

pest

The independent UK pest management magazine

Which licence to cull this gull?



Issue 6 - November & December 2009

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invade



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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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Our first year completed

What a year it's been here at **Pest**. We've taken our idea of publishing the UK's first truly independent magazine for pest professionals from concept to fruition. Along the way we've built our website into a popular news-driven service, where stories are posted as they happen. We've also learnt new skills to allow us to perfect our e-news **Pest+**, and mail it direct to readers' computers.

At times we've been overwhelmed by the number of people signing up to receive our publications, whether it's been via the website or at events like PestEx and PestTech. Through it all we've had unstinting support from our loyal band of advertisers and plenty of encouragement and support from our technical advisory board. To both groups we would like to say a big thank you. We couldn't have done it without you!

So, has it all been worthwhile? Well, if the enthusiastic comments we had at PestTech are anything to go by then yes. It was good to hear that our efforts seem to have met with your approval. Our next magazine will be published in the New Year so for now we'd like to wish you a very Happy Christmas and we look forward to bringing you more news, views and technical features in 2010.



Frances McKim
Helen Riby

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All change please

This autumn has seen an almost unprecedented number of arrivals and departures in the industry, including the retirement of some very well-known individuals. We send them all our best wishes.

There have been several changes at Killgerm Chemicals.

First, the retirement of Pat Marks who is now almost a 'national institution' with the London local authorities. Retiring at 76 years young, Pat has witnessed all the changes that have gone on throughout the industry over the last 40 years.

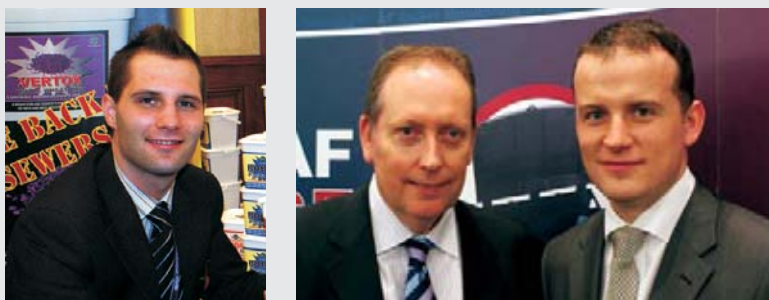
Meanwhile, Nottingham-based David Lovell, although not totally retiring after 23 years looking after his loyal customers, is switching his energies to the development of the company's new Lamp Compactor.

Stepping into these two pairs of 'big shoes' come John Stacey who is taking over from Pat and Dan Gaskin who will be looking after Dave's accounts.

Within the manufacturers, after nine years in the industry, Will Golland has left Bell Laboratories to take-up a role as national sales manager for Rutland Electric Fencing.

After 22 years in the industry working for a succession of companies, yet never actually leaving any, Clive Evers from Bayer Environmental Science is hanging-up his pest control boots. With his brother he is moving to Southern France where they are taking on the restoration and management of a hotel and restaurant.

Finally, new to the industry is Mark Long who has joined Peglar International at Alton as their new UK account manager.



Left to right: Top: Will Golland, Pat Marks; Centre: Clive Evers, Dave Lovell; Bottom: Mark Long, John Stacey and Dan Gaskin

Barrettine celebrates 130 years

On 12 November the corks were popping as staff from Barrettine celebrated their 130th birthday with a special dinner held on board the SS Great Britain in Bristol docks.

The venue was most appropriate, as it was in River Street in the docks area that the company was first started by Mr J V Barrett in 1879 trading in a range of traditional products which included whale oil. In 1973, brothers Peter and Colin Bailey bought the company and retained the name. Today, it is one of the oldest, privately run businesses in the South West with some 70 employees and runs under the guidance of Colin's son, Steven Bailey.

In addition to pest control, Barrettine also has operations in chemical blending and distribution, manufacturing of wood preservers and DIY products, as well as a contract packing business.

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Barrettine's directors celebrate on board the SS Great Britain

Industry recognises six of its best



Six industry luminaries were inducted into the *Pest Control News* Hall of Fame at the dinner immediately following PestTech 2009 on 4 November. Now in its third year, the Hall of Fame recognises those individuals whose contributions to the pest management industry in Europe have made a lasting impression.

The 2009 inductees are pictured above with their certificates which were presented by Jonathan Peck, managing director of the Killgerm Group. Left to right: Paul Butt senior specialist with Natural England Wildlife & Management Licensing Team, Dr Gai Murphy currently Associate Dean in the Faculty of Science, Engineering and Environment at the University of Salford, David Oldbury group manager of the pest control service for Manchester City Council and Dr Graham Dodd latterly with Bayer Environmental Science with Jonathan Peck. Unfortunately Dr Gareth Capel-Williams, managing director of Pelgar International and consultant Ed Allan, who made his name with ADAS, were unable to attend.

Oliver Madge of BPCA to depart

On 17 November BPCA announced that Oliver Madge, BPCA chief executive officer, is to leave the association at the end of the year. Oliver took up his appointment as CEO on 1 April 2006 with a formal hand-over from Richard Strand at the annual general meeting on 5 May.

The statement released by Martina Flynn, BPCA president, congratulates Oliver on his achievements of raising the association's profile, improving relations with environmental health officers via the Westminster Aiming High campaign and revitalising PestEx and *Professional Pest Controller*. Within BPCA, Oliver has also overseen the appointment of field mentors, but will probably be best remembered as the driving force behind the creation of the BPCA online learning site.

The association will be looking to recruit a replacement in the immediate future.

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Industry mourns Del Norton

Family, friends and colleagues from throughout the industry attended the funeral of Del Norton on 28 October at Bramcote Crematorium, Nottingham.

Sadly, Del died on 20 October, peacefully in hospital in Nottingham after his year-long battle with cancer. He was aged 60. Our thoughts go out to his wife, Barbara, and his two sons, Stuart and Daniel.

Always a cheerful person, Del was also known as something of a prankster who, over the years, caused much amusement with his colleagues. He was also one of the kindest, most helpful and practical people. Nothing was too much trouble. Born and bred in London, his pest control career began in a small pest control company undertaking fumigation. In the early 1970s he joined Rentokil Pest Control where he spent the rest of his working life until his departure in 1999, after which he set-up his own consultancy business. For many years Del was deeply involved with all matters relating to fumigation including being chairman of the BPCA fumigation committee.

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Win for PestFreeHome

PestFreeHome beat off 12 other entrants to win the innovation award presented at the Landlord & Buy to Let dinner on 16 October at the NEC in Birmingham. PestFreeHome in association with Bed Bugs UK Ltd had attended the London Landlord's event on 9-10 September at the Olympia Conference Centre. At the event they launched their new *Bed Bug Beware* booklet and gave presentations on the threats posed by bedbugs. Interest in bedbug management at the event was considerable – as must have been recognised by the awards judging panel.

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Nicola and Rob Fryatt are presented with their innovation award by TV presenter, Konnie Huq

Pest-Ventures 2010

'Rising to the challenge' is the theme for Pest-Ventures 2010. The two, one-day technical seminars will take in rodenticide resistance, burrow management, bedbugs, birds and best practice. They will be held on Tuesday 20 and Wednesday 21 April 2010 at the Best Western Yew Lodge Hotel, Kegworth, Nottinghamshire.

The programmes draw on expert speakers who will offer the latest thinking as well as give practical advice on challenging pest problems and should provide a stimulating two days.

The full programme can be downloaded from the *Pest* website at www.pestmagazine.co.uk

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Certificate or award: Which suits our industry best?

There was a divergence of opinion about what the future should hold for the RSPH/BPCA Certificate in Pest Control (Level 2) when it was debated at the *Pest Control News* workshop during PestTech.

Richard Burton from the Royal Society for Public Health (RSPH) outlined the choice the industry is facing. He explained how the government's new Qualifications and Credit Framework or QCF is standardising qualification descriptions.

"QCF introduces the concept of credit values with one credit representing 10 hours of learning for the average learner," he said. "A qualification with anything up to 12 credits (i.e. one that takes Mr or Ms Average 120 hours to achieve) must be called an Award. For the industry's RSPH/BPCA qualification to continue to be called a Certificate it must be worth between 13 and 36 credits. As things stand, there are not enough of these 'notional hours' in the RSPH/BPCA qualification to allow it to use the Certificate name."

So does size matter? This is where the audience was divided. A show of hands saw the audience pretty evenly split with 16 voting that they were happy with the *status quo* and therefore a change to an Award and 20 voting for the qualification to continue as a Certificate by increasing the time taken.

Increasing the time may not be as difficult as it sounds as by no means all 130 hours have to be from formal training. Revision time, time for reflection and assimilation and time spent on practising skills can all be counted.

Complicating the discussion was another issue – the limited amount of practical training in the current qualification. Whilst a survey of training centres showed most incorporate some practical training there is scope to increase this.

Consultant John Charlton highlighted how the way pest controllers come into the industry has changed. In the past the main route was through Local Authority pest control departments and the large pest control companies where they received extensive on the job training. But these days many new entrants are setting up their own businesses. They see the Level 2 Certificate as the qualification they need and they don't have access to the sort of practical training that the large companies and Local Authorities still provide.

Comments from two relatively new entrants who had set up their own businesses confirmed John Charlton's assessment. Both agreed that some additional practical training would have been useful for them when they were setting out.

So, what do you think? Should the qualification be extended and keep its description as a Certificate, or are you happy to see the name changed to an Award?

As Jonathan Peck who chaired the workshop pointed out: "If you don't give your views, you really can't complain if changes are made which are not to your liking." Send comments to Richard Burton RSPH, 3rd Floor Market Towers, 1 Nine Elms Lane, London SW8 5NQ or email: rburton@rsph.org.uk



Left: "The time taken must be extended if the RSPH/BPCA Certificate in Pest Control (Level 2) is to keep its name," explains RSPH's Richard Burton



Right: "There is not as much practical training available as there used to be," says John Charlton

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Ladybirds with attitude

Harlequin ladybirds have mounted one of the fastest non-native insect invasions on record and they are now causing nuisance problems similar to cluster flies, as Richard Strand of the Pest Information Consultancy reports.

Having arrived in the UK in 2004, it has taken just four years for the harlequin ladybird (*Harmonia axyridis*) to reach all parts of Great Britain. A survey launched in 2005 has tracked the invaders from Essex to Orkney by way of 30,000 online recordings. This is one of the fastest non-native insect invasions on record.

Theories as to how they first arrived in the UK range from being brought from the continent in cut flowers, to simply flying across the English Channel. Because one of the first sightings was in Battersea – it is even thought that they may have hitched a ride on Eurostar.

Originating in Asia these ladybirds were introduced to the USA and Western Europe as a biological control agent because they consume far more aphids, more quickly than our native ladybirds.

A single harlequin ladybird can eat 12,000 aphids a year. As with most situations where man tinkers with complex and delicate ecological balances, things are never quite that simple. Not only do harlequin ladybirds threaten many of our 45 or so native species of ladybird by out-competing them, they also have a taste for many other insects and not just aphids. Their menu includes the larvae of our own native ladybirds; butterfly, moth and lacewing larvae and pupae and, when insects are scarce, they have even been known to attack soft fruit. Added to all of this their reproductive potential is much higher than native ladybirds and, in part because they are not native, they have fewer natural predators.

Although nothing is certain, scientists fear that the harlequin ladybird poses a threat to as many as a thousand native species. Experience from a wide range of ecologies tells us that even a relatively minor change to a balanced ecological system can lead to unpredictable consequences – with up to 1,000 species under threat expect the unexpected!

Why is the harlequin attracting our interest?

On the face of it the harlequin ladybird is an agricultural and a garden pest, so why is it of interest to pest controllers? The problems that they can cause to householders are not dissimilar to those caused by cluster flies. In the autumn these ladybirds can invade our homes in huge numbers in search of shelter to overwinter. In the USA harlequin ladybirds are also known as 'Halloween ladybirds' reflecting the time of year that the ladybirds invade. Probably because of the few fine days we experienced in late October, Halloween marked the peak of calls to pest controllers in the UK too.



Harlequins come in a wide variety of colours and patterns

Identification tips

Harlequin ladybirds are not always easy to distinguish from native species. Perhaps the most characteristic feature is an 'M' like 'monogram' on the rear edge of the pronotum. This mark varies in size and is usually white on black but it can be black on cream or even black on black which is not helpful as a defining identification characteristic! To add to the confusion the native eyed ladybird bears a similar mark. Here are some key features:

- Harlequin ladybirds are 7mm-8mm in length and more 'dome' shaped than natives;
- Ladybirds that are less than 5mm in length are not harlequin ladybirds;
- The most common forms of the harlequin ladybird in the UK are orange with 15 to 21 black spots or black with two to four red or orange spots;
- Harlequin ladybirds generally have reddish brown legs – native species have black legs;
- Red ladybirds with seven black spots are native 'seven spot ladybirds';
- Ladybirds with white or cream spots are not harlequin ladybirds;
- Large (7mm-8.5mm), dark red, ladybirds with 15 black spots, are native 'eyed ladybirds';
- Black ladybirds with four or six red spots, two of which are at the very front of the outside edge of the elytra, are the melanic (dark) form of the 'two spotted ladybird'.



Harlequin ladybirds are becoming a nuisance pest, invading homes in huge numbers in search of shelter to overwinter

The ladybirds will typically be found on the ceiling and around window frames of predominantly south and west facing windows. Native ladybirds do this too, but in ones and twos. Harlequin ladybirds can congregate into large colonies sometimes in the thousands. To add to the nuisance harlequin ladybirds produce a yellow secretion that can disfigure wall coverings and furnishings. They become a problem again in the spring when they emerge from hibernation and start flying around the house, often attracted to the light fittings and the window panes, in their attempt to find an escape route to the great outdoors.

They are also known to bite humans, typically when they are hungry and there are no insects about, for example if they are disturbed from their dormant state whilst overwintering. Usually they will leave a small bump but occasionally their bite can induce a severe allergic reaction.

Control during hibernation is relatively easy and is very similar to the control of cluster flies. A suitably approved aerosol insecticide on the hibernating colonies and the judicious use of a vacuum cleaner will resolve most local problems.

Beyond spot treatments to deal with local colonies the search is on for more wide-reaching biological control techniques to slow down this insect's dominance. Front runners in research at the moment include a sexually transmitted mite that has been shown to make some ladybirds infertile, male-killing bacteria, fungal diseases, two species of parasitic fly and a parasitic wasp. Just as with the harlequin ladybird itself, however, unless these techniques are very specific, can we be sure what we are unleashing?

In conclusion, the harlequin ladybird may or may not turn out to have a serious impact on our environment. As alien invasions go, the 'red-tops' are struggling to find suitably doom-laden headlines to preface their stories about it. Climate change, though, may force many other insect species our way in the coming years, and just a few may do more than discolour our wallpaper and give us the occasional nip!



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New mole trap launched

Well known for their rodent traps, Bell Laboratories is introducing the Talpid Mole Trap – a heavy-duty, dual-spring trap.

Bell says it is specially designed to be a 'hands-free' mole trap – fast and easy to place and set. Once an active tunnel is identified and properly prepared, the trap jaws are placed in the tunnel and the user simply steps on the trap's yellow foot pedal which sets the trigger below the surface.

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www.belllabs.com

Report calls for a co-ordinated squirrel strategy

A recently released report commissioned by Natural England (NE) and undertaken by the Central Science Laboratory (now FERA) calls for a co-ordinated approach if red squirrels are to be conserved.

The work undertaken in the North of England – one of the red squirrels' last strongholds – reviewed the activities of all organisations involved in developing and delivering red squirrel conservation policies over the last three years.

The report concluded that, despite some local successes (e.g. Whinell reserve), there was no evidence that the grey squirrel control operations have had any effect on the regional distribution of grey squirrels and, by implication, population numbers. Grey squirrel control efforts were unco-ordinated and fragmentary – in essence they were reactive in response to sightings, rather than being a proactive systematic removal.

The report recommended that any future strategy had to be more inclusive, with wider engagement and strategic co-ordination between the various organisations, including local groups and landowners. Four potential options were proposed – ranging from doing nothing to an eradication of grey squirrels at an annual cost of over £1m.



Support for CRRU grows

The companies responsible for the Campaign for Responsible Rodenticide Use (CRRU) have been joined by Syngenta. The announcement was made on 4 November at PestTech 2009. CRRU chairman, Dr Alan Buckle, said that it will strengthen the campaign's outreach to the pest control profession, agriculture, game-keeping and countryside management.

Other consortium members are Rentokil Initial, Killgerm Chemicals, PelGar International, Novartis Animal Health, Bell Laboratories and BASF Pest Control.

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Wildlife incidents in Scotland fall

The number of animal poisoning incidents in Scotland fell in 2008 after the all-time high of 190 recorded in 2007. The Wildlife Incident Investigation Scheme (WIIS) operated in Scotland by Science and Advice for Scottish Agriculture (SASA) reported fewer incidents of death, deliberate abuse and cases requiring investigation.

Pesticide poisoning of animals in 2008 Main improvements

175 incidents accepted for investigation, 15 fewer than 2007

65 incidents indicating pesticide exposure, 20 fewer than 2007

31 incidents where poisoning caused death, 23 fewer than 2007

23 incidents of deliberate abuse, 12 fewer than 2007

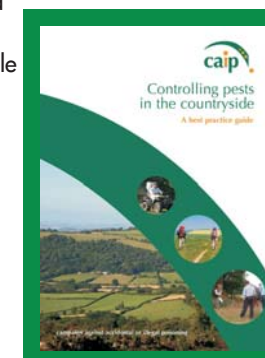
Of the 175 incidents accepted by WIIS for further investigation, 23 of the pesticide incidents were categorised as abuse, 11 of these involved birds of prey and two involved companion animals. Seven incidents were due to unspecified use, whilst one incident was categorised as approved use. Of considerable concern is that 14 of the incidents involved carbofuran, an insecticide banned since 2001.

Responsible pest control in the countryside promoted

A new best practice guide to legal and effective control of pests in the countryside has been published by the Campaign Against Illegal or Accidental Poisoning (CAIP).

This 12 page booklet *Controlling pests in the countryside – a best practice guide* highlights the need for responsible use of pesticides and other methods of pest control. One whole section covers effective rodent control whilst at the same time minimising the risk of rodenticide residues being taken up by other wildlife. Another section focuses on correct legal trapping techniques which includes Larsen traps, snares and tunnel traps.

Copies can be ordered or downloaded from CAIP at www.caip-uk.info



New Wildlife Aware qualification

Professional pest controllers working in rural situations can now demonstrate that they are 'Wildlife Aware' thanks to a new BASIS-accredited training course which was launched on 4 November 2009.

The one-day course has been developed by the Campaign for Responsible Rodenticide Use (CRRU). Introducing it, CRRU chairman, Dr Alan Buckle, explained how it will give technicians additional awareness and competence so that they can reduce wildlife exposure to rodenticides at the same time as maintaining effective rodent control.

The training is for pest control technicians who are already competent in rodent control so, for example, they will hold the RSPH/BPCA Certificate in Pest Control (Level 2) or equivalent. At the end of the training delegates can take an exam which will be marked by BASIS. Those who pass will be entitled to use the new Wildlife Aware logo to signify their competence in combining effective control of rodents whilst minimising the exposure of non-target animals to rodenticides.

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Time to give something back

Peter Crowden oozes enthusiasm and it's infectious. But he will need every ounce of that passion and all of his easy, good natured charm if he is to succeed in his ambitions for the National Pest Technicians Association (NPTA), where he recently took over as chairman. **Pest** associate editor, Helen Riby met Peter at NPTA's offices in Nottinghamshire.

Peter Crowden loves pest control. He has spent much of his adult life – the past 29 years to be precise – in the business. He became chairman of NPTA in March this year and now divides his time between his own successful business and NPTA matters.

Born in Seaton, Rutland, Peter, 53, is a farmer's son and was expected to follow in Dad's footsteps. He qualified in agriculture at Brooksby College in Leicestershire, but when he had completed his studies, farming wasn't doing too well. What's more he had already had a taste of what he thought he wanted to do.

In his spare time he had been controlling pests on the family farm and on five other Crowden family farms in the village. He applied for, and got, a job with Nick Issitt at Forward Pest Control in Nottingham and later went on to work for another well-known company, John Nind Pest Control, where he managed the Midlands area. Twelve years ago however, Peter decided to set up his own business operating first as Acorn Environmental. During this time the business expanded rapidly. "I employed six people but found myself spending less time solving pest problems and more time managing people. I also found I had six mortgages to pay before I paid my own." Following a reassessment of priorities he

went into partnership with Graham Sharman and the business was re-named Rutland Pest Control Ltd.

The company is based alongside the A1, near RAF Wittering and comprises a mixture of contract and domestic work with, a strong rural bias. "We have around 200 contracts and I know every one of those customers personally," says Peter. "I'm not interested in having a fancy Range Rover and I don't want to spend my life behind a desk," he adds. "In fact we only have one desk and Graham uses that to sort all the admin out. We're a good fit and work well together. He's the academic technical brain and I'm the practical brawn," says Peter modestly. The backbone of the business is farm rodent and rabbit control, fumigation and grain store work plus a variety of domestic jobs.

The partners have also diversified into agricultural waste plastic recycling. "The Agri.Cycle work fits well. We collect the waste plastic – pesticide packs, fertiliser bags etc – from farms, bail it up and then send it off for reprocessing into garden furniture and the like. "The two parts of the business have different seasonal peaks so fit well and we've found that we pick up new pest work from the Agri.Cycle farms and vice versa," he adds.



Peter Crowden's trusty van PCO2 RAT covers around 30,000 miles each year as he solves pest problems throughout the East Midlands



Peter Crowden, NPTA chairman

Peter has also become something of a pest control celebrity. His relaxed manner and assured style make him a natural for TV and radio and he's also been interviewed by a cross-section of the British dailies. His most recent TV appearance was in ITV's *Dishing the Dirt* a 'behind the scenes' exposé of filthy restaurants around the country. Not only did Peter appear in front of the camera, he was also resident pest control consultant to the series.

"Thinking back, the five years I spent at Forward Pest Control was my apprenticeship," says Peter. "There's a lot of concern at the moment about how pest controllers are trained. Personally I think it's now too easy to get into pest control. It's not that difficult to pass the RSPH/BPCA Level 2 exam, but just having the certificate doesn't mean you have any idea where to put the bait etc or how to handle customers. That requires practical experience out on the job with an experienced pestie."

Peter thinks that before going on the five-day BPCA Warwick course 'would be pesties' ought to have some experience, supervised by a qualified person of course! "I'm sure there are plenty of pest professionals out there who would enjoy teaching others about their job and I see no reason why the trainees wouldn't be prepared to pay towards the cost of the experience."

Training is one of Peter's hobby horses. He and Graham have just signed up for the BASIS PROMPT scheme. "Once you're qualified there's a tendency to get very complacent about training," he suggests. "We all start to think we know it all, but I can honestly say that I have never been on a training course where I haven't learnt something. We've joined PROMPT because having to collect the CPD points will make us go on more courses," he says.

Peter also sees being BASIS registered as a

mark of professionalism, another topic that he holds very strong views on. His farming customers already understand the BASIS concept. In agriculture quality assurance means pesticide users have to collect CPD points to prove they are up-to-date and, by law, they must hold relevant pesticide application certificates. "We will also be doing the new Wildlife Aware training that was launched at PestTech," he adds. Peter is already very wildlife conscious as he works in an area where red kites and buzzards are frequently seen. "I'm very concerned that products like Jaguar labelled 'for indoor use only' are now available to the DIY user. I know the label tells people about the restriction but do they read the label? Personally I have already found them scattered in hedge bottoms where wildlife and pets are at risk."

NPTA ambitions

As a practical pest controller Peter was one of the first to join NPTA when it was formed back in 1993. He was voted onto the board a year ago. He always wanted to play an active part in the industry but hadn't joined BPCA because of the requirement to open up your accounts and pay over a percentage of your turnover. "How my business is doing is something that's personal to me," he maintains. Peter was proud to become NPTA chairman and sees it as his chance to give something back to the industry he loves. "I see a clear distinction between BPCA and NPTA," he adds. "But there's room for both of us and the constant bickering has to stop."

Peter hopes that the newly formed Pest Management Alliance which includes BPCA, NPTA, UKPCO and NPAP will provide a way forward. "The Pest Management Alliance must become the public face of our industry. Of course there will be differences between the different groupings but we also have a lot of common ground. We have to thrash out those differences in private and then present a united face to government. Without that we will never be taken seriously and are unlikely to make any progress on the key political issues such as amateur and professional use."

When he's not controlling pests, staring on TV, or giving his time to NPTA, he likes to go off in the caravan and, with wife Sue and his spaniel Millie, will be found up in the fells and hills of Britain.

Five facts you may not know about Peter

- 1 For 16 years he was a retained fireman and he used to drive the fire engine!
- 2 He has just got his Equity card, appointed an agent for his TV work and finished his first 'portfolio' shoot.
- 3 His nickname is Forest. He earned the name when he was endurance racing. For those of you who have no idea what endurance racing is, it's got nothing to do with jogging! It's a bit like motocross. You ride your bike as fast as you can, but rather than racing each other, the goal is to complete each lap without incurring time penalties. The time allowed is reduced for each lap you make. So why Forest? Because Peter had a reputation for hitting trees.
- 4 He had a lucky escape on a grain store job four years ago when despite having all the correct safety measures in place he fell 18 feet onto his head and was unconscious for a week. The six broken ribs he sustained on the way down broke his fall and saved his life. No wonder he's keen to see proper risk assessments and health and safety practices.
- 5 He once spent ten days on an exchange visit with the New York City pest control department.

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Crowds flock to PestTech

Having run for sixteen years, this year's event must have broken all records. From the moment the doors opened, the visitors flocked in – to such an extent, NPTA even ran out of name badges! The estimate is that over 1,400 visitors attended.

Over the years PestTech has built a reputation for having a wide array of rural interest groups in the exhibition alongside the more mainstream pest control manufacturers, distributors and service suppliers. This year there were noticeably fewer peripheral rural stands, yet more dedicated pest control exhibitors.

It's certainly good to see innovation within the industry and more new organisations wanting to attend. There were at least six companies present for the first time. These included UniChem who had come all the



The visitors came out in their hundreds

way from Slovenia, DuPont promoting its new insecticide Advion Cockroach Gel, ScanWise and Vermend with their rodent control sewer products, County Workwear with its range of clothing and Remsol who can help you with waste management. Having had shared stands before, Pelgar International and Allman Sprayers branched-out into stands of their own.

As **Pest** magazine, we too had our own stand and, if our experience was anything to go by, we were virtually hoarse by the end

of the day, having talked to so many people! Many thanks to all our readers who dropped by to say how much they liked the magazine – your views and feedback are much appreciated. Thanks too to those who signed-up to receive our publications.

If there were fewer rural activities inside the hall, the reverse was true outside. New last year was a series of practical pest control demonstrations run by acknowledged experts in their field. For this year, these had been extended and, judging by the enthusiasm they generated, this area was one of the stars of the show and seems likely to be enhanced further next year.

Helped by bright sunshine and clear blue skies, each of the demonstrations in the morning drew a crowd in the order of 60 strong. Having run one of the sessions last year, Steve Caple of Countryman Pest Control showed how to set Talpex mole traps, Fenn traps and also Kania squirrel traps.

Elated by the reception his session received, Steve said: "Yes, I gave my own demonstration on how to set the various

traps, but then I let members of the audience have a go too. The participation, interaction and feedback from such a bunch of highly motivated and attentive pest controllers was brilliant." Rabbits featured strongly in two of the demonstrations. Down from the Highlands of Scotland, Liam Brinded demonstrated the use of various types of materials for the long-netting of rabbits – this included his own Quickset Long-netting system. Liam was accompanied by his dogs who often 'play-up' at these sorts of events – and this was no exception. They know only too well the difference between real live rabbits and stuffed demonstration rabbits!

Snaring rabbits was addressed by Glenn Waters. He showed how to shape and set rabbit snares. He explained: "People simply don't understand how to tension the snare, nor do they accommodate the physical features of a rabbit – the snare must be large enough to allow for their ears and highly sensitive whiskers."

A new addition this year was Tommy McNally from Harrogate-based Envirohawks



Tommy McNally from Envirohawks

with his Harris hawks and Saker falcons. Tommy flew his birds but also let those watching handle and fly them too. "The response to the demonstration was brilliant," said an enthusiastic Tommy. "Talking to like-minded professionals was very stimulating," he concluded.

Another new addition this year was a series of practical indoor demonstrations. Covering topics such as equipment maintenance, waste management and risk assessments. These too proved popular. Also new were talks from various manufacturers who had the opportunity to explain the benefits offered by their new products.

Extra seats were needed for attendees at the **Pest Control News** workshop where the likely changes to the RSPH/BPCA Certificate in Pest Control (Level 2) were debated (see page 7) as well as a new Wildlife Aware initiative launched (see page 11).

In the afternoon there was a good turn-out for the Professional Women in Pest Management (PWIPM) group when around 20 women came to hear Ecolab's Fiona Murphy and consultant Beth Bosomworth outline their experiences in the industry. Both talks showed that one of the most important assets any woman in pest management can have is a good sense of humour. PWIPM UK is still not yet a year old. A meeting marking the first year is being planned for January.

Summing up the day's event NPTA chairman, Peter Crowden said: "Despite talk of doom and gloom in the economy generally, we have had a record breaking number of visitors to PestTech. The outside demonstrations proved very popular as did the indoor practical sessions. These will be extended for next year. The exhibitors have all been run-off their feet and the number of new members wishing to join NPTA has been quite exceptional. Roll-on PestTech 2010."



Liam Brinded demonstrates long netting



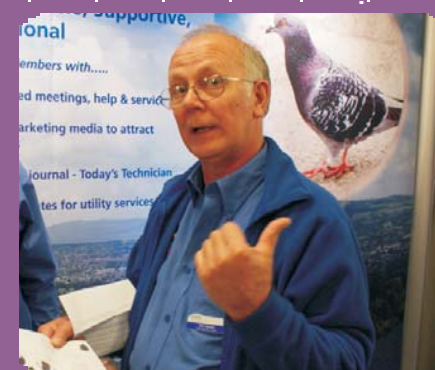
Glenn Waters on snaring rabbits



Steve Caple of Countryman Pest Control



The exhibitors were happy: left at BASF and right at Industrial Pesticides



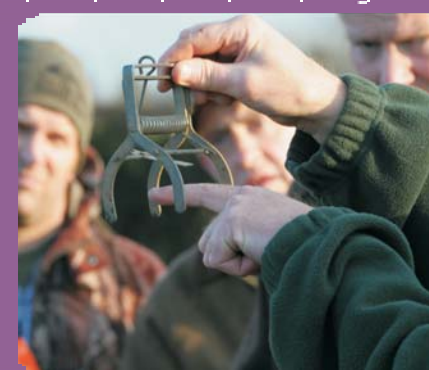
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3. On no, how much?



4. Watch your fingers!



5. Nature calls!



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Countering the growing seagull menace

The urban seagull menace is being felt well beyond our traditional seaside holiday hotspots as ever-greater numbers of gulls find inland accommodation more rewarding than their original cliff-top colonies. So what can pest professionals do to tackle gull problems?

Herring and lesser black-backed gulls, in particular, are increasingly setting-up home in a variety of urban environments to take advantage of the many readily-available food sources on offer. With nowhere in the UK more than 70 miles from the sea, urban bird management authority Grahame Turner of Network stresses that no factory or warehouse roof in the country is safe from colonisation. "Bird management specialists are being called upon to counter serious gull nesting problems in and around many inland conurbations these days," he explains.

Factory and warehouse roofs make excellent nesting sites. High-up in solid, relatively inaccessible, undisturbed locations with an abundance of wind protection and convenient anchorages, they are the ultimate urban cliffs. At the same time, they offer far greater warmth than their coastal alternatives coupled with much better local food availability.

"Apart from being unhygienic reservoirs for a range of diseases and allergens, nesting leads to an accumulation of debris and droppings. These block gutters, downpipes and, even more alarmingly, ventilation flues," points out Grahame.

Gulls are very strong and can cause major damage to buildings



Factory and warehouse roofs offer excellent nesting sites

and property with their bills. Their acidic droppings also damage masonry and metalwork and can be a slip hazards as well as both looking and smelling unpleasant. And, as large birds prone to becoming very aggressive in the presence of young, nesting gulls can present serious staff and public safety concerns.

"All of which means that businesses ignore the growing menace of urban gulls at their peril. Especially so, since nesting sites can quite rapidly grow into substantial colonies as new individuals join and youngsters return to rear their own broods in the safety of numbers, leading to an escalation of problems."

Control options

Culling should only be considered if other legal methods of resolving the problem are ineffective or impractical. In Scotland culls need to be recorded and reported. Unless it's possible to be very discreet, Grahame Turner also strongly advises against culling in most circumstances as it can easily result in adverse public reaction and often fails to provide the best technical solution.

While distress call systems and flying predatory birds can be useful in some situations, he stresses that ultrasonic scarers just don't work, and plastic owls and the variety of other visual deterrents on the market generally have little more than ornamental value.

Equally, since removing eggs and nests merely stimulates the birds to rebuild and lay again, oiling the eggs with liquid paraffin to suffocate the embryos or replacing them with plastic replicas are better solutions. But even these will only help slow the rate of population increase rather than reduce adult numbers.

Although spikes and birdwire can provide useful ledge protection in some circumstances, they often have limited success in proofing against nesting. For most practical purposes, netting or electric deterrents are the only real solutions to gull nesting problems. To be effective the installations must be carried out with a full appreciation of the particular challenges presented by large, robust birds with an overwhelming compulsion to return to their nests.

"Proofing is always most effective when done before nesting sites become established or before gulls return to previously colonised sites in the spring," Grahame insists. "So, it's important to consider proofing attractive rooftops wherever gulls are known to be in an area and certainly at the very first signs of occupation. Waiting until



Gulls are large birds and can become aggressive

gulls have settled-in invariably makes proofing very much more difficult and expensive as it has to withstand surprisingly strong and persistent initial efforts at circumvention."

Horizontal nets used to protect roofs from gull nesting need to be of a different specification to those commonly used to proof against pigeons. They should have a 75 mm mesh, as gulls will happily land and walk all over narrower 50 mm pigeon netting, putting it under huge strain. To be effective the nets also need to be made of 12/9 twine which is thicker and stronger than the 12/6 twine used in standard pigeon nets.

The nets must not absorb water or stretch. Equally, they should be UV-stabilised to resist degradation by sunlight if they are to give the longest possible working life.

"Gulls already using a site prior to roof net installation are likely to land on top of the nets for a while before displacement," warns Grahame. With this in mind, nets must be mounted sufficiently far above the surfaces to be protected and stretched tightly enough to keep them well out of contact even under the weight of several individuals. While we recommend a minimum of 30 cm clearance for pigeon roof nets, with gulls it needs to be at least 40 cm."

Network's specialist adjustable and versatile, non-piercing roof mounts are proving ideal for professional installers to support nets securely well clear of roofs and roof-mounted fittings in a very wide range of situations.

At the same time, of course, the nets must be fixed securely to the roof edges with brackets that won't bend, buckle or break under the pressure and fastened with good quality wire rope and strainers to



Netting is generally the most effective solution

maintain sufficient tension. And care must be taken to fasten every single edge to prevent all access.

"Avipoint spikes or Avishock electric deterrent can protect vulnerable areas adjacent to nets such as roof ridges or parapets to help displace the birds more quickly," points out Grahame Turner. "And sections of Avipoint are also useful to protect the tops of netting support poles to prevent gulls landing on these."

"Roofs need protecting from gull nesting with tough, well-installed proofing. Every roof is different, so it's important to carry out a thorough survey and carefully plan your approach using the best materials and techniques if you are to ensure the installation does its job from the outset and for an extended lifetime."

Confusion over changes to General Licences

Earlier this year, Natural England (NE) conducted a public consultation on changes to the General Licences that are issued every year under the Wildlife & Countryside Act 1981. On 30 September 2009, NE published a summary of responses and announced the decisions reached. Also published were drafts of all licences that will come into effect on 1 January 2010.

Amongst the changes announced, two native gull species – the herring gull and the great black-backed gull – will be removed from the General Licences in respect of killing, with the exception of the licence relating to air safety. This is due to conservation concerns about their population numbers.

It is estimated that the great black-backed gull has a breeding population of less than 1,500 pairs. The

herring gull breeding population in Britain has declined by more than 50% in the last 25 years and, as a result, is now listed as a Biodiversity Action Plan priority species and is now 'Red Listed' as a 'Bird of Conservation Concern'.

Whilst great black-backed gulls cause few problems for pest controllers, herring gulls taking up residence in urban situations certainly do. Within the pest control industry there is the risk that confusion will arise regarding what can and cannot now be done in respect of herring gulls.

In an attempt to resolve the issue, **Pest** asked Paul Butt, NE's wildlife specialist, to clarify the position as far as England is concerned. First, Paul was keen to point out that before any action is taken under a General Licence, a pest controller must ensure that their proposed activities are covered by the purposes for which the licence applies and that the intended measures are included. Second, that the licence conditions and explanatory notes have been read and understood. He urged that anyone likely to become involved in bird work should access the NE website and read the draft licences before they are

introduced in January 2010.

Regarding herring gulls Paul is at pains to point out that despite this bird having been taken off the list of species on the General Licence WML/GEN L07 that can be killed this is only part of the story. This licence still permits 'authorised persons to take, damage or destroy the nests or to take or destroy their eggs' of herring gulls to preserve public health or public safety. If culling of herring gulls is necessary, for example on those occasions where gulls are attacking humans, the pest controller or local authority can apply to NE for a personal or organisational licence to take action against the problem gull(s). In short, Paul said: "Pest controllers can still take such action against herring gulls, so long as their actions are justifiable and they comply with the revised licensing arrangements."

If in doubt, full details are given on the NE website at www.naturalengland.org.uk/ourwork/position/consultations/generallicencesfollowup.aspx

Further advice can be obtained by contacting the Wildlife Licensing Unit Tel: 0845 6014523.

Take the Pest Test

BASIS has made two PROMPT CPD points available if you can demonstrate that you have improved your knowledge, understanding and technical know-how by passing the **Pest Test** and answering all our questions correctly. So read through our technical feature on gulls and then complete the questions below.

Try to answer them all in one sitting and without referring back to the article. **Take care as some questions may have more than one correct answer so tick all the answers you believe are correct.** **SEND COMPLETED QUESTIONS** to: **Pest** Magazine, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ. We will contact you with your result and if all your answers are correct we will send your details to BASIS who will credit the CPD points to you.

1 Why are gulls attracted to live in urban environments? a) Plenty of food available <input type="checkbox"/> b) They prefer cooked fish <input type="checkbox"/> c) Factory roofs make ideal nesting sites <input type="checkbox"/> d) It's warmer inland <input type="checkbox"/>	4 When erecting netting against gulls what should you do? a) Erect nets when gulls have nests <input type="checkbox"/> b) Use a UV stabilised net <input type="checkbox"/> c) Erect nets before gulls arrive <input type="checkbox"/> d) Ensure nets have at least 40cm clearance <input type="checkbox"/>
2 Why are gulls a problem in urban environments? a) Cause major damage to buildings & property <input type="checkbox"/> b) Droppings are slippery & unpleasant <input type="checkbox"/> c) They can become aggressive <input type="checkbox"/> d) They tend to return to the same nest sites each year <input type="checkbox"/>	5 Which species can you no longer kill under the General Licence a) All gulls <input type="checkbox"/> b) Lesser black-backed gull <input type="checkbox"/> c) Herring gull <input type="checkbox"/> d) Great black-backed gull <input type="checkbox"/>
3 Which of these management techniques are usually successful? a) Distress call systems <input type="checkbox"/> b) Flying predatory birds <input type="checkbox"/> c) Placement of plastic owls <input type="checkbox"/> d) Oiling eggs or using plastic eggs <input type="checkbox"/>	6 When can a licence to kill herring gulls be granted? a) Residents' noise nuisance complaints <input type="checkbox"/> b) Protection of workers doing essential safety repairs <input type="checkbox"/> c) Car body work damage from fouling <input type="checkbox"/> d) Heating flues being blocked <input type="checkbox"/>

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Bigger and better?

A phrase often used to describe anything concerning America is that it is bigger and better. So how did PestWorld 2009, organised by the National Pest Management Association (NPMA) in Las Vegas, 26-29 October, shape up? **Pest** editor Frances McKim reports.

Bigger – yes. The conference itself boasted over 3,600 delegates including 545 international visitors from 58 countries along with 156 exhibiting companies – a record breaking attendance.

It was held at the Venetian Palazzo resort hotel and casino. The Venetian is one hotel, the Palazzo is its adjoining 'twin' and is the second tallest building in Nevada. Between them they have over 7,000 suites (bedrooms to a European), in excess of 35 restaurants, 60 luxury shops plus two casinos with over 250 gaming tables and 3,100 slot machines. So the venue was certainly big. Oh, and not forgetting all things Venetian, including an indoor replica of St Marks Square, a sumptuous gilt and marble lobby with painted ceiling, a replica Campanile tower and Rialto Bridge all topped-off with canals and gondoliers. And, if this were not enough, the property is just one of many themed pleasure centres along The Strip – which is Las Vegas.

Better – well maybe! Other than the American accents, you could be forgiven for

thinking you were at a pest control conference in the UK. Without doubt, the control of bedbugs was the issue most debated. Yet the topics and solutions discussed bore a remarkable similarity to those on this side of the Atlantic.

Bedbugs top the bill

Without exception, all the seminars on bedbug control were full to overflowing. Dr Kevin Sweeney, senior entomologist from the US Environmental Protection Agency (EPA), gave an excellent review and update on the key findings from the National Bed Bug Summit held in Washington on 14-15 April 2009.

Amongst the key points is universal recognition that bedbugs are an international problem and will only be beaten if industry, governments, NGOs and the general public unite on a global basis.

He called for improved standards of training for pest controllers treating for bedbugs. Just as in the UK, many of the younger technicians may never have encountered this pest before, so leading to inappropriate treatments. Likewise, many of the myths surrounding this pest need combating – reports of frantic householders attempting totally inappropriate control methods, including explosives and alcohol, abound.

Whilst it is good to know that there is no evidence of bedbugs acting as a disease vector, the downside is that the world-



US EPA's Dr Kevin Sweeney

renowned Centres for Disease Control and Prevention (CDC) in Atlanta shows little interest in this pest. However, moves are afoot to try to persuade CDC to reclassify bedbugs from 'nuisance pest' to 'public health pest' because of the proven psychological considerations and links with increased asthma attacks. If successful, this may help move environmental health legislation forward to regulate bedbug infestations, especially in multi-family dwellings.

Dr Sweeney also called for the establishment of a standardised approach to testing bedbug insecticides and potentially resistant bedbug populations. Although the industry is crying-out for new insecticides this will be a long-term and uphill struggle. To the major R&D-based pesticide manufacturers, bedbugs are a relatively small and

insignificant market. A much better approach is to ensure pest management professionals use correctly the products they currently do have available.

There have also been numerous calls for older, no longer approved products to be reinstated, including even DDT. At the time of PestWorld, Dr Sweeney said that although the EPA was ready and waiting to deal with such applications none have so far been lodged. However, since the conference this position has changed.

In contact with **Pest**, Dr Sweeney explained: "EPA has received a Section 18 (emergency exemption) application for propoxur use against bedbugs from the State of Ohio (with other States, such as Florida and New Mexico, likely to follow). The Agency also has a registration application pending for another pesticide to control bedbugs. Recently, EPA registered DDVP strips for bedbug control. A consumer can encase their mattress in a plastic bag and place the DDVP strips inside. The bag is sealed and the bedbugs and the DDVP saturated atmosphere will kill bedbugs infesting the mattress.

"EPA is working with the industry to explore further options for bedbug control. These include developing new pesticides, new formulations for existing active ingredients, as well as new IPM approaches to bedbug control with existing tools. The Agency is very interested in compounds that have a high level of efficacy against hemipterous insects," concludes Dr Sweeney.

Bedbug dogs discussed

The use of dogs for bedbug inspections may now be an established option in the USA (as reported in **Pest** Issue 2) but there was still considerable debate concerning their use.

Pepe Peruyero of J & K Canine Academy in Florida said: "Dogs must be able to differentiate live from dead bedbugs, however false positives will always cause a problem. The handler must learn to trust his dog – if your dog marks an infestation you must believe him, even if there are no bedbugs apparent to you."

Dr Faith Oi from the University of Florida stressed that a dog was a full-time commitment saying: "In effect your dog is just like a child – it requires daily training and care from a dedicated handler."

The significance of the role of the handler was continually emphasised – such that there is certainly scope for the establishment of specialist bedbug dog handling contractors.



PestWorld was held in the opulent Venetian Palazzo resort hotel

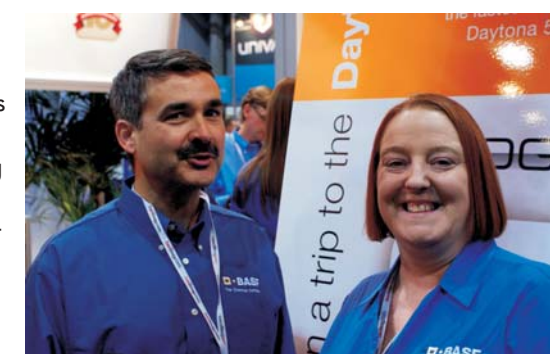
Plenty of UK companies

The exhibition was on a grand scale with 156 exhibition companies. It was encouraging to see some familiar UK faces with PestWest and Brandenburg leading the way, as well as Pisys Digital from Aberdeen making its first appearance in the USA. Amusingly Andrew Shapiro of Pisys said he had concluded one of his largest orders whilst at the event – from a UK pest controller!

Several European companies regularly spotted in the UK were also exhibiting, including Igeba (Germany), Plastdiversity (Portugal), Silvandersson (Sweden) plus the leading multinational manufacturers including Bayer, BASF, Bell, Dow, Kness and Liphatech, who all routinely exhibit in Europe.

New products which caught the eye were the BB Alert Bedbug monitors from Brandenburg making their first appearance in the USA and DuPont who was launching Arilon, the next product on from Advion Cockroach Gel which is about to be introduced into the UK.

Interestingly, Woodstream, the manufacturers of the Victor range of products, was heralding the launch of Victor Multikill based on difenacoum which they claimed is the first new EPA registered rodenticide in the USA for the last ten years. So, who said the USA leads and the UK follows?



Daniel Lucien and Martina Flynn from BASF



Pest editor Frances McKim with Steve Cooper from Kness



Rod Bell, left, was busy on the DuPont stand





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Fear and loathing in Las Vegas

Attending the annual PestWorld event can be a bit of a daunting experience. **Pest** asked David Cain, managing director of London-based Bed Bugs Ltd, for his impressions, not only of Las Vegas, but also as a first-timer at PestWorld. This is what he had to say.

Although I have been to some very large trade events before they had previously been restricted to biotechnology meetings or more social things like the Ideal Home exhibition. So the thought of a four-day session focused on pest control was somewhat daunting.

I hadn't visited Las Vegas before, even though my previous career included extensive US travel, so I had always managed to miss the neon extravagance which is The Strip. I have to say you could

gondola ride. It did however provide the perfect setting for the event, although thousands of pest controllers rushing between lectures, seminars and the exhibition hall would have made an odd site anywhere. Running parallel streams covering general and specific educational sessions ranging from 2,000 seating capacity through to small groups of 15 to 20 first appeared to be a logistical nightmare, but it all ran smoothly.

Bedbug sessions

The sessions I attended (mainly bedbug related for obvious reasons) gave an interesting mix of latest opinions and theories plus sometimes heated discussion between the panel members and the attendees. Some areas were more controversial than others, with the use of bedbug dogs providing an opportune vent for steam and for one leading entomologist to declare "show me the bugs" in true Jerry Maguire fashion.



A gondola indoors in the Venetian Palace hotel – who needs to go to Venice!

tell you were in Vegas from the moment you departed the plane. Not even curious about gambling and slot machines the ever present noise of coins hitting steel was rather grinding.

PestWorld took place in the opulent surrounds of the Venetian Palazzo resort hotel famed for its rather absurd indoor

The exhibition hall offered a vast range of suppliers and service providers, many of whom were there to promote their new bedbug products. Sadly not much of it was that unique. There were seven or eight different mattress encasements hitting the market, and I had to laugh when one of the entomologists indicated that they were no longer as sure of their value in bedbug treatments.

The highlight of the week was the flight over the Grand Canyon courtesy of Brandenburg which resulted in some 250+ pictures as we took in views of what is rightly considered one of the wonders of the



The delights of gambling, lost on David



It's show time!



The Grand Canyon. Nature has so much more drama!

world. The biggest mystery however is why they decided to build the theme park that is Las Vegas just down the road.

I wonder what Hawaii next year may hold in store?



David Cain left, reporting from PestWorld 2009



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Fear and loathing in Las Vegas

Attending the annual PestWorld event can be a bit of a daunting experience. **Pest** asked David Cain, managing director of London-based Bed Bugs Ltd, for his impressions, not only of Las Vegas, but also as a first-timer at PestWorld. This is what he had to say.

Although I have been to some very large trade events before they had previously been restricted to biotechnology meetings or more social things like the Ideal Home exhibition. So the thought of a four-day session focused on pest control was somewhat daunting.

I hadn't visited Las Vegas before, even though my previous career included extensive US travel, so I had always managed to miss the neon extravagance which is The Strip. I have to say you could

gondola ride. It did however provide the perfect setting for the event, although thousands of pest controllers rushing between lectures, seminars and the exhibition hall would have made an odd site anywhere. Running parallel streams covering general and specific educational sessions ranging from 2,000 seating capacity through to small groups of 15 to 20 first appeared to be a logistical nightmare, but it all ran smoothly.

Bedbug sessions

The sessions I attended (mainly bedbug related for obvious reasons) gave an interesting mix of latest opinions and theories plus sometimes heated discussion between the panel members and the attendees. Some areas were more controversial than others, with the use of bedbug dogs providing an opportune vent for steam and for one leading entomologist to declare "show me the bugs" in true Jerry Maguire fashion.



A gondola indoors in the Venetian Palace hotel – who needs to go to Venice!

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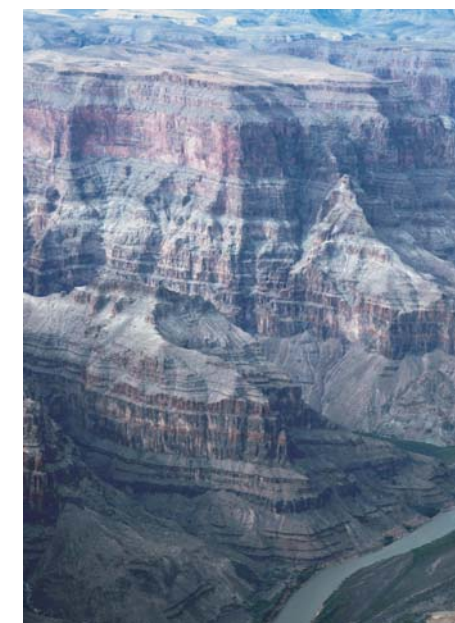
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David Cain left, reporting from PestWorld 2009

New at PestTech

There were plenty of new products on show at PestTech in November. Pest editor Frances McKim did the rounds. Here's what caught her eye.

Ready-to-use rat bait from Pelgar



On the Pelgar International stand, Nic Blaszkowicz was delighted to reveal their new Vertox Whole Wheat Bait rodenticide based on brodifacoum. It comes as a ready-to-use bait formulated using food grade micronized wheat. Nic said: "Vertox is highly palatable, is licensed for professional use indoors as a single-feed product and is fully approved for use in sewers and water treatment areas, or where rodent populations are proving difficult to control using other anticoagulants."

www.pelgar.co.uk



Glueboard technology cuts the mustard

Spotted on the P+L Systems stand was their marketing manager, Claire Larcombe, proud to show-off one of the two new Insect-O-Cutor units – Edge and Allure.

Seen here with their Edge model, this is designed around patented glueboard technology to catch 31.5% more flying insects than traditional glueboards explained Claire.

As the glueboard is inserted into the flykiller it self-folds at the desired points, creating a unique form around high efficacy synergetic UV tubes. This unique design forms edges, proven to be more attractive to flies, maximises useful UV light output, and creates a 30% larger glue area than traditional glueboards.

www.pandlsystems.com



Environmentally friendly Paragon



Two new environmentally friendly products were making their debut on the Paragon stand as demonstrated by their sales manager, Kathleen Carter. The first – the Cluster Buster – is designed as a trap for cluster flies. Made of moulded plastic, the device attaches to any window pane. Inside is a thick blanket of non-toxic, odour suppressing Quicksand powder which dehydrates the flies.

The second – the Bug Dome – is for use locating and monitoring bedbugs. It consists of two parts. The first, the trap section, contains a special adhesive which stops the bugs escaping once they have fallen into the trap. The trap section fits into the heat section. When switched-on, the heat, combined with an attractant, lures bugs into the trap.

www.riwa.co.uk

New product, new manufacturer

Soon to be available in the UK is Advion Cockroach Gel – a new cockroach gel bait from DuPont. As Rod Bell, DuPont regional business manager, explained: "The slight delay in mortality caused by the active ingredient (indoxacarb) allows cockroaches to consume the bait and return to their harbourage site to contaminate other cockroaches. This means that one cockroach exposed to Advion unleashes a three-step chain reaction which multiplies the activity to kill secondary and even tertiary adults and nymphs."

Advion is recommended for all major species of cockroach, even the gel-bait-averse ones, says their leaflet. It can be used in many sensitive situations, such as schools, food handling establishments and hospitals. Available exclusively from Killgerm Chemicals.



www.killgerm.com

Compact your fluorescent tubes

The Lamp Compactor from Killgerm provides an environmentally responsible method of compacting used fluorescent lamps on-site in a quick, easy and safe way. It dramatically reduces the amount of space required to store used lamps and the risk of lamp breakages. As demonstrated by Merve Gaskin, the compactor works by pulverizing the fluorescent lamps into tiny pieces which are collected in a secure 200 litre drum, whilst at the same time removing hazardous mercury through a specially designed filter system.

www.killgerm.com

Intelligent rat control

On display for the first time was a new rodent management control system from ScanWise specifically designed for use in sewers. The system comes billed as 'intelligent equipment for effective rat control.'

As introduced by managing director, Eddie Sands: "The system consists of two parts. First, the WiseCam which is a sewer surveillance camera used to determine where the rodents are in the pipe system. It can be used both before, during and after any pest control treatments to give users a clear overview of results."

The second part is the WiseTrap which consists of a trap and an electronic control unit. The trap is assembled at ground level then placed directly into the sewer pipe with an installation pole. Eddie said: "The system is quick and effective. It uses traps and not poisons, so is environmentally friendly."



www.scanwise.co.uk



www.belllabs.com

All set to glow with Bell

Bell Laboratories has introduced a special additive into their already well-established Detox Blox monitoring bait. As detailed by Rupert Broome, European business manager pictured showing the pack, once the bait is consumed by a rodent, its activity can easily be tracked as its faeces fluoresce if you use a UV torch or light.

This innovative idea means Detex is good for monitoring rodent activity, particularly in sensitive areas such as food premises and is an ideal extra to go into your box of IPM tricks.



Flushed with success – Phobi Dose

On the insecticide front, Roger Simpson of Lodi UK was delighted with the response their new Phobi Dose product has received. A combination of two active ingredients – 10% imiprothrin with 15% cyphenothrin. The imiprothrin component provides quick knock-down whilst the cyphenothrin offers both knock-down plus residual activity for the control of cockroaches.

Phobi Dose is a liquid packaged in easy-to-use 25ml soluble sachets, packed 10 to a box. Each sachet dilutes with 2.5 litres of water, enough to treat 45 square metres.



www.lodi-uk.com

Box clever with Barretine



The new Romax mouse box not only accommodates the full range of baits (blocks, sachet, grain or paste) but also incorporates an integrated insect monitor inside. The lock is designed to be extremely robust and difficult to open without a key and, what's more, the box can be personalised by embossing the company's logo into the plastic of the lid.

Above Chris Parmiter, marketing manager for Barretine, shows-off their new stylish yet cost-effective rodent box.

www.barrettine.co.uk

WHAT'S UGLIER THAN A DEAD MOUSE IN A TRAP?

We're sure you can think of something...but, to your customers, a dead mouse is disgusting.

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Wishing you all a very Merry Christmas and a prosperous 2010



This small and compact stackable bait box offers a high quality, affordable alternative to larger bait boxes. Its versatile design enables the use of a trap, drinker or block baits either horizontally or vertically. With a sloping entrance tunnel to help prevent water ingress and a removable lid for ease of inspection and record keeping this versatile box offers the same outstanding quality and value of the AF Range.

Dimensions:
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	DAY	EVENT	VENUE	FIND OUT MORE
2010 FEBRUARY	4	European Termite Control Conference	Novotel at Bercy, Paris, France	www.pestbusiness.com
	18-19	Eurocido 2010	Dortmund, Germany	www.eurocido.de
	18	Pest Control News dinner	Goldsaal, Westfalenhallen, Dortmund, Germany	pcnnight@pestcontrolnews.com
MARCH	3-5	9th Fumigants & Pheromones Conference & Workshop	Valencia, Spain	www.insectslimited.com/valencia
APRIL	20-21	Pest-Ventures 2010	Kegworth, Nottinghamshire	Email: moira@dewpointmarketing.co.uk
	22-23	Europest 2010	Mercure Buda Hotel, Budapest, Hungary	jilly@cepa-europe.org
JUNE	4-5	EuroHiPeCo	Warsaw, Poland	www.euro-hipeco.pl
SEPTEMBER	9-11	Expoprag 2010	São Paulo, Brazil	expoprag@workmarket.com.br
OCTOBER	11-13	Best of the Best 2010	Telford International Centre	www.cieh.org/events
	20-23	PestWorld 2010	Hawaii, USA	www.pestworld.org
	28 - 1 Nov	International Forum for Sustainable Management of Disease Vectors	Hangzhou City, China	www.chinavbc.cn

New termite market conference

The first European termite market conference is to be held on 4 February 2010 at the Novotel, Bercy in Paris. The one-day event is organised by PestBusiness.com and sponsored by Edialux, France. It will allow delegates to hear from global termite experts at a time when termites are becoming a rapidly increasing threat in Europe.

Termite control is the largest single market sector in the global pest control industry. Traditionally they have not been a problem in Europe. However, over the last ten years termite infestations have moved out of their traditional South West France hot-spots and are now being reported as far north as Paris. They are also being found in Spain and Italy. Climate change may well be the cause. In response, an increasing array of products are being developed, registered and introduced specifically for this market.

Delegates will discover the size of the problem, exchange views and good practice with industry experts and technicians and hear details of relevant products and technologies from manufacturers.

Commenting, Serge Simon, director of Edialux France said: "For Edialux the market is growing and this event will allow our customers to hear from not only the French experts but from experts from around the world."

Announcing the event Rob Fryatt, one of the PestBusiness.com partners said: "From the work AIS (another of the PestBusiness.com partners) and Xenex Associates have done over the last couple of years, it has become clear that there is a need for a regular conference where all involved in the termite industry can share expertise and ideas."

Amongst the speakers, Rod Parker from AIS in London, will provide an overview of the global termite market while Rob Fryatt will explore the evolution of the market and identify future trends. Marc Jaquel from the French FCBA Institut Technologique will review product developments in the French market.

An array of international speakers will provide a global perspective. Dr Ted Granovsky will review the US market and Raja Mahendran the Asian, whilst Peter May

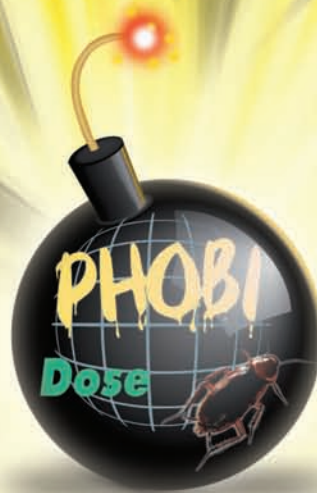


from BioProspect in Australia will evaluate the role of biopesticides. Finally, Serge Simon will draw all the threads together looking at how the French market is likely to develop.

Language will not be a barrier as the presentations will be in a mix of English and French with full simultaneous translation.

Registration costs £320 or €350 and is through the PestBusiness.com website at www.PestBusiness.com. Edialux customers can register direct with the company at a special discount rate of €250.

**OBLITERATE COCKROACHES IN ONLY
2½ MINUTES WITH PHOBI-DOSE**



**PHOBI-DOSE CONTAINS TWO NEW ACTIVE INGREDIENTS TO THE UK IN A LIQUID CONCENTRATE.
WITH THE COMBINATION OF A VERY RAPID KNOCK DOWN ACTIVE TOGETHER WITH A
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Tel: 01384 404242 Web: www.lodi-uk.com**

Phobi Dose contains - 10% Imiprothrin and 15% Cyphenothrin.
1 pack contains 10 x 25ml soluble sachets.

This product is approved under The Control of Pesticides Regulations 1986 for use as directed.

HSE N° 8948. Use only in accordance with the directions on the product label.

Use pesticides safely, always read the label.

