades' – every one an open-ended avian nesting invitation. Encasements carrying all the services along either side of the main beams were also open for nesting along



Bird control expert, Malcolm Stowell of Safeguard managed the entire 40 month project.

their entire upper surface. The 23 original curved cast iron roof trusses of the Barlow Shed provided ideal perching or nesting sites. The huge gap between the cast iron decoration and brick walls along both sides was wonderfully welcoming for pigeons too. As were metre upon metre of beams, dividers and architectural features throughout the entire building. "I have to say those holding the purse strings took a lot of convincing that merely putting wires on some of the horizontal ledges wouldn't provide sufficient protection," he recalls. "Especially so as initially the architect was adamant that no nets, spikes or mesh would be allowed to spoil the appearance of his bright new creation.

"To his credit, though, trips to other nearby London stations such as Charing Cross and discussions with railway experts following our repeated remonstrations convinced the architect that something serious would have to be done to prevent his very best endeavours being rapidly defaced by our feathered friends.

"To cut a very long story – and not a small amount of robust standing-up for our beliefs – short, we eventually managed to get pigeon protection taken seriously enough to be scheduled into the work programme from

the moving aerial platform that formed the heart of the construction process.

"But this was only the beginning. At every stage we had to develop, demonstrate, improve and have officially approved our proposed proofing solution for each element of the build. Then we had to install it without delaying the scheduled progress of the main building platform and holding-up the succession of builders, glaziers, electricians, painters and other trades involved.

"As well as the biggest bird job we've ever undertaken, it was an organisational nightmare; as anyone who has any experience of working on large infrastructure projects will fully appreciate."

Altogether, Safeguard had a team of between six and 20 installers working on St Pancras for well over three years, moving from the interim station through the transition roof and entrance screens and finally into the Barlow Shed itself before addressing a whole range of internal fixtures and fittings, including the famous Champagne Bar and replica station clock.

Along with all the accompanying fittings and fixtures, they installed more than 33,000 m of Network Birdwire, nearly



4,500 m of Avipoint spikes and a good 3000 m² of weldmesh in a variety of specially-designed, pre-formed sections.

"As a Grade 1 listed building, the Barlow Shed undoubtedly presented the greatest proofing challenge," Malcom Stowell continues. "It was the most important part of the entire building to protect from damage. Yet we were heavily restricted on what could and could 'definitely not' be used. And we weren't permitted to drill anchor points into any of the original building materials either.

"So, in addition to line upon line of high quality stainless steel Network Birdwire wherever the protection might be visible and strip upon strip of stainless steel Avipoint spikes wherever the wire couldn't be, we used a whole range of fittings made especially for us by bird management specialists, Sorex. And we attached all the weldmesh to the most vulnerable architectural features with cable ties while fixing the birdwire and spikes with high specification Avifix and Avisil adhesives.



Wall screen protection



Capital protection in the Barlow shed



Gully and ledge proofing



The busy London St Pancras International station. Centred on the soaring Victorian masterpiece, Sir Norman Foster's £800 million re-development project has turned one of London's favourite landmarks into a new national icon.

"To do so we used almost every method of access known to man, resorting to abseiling as well as the full inventory of hoists, towers and platforms. We also had to work round-the-clock on many occasions to fit in with both the schedule and train access requirements.

"Managing the contract working was a challenge in itself too," he adds. "Amongst other things, we had to set aside time for everyone to attend a whole range of health and safety, heritage and equipment courses; hold our own in working disputes with other sub-contractors; and, at the end of the day, ensure we both met the terms of our contract and were fairly rewarded for doing so. Again, anyone who knows anything about contracting at this level will appreciate what a minefield it presents in all these respects."

The continual compromises that had to be made prevented the proofing from providing the level of protection Malcolm Stowell would ideally have liked. However, from the start he and his team accepted there would be no way of excluding pigeons from the building altogether. They also accepted it would be impossible – financially as well as physically – to proof all the possible pigeon sites. So they concentrated their resources on the most attractive nesting, roosting and perching locations and the areas of building most vulnerable to damage or most likely to cause problems.

Safeguard also recommended a regular programme of deterrent hawk flying, continual monitoring for pigeon fouling and nesting, and rapid action to address any specific problems that may come to light in the comprehensive operating and maintenance manual they provided as part of the contract.

The result is there for all to see – or rather

not to see. Despite its obvious attractions for pigeons, the new St Pancras continues to remain mercifully free from the sort of problems that would otherwise have seriously soiled its impressive public image.

"I'm very proud of what we've achieved," Malcolm Stowell concludes. "The station would have been in a very different state by now if we hadn't managed to convince the powers-that-be of the importance of a decent level of bird proofing.

"We had to rattle some cages to get things done and certainly didn't earn ourselves many popularity points at the time for doing so. It really isn't surprising that major clients, architects and contractors so often pay little, if any, attention to bird proofing at the outset. After all, they're totally focused on getting the job delivered on time and in budget. To them pigeons tend to be a minor distraction of little real importance.

"As well as making sure pigeons continue to be unimportant at St Pancras, a key part of our achievement has been convincing a large number of influential people in the construction world of the need to pay more than lip service to bird proofing in their future work. And, importantly, to take a 'bird's eye view' of their creations from drawing board to final delivery, if they really want to realise the desired aesthetic value.

"I find it ironic in the extreme that so many developers don't want to 'spoil' the appearance of their buildings with the sort of bird protection that will actually safeguard this appearance for the future. Certainly those who worked with us at St Pancras will never take this view again. All the more so, as most of the proofing the new station enjoys is actually impossible for any but the most experienced bird control eye to spot from ground level."



Internal gantry proofing



Void ledge and beam protection



Barlow shed beam supports



Departure board spikes are just visible



Barlow shed decoration proofing

St Pancras timeline

- Designed by William Barlow in 1863, the famous Barlow train shed arch spans 240 feet and is over 100 feet high at its apex. On its completion in 1868 it became the largest enclosed space in the world.
- During WWII the station was hit during the Blitz on London. Despite the devastation, London Midland and Scottish Railway engineers soon had the platforms working again.
- The greatest threat to the station came in 1966 with plans to amalgamate King's Cross and St Pancras. However public opinion was against demolition and in 1967 the Government listed the station and hotel as Grade 1.
- St Pancras is a popular location for film and TV, appearing in Harry Potter, *Batman Begins* and the Spice Girls' first music video.
- Today St Pancras remains one of the greatest Victorian Gothic architecture buildings in London.

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'Licensed to kill'

Level 2 passed so what's next for our new recruit?

In the first issue of **Pest** Russell Goodbourn, our potential new recruit to the world of pest control, gave us his first impressions of our industry. Three months later, how's he been getting on?

Hello again. More news from the newbie. I have a confession to make, I've been holding back...I keep pet rats! It does seem a paradox to kill their wild cousins during the day and pander to these intelligent, interactive and humorous creatures at night.

So here I am three months later and what have I caught...two squirrels! "What are you playing at?" I hear you asking? Good thing I'm not trying to make a living out of this.

Well for a start that's how long it has taken for my exam results to come through. The BPCA/RSPH Level 2 – I passed. So now I'm 'licensed to kill' as it were. Quite coincidentally my work telephone number is 823007. It was meant to be! But I think turning up to a job in a dinner jacket sporting a Walther PPK might be apt to worry most potential clients with a pest problem.

So to the two squirrels. My neighbour's bird table, and mine too, were being decimated, so without further ado I sprung into action. I borrowed a live trap and caught both of them, independently. An air pistol had been purchased, specifically for the purpose of dispatching such caught animals. However, even at point blank I didn't consider it powerful enough to be humane so I returned to the shop and swapped it for a rifle.



Russell's pet rats are starting to view him with extreme suspicion whenever he approaches their cage with any brightly coloured food.

While waiting for my results, I have not been idle. I had already purchased a small van and a Sat Nav ready to visit potential customers. I've resisted Sat Nav for years, but I have to say it is brilliant. I love the sexy dominant voice telling me to... "enter roundabout". I call her Jane. What's more, my girlfriend has actually become jealous of an electronic box.

Having tried ringing around locally for some practical experience and not had much luck, Frances, your **Pest** editor, kindly put me in touch with Ricky Browning, a pest controller in Bournemouth. His company is Prevent. I drove down and stayed in a Travelodge for a couple of days and he kindly took me round and showed me some of the ropes.

We concentrated on rats and mice on day one and then advertising, forms, paperwork, pricing and cold calling on day two. Cold calling is hard work and can be demoralising, but he is convinced that it is the best way to drum up business. I have to agree. I even started to enjoy it after awhile.

You may recall my ironwork business. This ticks over in the background and I have found a crossover, having discovered a hole in the market for a special type of poison dispenser, I am working on a prototype.

I have spent many hours pawing over the pest catalogues trying to make up a shopping list and have finally put an order together totalling about £2,500. A tad more than the suggested start-up package! My main contact has been with Killgerm and they have been very helpful. However, I think



All present and correct! Aspiring pest controller Russell Goodbourn (right) meets Bournemouth-based pest controller Ricky Browning of Prevent.

their local representative might be tiring of my questions like: "Why are there so many products with different names, but the same active ingredients often in the same concentrations?" Am I missing something? Then, when asking around finding that everyone uses just one!

It's a bit like Cinzano or Dubonnet. They've been on the shelf forever, but everyone drinks wine!! Presumably someone must buy the stuff. Maybe it's a counter offensive against the removal of so many chemicals by the EU. If they fill up the shelf space with lots of new names, maybe no one will notice it's all the same thing?

This takes me back to my first introduction to the industry at PestTech. The sad discovery upon entering a world where chemicals were my tools, that these were being eroded at an alarming rate and all I might be left with in a few years, would be a pea shooter (and that could be bought by any member of the public at a local hardware store)still I suppose it would save on PPE!

Dispatching trapped grey squirrels – some advice from Natural England's Paul Butt

Work by the Game & Wildlife Conservancy Trust shows that the use of a relatively low powered air pistol in .177 calibre using a 'Promethius' (steel tipped) pellet is an effective combination when the pellet is directed into the brain of captured feral mink. This combination is also suitable for cage trapped grey squirrels. Accurate pellet placement is difficult when the target is constantly moving in the trap. This can be resolved by use of a 'comb' or 'fingers' (cut from plywood or similar) and inserted between the mesh structure of the trap to confine the animal to one end. Although effective, an air rifle can be cumbersome. An alternative acceptable dispatch method is running the squirrel into a hessian sack and killing it with a sharp blow to the head."

Wildlife rodenticide incidents increase

The number of wildlife poisoning incidents involving anticoagulant rodenticides increased to 46 in 2007 compared to 21 in 2006 and 37 in 2005. As a percentage of the total number of incidents recorded as linked to pesticides, the 2007 figure, at 37%, was a return to the levels of 2005 (36%) and represented a considerable increase on the 19% recorded for 2006.

The figures were released in December in the Advisory Committee on Pesticides' report *Pesticide Poisoning of Animals in 2007*, (www.pesticides.gov.uk) which is based on the information gathered under the long running Wildlife Incident Investigation Scheme (WIIS). WIIS identified 124 incidents from the 354 reported as being linked to pesticides. Over half of the pesticide-linked incidents (66) were the result of deliberate abuse with a further 21 (17%) the result of misuse or carelessness. The two approved use incidents were thoroughly investigated and the Advisory Committee on Pesticides concluded that there was no need to look again at conditions of approval for the products concerned. In the rodenticide incident a buzzard was found dead in an area where rodent control operations had been carried out and a significant residue of difenacoum was found in the liver tissue from the bird.

The very low number of approved use incidents appears to show that we have the regulation of these chemicals about right in the UK.

The 2007 report highlighted that "incidents where exposure to anti-coagulant rodenticides cause the deaths of animals are of increasing concern." The report continued, "anticoagulant rodenticides take time to poison animals so, it can be difficult to identify all the sources of rodenticide, particularly as the species involved may hunt over a large area. Birds of prey are exposed to these products by eating poisoned animals (known as secondary poisoning)." In these types of cases, pesticide-linked incident are classified as unspecified use by the WIIS. In 2007 there were 23 unspecified use incidents and nearly 75% of them (17) were attributed to rodenticides. There is no reason to believe that the proportion of incidents attributable to approved use, misuse and abuse is any different among the 'unspecified' incidents than among those in which cause could be found.

Finally, for the last few years, birds of prey and some other species have been screened for anticoagulant rodenticides, even when death was from another cause. In these incidents, the rodenticide is not considered to be the cause of death of the animal, so it is classified as 'sub-lethal exposure'. In 2007, there were 37 cases of sub-lethal exposure.

Wildlife Incident Investigation Scheme (WIIS) Incidents

	2005		2006		2007	
	Total	Rodenticide	Total	Rodenticide	Total	Rodenticide
Total number	369		390		354	
Pesticide-linked	103	37 (36%)	111	21 (19%)	124	46 (37%)
Approved use	2	2	2	2	2	1
Misuse	22	12	22	11*	21	16**
Abuse	51	4	67	3	66	12
Unspecified	25	19	19	15	23	17

* includes one incident with the unapproved product chlorophacinone

** includes one incident where flocoumafen bait blocks were placed in outside bait stations



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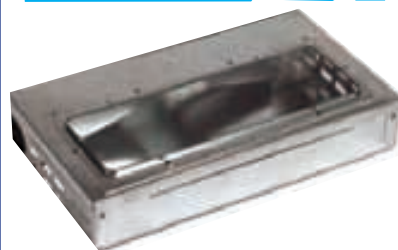


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Motion sensor camera

The Killgerm motion sensor camera is an easy to use digital video recorder with motion detector to record real-time videos on a removable SD flash memory card. This enables effective pest control monitoring at all times, even after normal working hours.

It can be used for continuous recording, or motion detector recording, such as identifying the source of an indoor mouse infestation by video-recording the moving rodents as they come out of their hiding places at night. Colour footage is provided during the day, whilst at night eight infrared high power LEDs are utilised to provide black & white footage.



The device is motion-sensitive and records short videos on the detection of motion. It has a SD card slot for the use of a SD memory card (not supplied) to store the recorded videos.

The recording capacity of the memory card varies dependant on size of the card. Once recorded, the videos can subsequently be transferred to a computer for viewing, by connecting the camera to the computer using the USB cable provided in the pack.

www.killgerm.com

Smart and stylish fly control

FlyShield Solo from Insect-a-Clear has been stylishly designed for use in smarter environments where image and hygiene both matter. FlyShield Solo is quick to install and easy to service. It is designed to sit on a table, bar, or reception desk and can be moved around easily or even wall-mounted if surface space is lacking. It has an easy to change good sized glue board and is available with one 20 watt, high attraction, energy saving UV lamp.

Designed and constructed in the UK by Bower Products, FlyShield Solo is made of light quality silver finish aluminium. Other colours are available by special order.



www.bower.co.uk

AF credit cruncher

Heralded as a 'credit crunch buster', the AF Atom is a small bait box, compact and stackable offering a high quality, affordable alternative to larger bait boxes. It's a versatile little number as it can take a break-back trap, a drinker or block baits placed vertically or horizontally.

It has a removable lid for ease of inspection and record keeping, whilst the stackable design allows for easy storage and transport. This slim-line tamper resistant box utilises a single AF lock which is accessible from the front to stop debris build up in the lock.

www.killgerm.com



Vertox range expands

Vertox Excel is an extruded block designed to join its brodifacoum-based stable-mates in the Vertox range of rodent bait presentations – pasta, rolled oats and pellets.

Manufactured by PelGar and sold by SX Environmental, the extruded blocks are formulated with high quality culinary grade wheat flour, blended with chopped wheat and held together with edible waxes. Vertox Excel also contains mould inhibitors and taste adjuvants to improve bait take.



www.pestcontrolonline.com

Small and handy insect cage

This small and handy stainless steel cage is manufactured by Small-Life Supplies. Fitting easily into a pocket, it can be used to collect live insect specimens on site. The sliding glass plate provides easy access whilst the perforated base provides ventilation.

www.small-life.co.uk

Fast and effective for wasps' nests

The PA2 professional powder applicator from GPS Sprayers offers professional pest controllers a means to profitably treat wasps' nests quickly, safely and efficiently.

Whilst it can be used on nests in easy to access locations, it comes into its own if the nest is high-up or hard to reach. By simply attaching one, or more, of the 1.5 metre long lances, nests can be treated quickly and safely from over four metres away.

The unit is light to carry, self-contained and packed in its own purpose-built case. It is fast and easy to use with minimal pre-treatment preparation time required. The chosen insecticide is added to the powder reservoir and delivered to the target using either the gun, or the gun and lance(s) together. The powder is propelled by the pressure created by the powerful, readily available disposable CO₂ cartridge.

This application system ensures the powder is deposited into, or around, the nest enabling the insects to carry it in. The product also reduces many of the health and safety risks often associated with wasps' nests for example, reducing the need to resort to ladders. Also there is no chemical to mix or carry around or to dispose of if unused, nor any pumping required or gas cylinder assembly to connect.

www.gps-sprayers.com



An intelligent approach to rat control

Romax Rat CP is a new 'professional-only' rat bait introduced by Barretine Environmental Health. It is a multi-feed bait and, claims Barretine, is as potent as 'single-feed' products such as brodifacoum, but with a significantly reduced risk of secondary poisoning.

The active ingredient, coumatetralyl, has already proven itself in many countries. Barretine says the product is based on a special 'soft block' formulation not seen in the UK before which has proved to be particularly attractive to rats. It is claimed that Romax has out-performed many existing products in extensive field trials. It has proved to be effective against both the 'good feeders' and the more difficult-to-control 'hesitant feeders', leading to excellent control.

Products based on coumatetralyl have been recognised as posing a much lower risk of secondary poisoning, especially to predatory birds. Anyone with concerns about baiting where there are known populations of birds of prey can use this bait knowing that they are most unlikely to cause any problems.

This new product also adds another option when managing the potential problem of resistance. It has been proven to control rats that are already resistant to other first generation anticoagulants, says Barretine.

www.barretine.co.uk



More new products

Broad-spectrum insecticide

Ecorex Accion is a concentrated aqueous suspension insecticide containing permethrin. It is active, says SX Environmental, on a wide spectrum of environmental health problem insects.

www.pestcontrolonline.com



AF Demi-Diamond

This monitoring station provides early and easy detection of potential SPI moth infestations in the food industry.

www.killgerm.com

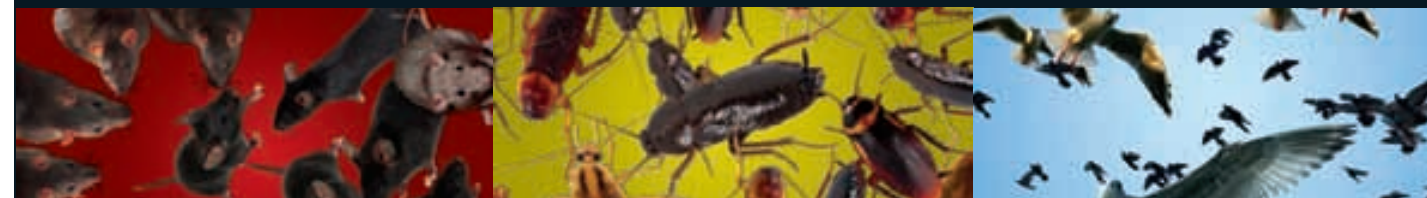
Crawling insect gel

Serpa contact gel containing cypermethrin sticks to the body of all types of cockroaches and ants. It acts by absorption through the cuticle or by ingestion during insect grooming.

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People who visit outdoor leisure attractions that use low efficiency wasp traps are up to 100 times more likely to be stung by wasps than those visiting areas using WaspBane®. Low efficiency wasp traps frequently look busy and frequently catch large numbers of wasps but because they also release large numbers of wasps they attract more wasps than they kill. To put this into perspective, in a large UK theme park, low efficiency wasp traps helped contribute to as many as 150 life threatening allergic reactions calculated over a 25 year period compared with just 1 life threatening allergic reaction over the same period for the same theme park when protected by WaspBane. There are some 46,000 people in the UK with a potentially fatal allergy to wasps and each year some 12 people die. Up to 300,000 people are treated for stings each year and about 1000 people are hospitalised. Don't make this list bigger than it needs to be. Make sure you only install high efficiency traps.



You may just save a life

Low efficiency wasp traps cause swarm feeding and increase risk of being stung.

WaspBane is a unique high efficiency wasp trap which has helped reduce sting rates in visitor attractions by up to 99%.

* Figures obtained from first aid records over 3 years from major theme parks, zoos and outdoor attractions

For more details:
Tel: 01480 414644 or visit
www.waspbane.com
to request a free video or information pack.

Preserving heritage items

Pest management – a practical guide is a full-colour 64 page booklet written by David Pinniger, acknowledged museum conservation expert and also a **Pest** advisory board member. For those with no previous experience of pest management of cultural heritage items it presents the basics clearly and concisely. For those with experience, it provides an easy-reference guide to good pest management practice. The guide identifies the pests, assesses the problems they pose, details pitfalls to avoid, helps solve pest problems and details how to implement pest management activities. What is particularly good is that for each insect pest both adult and larva are represented photographically plus examples of the type of damage they inflict. Rodents and birds are also included.

The section detailing pitfalls to avoid is excellent and could only have been produced by someone who has had years of experience addressing these types of problems. In the margin of these, and other pages, are 'Top Tips' of things to do, along with 'Beware' and also 'Legal Alerts'. Available from the Collections Trust at www.collectionstrust.org.uk/books. Price £20.

Pest verdict An excellent, well illustrated, practically orientated publication ideal if involved with conservation work.

Bell product and label guide



This 24 page booklet produced by Bell Laboratories certainly does what it says on the cover. The full range of Bell products available in the UK is included – rodenticides, bait boxes, attractants and insect monitors. For each of the pesticidal products, a specimen label is shown along with a Material Safety Data Sheet. The centre spread summarises the entire range. Copies available FOC from Bell at email: emea@belllabs.com.

Pest verdict – If a user, or potential user, of Bell products it is a wise item to hold for reference.

It's distributor catalogue time!

It's time for all the major pest control distributors to publish their product catalogues. Poor postie if they all arrive together! However, a new variation for 2009 comes from Barretine Environmental Health. In addition to the printed version, customers can also have a complete copy on CD to download to their computer. Built into the CD is an interactive order form that, once completed, will automatically be sent by email direct to Barretine.

Whilst **Pest** has managed to secure cover photos of the 2009 crop, we have been asked to point out that most will not be available until mid-April, in time for PestEx. So, please don't ring and complain that yours has not arrived yet.



A flexible approach to training

Rather than give out set dates for its seminars, WaspBane, the wasp trap manufacturer, is turning the idea around.



The company has announced that it is once again running its *Control of Nuisance Wasps* seminars during the months of April, May and June. The idea is – the dates are flexible – so if any pest controllers are interested in attending, just contact their office to arrange a date to suit you.

The seminars are free of charge, they cover wasp behaviour, need to control risks, environmental impact, effective trapping and naturally wasps' nest control with WaspBane traps. Coffee and lunch are included and the seminars attract five CPD points.

Contact Tel: 01480 414644 or email: info@waspbane.com

Robert & Tina are Prokill pros

Having worked within the industry for some time, Birmingham-based Robert Corp was ready for a change – he was after something which offered entrepreneurial opportunities and a business of his own.

His search took him down numerous avenues, including the notion of opening a restaurant, but a chance encounter with Prokill Professional Pest Prevention made him realise that pest control was a market he shouldn't discard lightly.

Since this encounter Robert has become a Prokill franchisee in Birmingham South East.

What's more, Robert's wife, Tina, has also completed the course and qualified alongside her husband.

"We're obviously delighted to be able to start this business together and each contribute our respective skills to what promises to be the best move I've ever made in my life," summarises Robert.



Husband and wife team Tina and Robert Corp are enthusiastic about their new venture

Parasitec moves to Algeria

It has been announced that Parasitec 2009, the annual French pest control exhibition, is to be held in Maghreb, Algeria between 14-16 November 2009. Commenting on the move from Paris, event organiser Pierre Kabouche said: "In 2007 we decided we would move Parasitec around. In the even years it will be held in its usual location in Paris, and in the odd years in an alternative location. This is as a result of the success of our first move to Romania in 2007."



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	DAY	EVENT	VENUE	FIND OUT MORE
APRIL	22-23	Europest 2009	ExCel, London	Email: robfrayatt@cepa-europe.org
	22-23	PestEx 2009	ExCel, London	www.pestex.org
	22	Processional Women in Pest Management workshop and wine & cheese reception	ExCel, London	www.pwipm.co.uk
MAY	19-21	International Public Health Pesticides Workshop (IPHPW)	CIEH, Hatfields, London	www.iphpw.org
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
	14-16	Parasitec 2009	Maghreb, Algeria	www.parasitec.org
	19	SOFHT 30th Anniversary Lecture & Lunch	Savoy Hotel, London	Email: admin@sohft.co.uk
	25-27	FAOPMA 2009	Beijing, China	www.cpa.cn



An International Public Health Pesticides Workshop organised jointly by the Chartered Institute of Environmental Health (CIEH) and the United States Environmental Protection Agency is to be held at the CIEH headquarters in London on 19 to 21 May 2009.

It is expected to attract a global audience of government pesticide regulatory officials, public health experts, public health pesticide producers, trade organisations and NGOs interested in solving public health and vector control challenges.

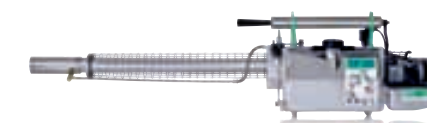
Dr Stephen Battersby, president of CIEH said: "In the book *Public Health Significance of Urban Pests* published by the World Health Organization in July 2008, the WHO observed that the complexity and costs of pesticide approvals are rising continually. This, they concluded, was preventing many companies from putting products on the market that could be more efficient and cheaper than existing ones. It is also resulting in minor use products being withdrawn from the market. The likely consequences are that future choices of pesticides for a particular application will be severely reduced by the economics of the approvals process. The CIEH welcomes this workshop as a forum that will take steps towards remedying this situation."

The workshop will be a mixture of formal presentations, panel discussions and workgroups to encourage debate. The delegate registration fee is £300.

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AFDemi-Diamond

This excellent 'walk-by' monitoring station saves both time and money, providing early and easy detection of potential SPI moth infestations in the food industry. The cost effective design and the ease of placement enables the Demi-Diamond to be placed in a grid system, 10 metres apart to effectively monitor the whole area.

Catalogue price:

£22.00 for a box of 50 (excludes VAT)

For more information please call:

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www.killgerm.com



AFAtom

This small and compact, stackable bait box offers a high quality, affordable alternative to larger bait boxes. It is a versatile box that can take a break back trap, a drinker or block baits placed vertically or horizontally.

Dimensions:

W: 265mm x H: 100mm x D: 190mm

**Special launch price valid until
30th April 2009:**

£12.80 for a case of eight,
equates to £1.60 per
station (excludes VAT)



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