

# pest

The independent UK pest management magazine

## Mouse control?



Issue 12  
November & December 2010

Rat tails needed to  
estimate resistance



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lights the way



PestTech draws the  
crowds once again!

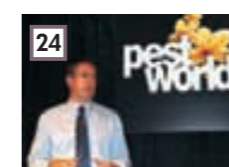


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## As the year draws to an end...

Another year has flown by. Is it only our twelfth issue! Producing the range of **Pest** publications seems to have taken over our lives. It's certainly hard work – but we love it! This feeling is made even better when you, our readers, say so too! We would like to thank all of you who completed our online survey in the autumn and are pleased to feedback to you some of the key results – see page 11. You also replied with several good suggestions for the future – so watch out for these next year.

This year also saw the introduction of our **Pest** Best Product of the Year award – and congratulations to Barretine for scooping this. Response to this new innovation has also been very positive, so get your thinking caps on for which products you want to nominate next year.

The autumn season also saw us supporting and attending numerous pest control events. Rest assured, it might all sound very glamorous, but impressions can be deceptive! However, it is certainly very interesting to see what is happening in other markets and we hope our reports provide some insight. What is great is getting out there and meeting our readers and advertisers – as was certainly the case at PestTech in November.

This just leaves us to wish you all a very happy Christmas and a prosperous New Year.

*Frances McKim*

Be first with the news – visit [www.pestmagazine.co.uk](http://www.pestmagazine.co.uk)

**pest**

**Pest** is published six times a year



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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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## New pesticides amnesty launched

Project SOE has been put together in a bid to reduce, or ideally eliminate, stocks of redundant, illegal or out-of-date pesticide products from pest controllers' and farm stores. The scheme offers an amnesty for biocides and pesticides. It will run from 3 January to 14 March 2011 and will make it possible to dispose of biocides and pesticides for a one-off cost of £20 – no questions asked. Project SOE will be available to pest controllers, gamekeepers, farmers and growers in England, Scotland and Wales. The scheme is being administered by Killgerm Chemicals. Full details at [www.projectsoe.org](http://www.projectsoe.org)

## CRRU reaches 200

Pest controller membership of the Campaign for Responsible Rodenticide Use (CRRU) Supporters Club has reached 200 and continues to grow. The 200th applicant is Steve Smith from Southampton-based Cedar Pest, whose work is approximately 50/50 urban and rural. To mark the 200-member milestone, Steve has been awarded a complimentary CRRU Wildlife Aware training and accreditation course.

## P + L financially fit for the future

Yorkshire Bank Corporate & Structured Finance in Leeds has completed a £20 million re-financing of Knaresborough-based P+L Systems Holdings.

Over the last four years the business has increased turnover from £9m to £23m and is targeting the same level of growth as it embarks on an expansion plan which will include further strategic acquisitions. In the last two years this has included acquiring Network Bird and Insect-O-Cutor. So, watch this space.....



The bank's Mike Selina, left, with P+L's managing director Peter Mangion

## Business prize won

Former college student, Charlie Hancock, pictured right has won the prize for best student business plan submitted in the South West Entrepreneurs competition. The plan covered his fledgling pest control business called Vermtek, based near Cirencester. The business was founded by Charlie in the first year of an undergraduate degree in Rural Land Management at the Royal Agricultural College, Cirencester. Initially focused on agricultural pest control, the business evolved rapidly to cater for the commercial and domestic markets, in addition to developing a wide range of estate services.



## Something to aspire to

The pest control team at the newly-created Cheshire East Council has something to celebrate. Despite the current uncertainty hanging-over local authorities, the team has won a coveted ASPIRE for Excellence award. These awards are presented to either individuals or teams who, in the eyes of the judges, have gone beyond the normal call of duty to ensure that a quality service is delivered.



Left to right, back row: Andy Reeves, Paul Eeles, Stewart Maher, Dave Korpanski, Joseph Harper and Christine Hopkins. Front row: Janice Copnell receiving the award from Erika Wenzel, chief executive of Cheshire East Council.

## Bayer grabs the bees

Bayer CropScience has acquired from Winchester-based Exosect the worldwide rights to sell Exomite Pro. The acquisition, for an undisclosed sum, allows Bayer to further develop a portfolio of bee health products for the control of mites (including varroa mites and tracheal mites) in honey bees using Exosect's platform technology, Entostat.

Martin Brown, Exosect's managing director comments: "Our platform technology, Entostat powder, has such huge potential in all sectors of pest control that despite our interest in the bee health sector we are unable to give the launch of this product the resource that it deserves. We are now able to use the substantial funds generated from this acquisition to continue to bring further exciting products through from our extensive product development pipeline."

## Hall of Fame welcomes six new members

Six well-known and well-respected industry leaders were inducted into the *Pest Control News* Hall of Fame by Jonathan Peck, managing director of the Killgerm Group at the dinner immediately following PestTech 2010 on 3 November.



Left to right: Kevin Higgins (BPCA), Iain Turner (Alpha Pest Control), John Davison (Charnwood Borough Council & NPTA), Shirley Wilson, (BASF Pest Control Solutions), Richard Bevan (Bristol City Council) and John Charlton (independent consultant)

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## Pestfree sold to Green Compliance

On 14 November, AIM-listed Green Compliance which provides water, fire and pest control & compliance services to UK companies, announced the acquisition of Northamptonshire-based Pestfree Environmental Services Limited.

Pestfree was acquired for £1.625 million (including a directors' loan note of £55,000) payable in cash, funded from the proceeds of the company's recent issue of equity.

Founded by Sam Osili, who died suddenly earlier this year, Pestfree has traded since 2000 and employs 37 staff. For the financial year ended 31 March 2010, the company reported sales of £1.4 million. Whilst the senior management team will remain with the business, the vendor, Caroline Osili will leave to pursue other interests.

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on the web  
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## Wanstead pest controllers jailed

The two former Newham Council pest officers, Terence Webb, 28, from Hainault and Mark Page, 35, from East Ham have been sentenced to four months imprisonment and fined £7,000 each for the theft and misuse of pesticide. If either man defaults on the fine then they will serve a further four months. The prosecutions were brought under the Control of Pesticides Regulations 1986.

**Pest** readers will recall that the two men intentionally poisoned wildlife during their lunch breaks by leaving bread laced with pesticide at Alexandra Lake, Wanstead Flats in East London. During the hearing at Snaresbrook Crown Court the court heard how their actions led to the deaths of 90 birds, including geese, moorhens and coot as well as the death of a pet dog.

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## A new name in pest control

As from 1 December, the former Connaught Compliance business began a complete make-over and is now re-branded as Santia.

Although currently part of the Connaught Group, which is in administration, the Connaught Compliance business (which includes the former Igrox pest control activities) has continued to perform strongly and has remained out of administration.

This rebranding signifies the beginning of a new era for the long-established business. The company employs 1,300 people, mainly professional and technical staff, at 24 locations across the UK and delivers services to many of Britain's largest and best known corporate names.

santia

## Further award for John Charlton

Rounding-off the *Pest Control News* dinner, presentations, Kevin Higgins, left, on behalf of BPCA, was delighted to confer upon John Charlton, Life Membership of BPCA.



# A glimmer of hope

## for extended use of brodifacoum and flocoumafen

On 23 November a high-powered group of rodenticide experts, drawn together by the Rodenticide Resistance Action Group (RRAG), met at the Chartered Institute of Environmental Health (CIEH) in London to discuss the ever-increasing problems posed by second generation anticoagulant resistance in the UK.



Dr Alan Buckle, left, chairman of RRAG with Dr Robin Foster from the International Chemicals Unit at the HSE

Opening the meeting, Graham Jukes, Chief Executive of the CIEH explained that in the current climate of likely pest control cuts, especially within the Local Authority sector, it was key to have in place the right strategy for the time. He said: "Strategy is an important part of all our lives. It is important that all strategies fit together and that all players work more closely together."

These were very apt words, as the assembled group represented the entire cross-section of those involved with the research, manufacture, sale and, most importantly, the regulation of anticoagulant rodenticides in this country.

Delegates were welcomed by RRAG chairman, Dr Alan Buckle, who outlined the content of the meeting and made it clear that the objective for the day was for this unique group to discuss and, hopefully, eventually agree, a way forward.

Alan summed-up the concern of RRAG by saying: "In some areas of the country, due to anticoagulant resistance and the current UK regulatory policy, many organisations cannot perform their statutory obligations to conduct effective rodent control to safeguard human health."

Readers will already be familiar with the fact that there are certain geographic areas in the UK where, because of resistance, the control of rodents is proving impossible using the two most widely used second generation anticoagulant rodenticides – difenacoum and bromadiolone. Tests with sophisticated DNA genetic profiling (see **Pest** issue 3, May & June 2009) have identified three different resistance mutations. Colloquially referred to by their area of discovery, they are known as 'Gloucestershire resistance' or to use its genetic sequencing title Y139C, 'Berkshire resistance' or L120Q

and 'Kent resistance' which has the genetic sequence Y139F.

Continued and prolonged use of difenacoum and bromadiolone in these areas is not only ineffective, but also poses a significant and unwarranted risk to wildlife. In short, in the view of RRAG, no practice could be better conceived to exacerbate the severity and spread of resistance.

The two active substances which could be used to achieve control – brodifacoum and flocoumafen – can only be used indoors. Their current UK regulatory status prevents them from being used 'in and around buildings' so effectively curtails their use for rat control. Yet this position is something of a UK label anomaly, as both active substances are listed on Annex I of the Biocidal Products Directive (BPD) for use 'in and around buildings' and 'in sewers'.

This anomaly in permitted use is a prime example of the sensitivities currently surrounding the use of rodenticide across Europe – as explained by Dr Robin Foster – see box on page 7. The BPD allows use in and around buildings, yet the permitted flexibility on mutual recognition by individual Member States, such as the UK, looks set to restrict such use. A somewhat frustrated Dr Buckle described the UK position as locked in time 20 years ago.

### Where next?

Having been challenged by this problem – what is the way forward? Certainly a blanket relaxation for outdoor use of brodifacoum and flocoumafen is a bridge too far in one single step for the UK regulators. Until proven otherwise, the risks in use to non-target wildlife are considered by regulators to outweigh the threats posed of uncontrollable rodent infestations.

In an attempt to move the argument forward, as it were in a series of small and hopefully acceptable steps, RRAG has put together a set of proposals. The use of brodifacoum and flocoumafen in and around buildings could be permitted, on a site-by-site basis, subject to three constraints: proof of resistance; restricted application and proven competence of the technicians applying the baits. In addition, this would be underpinned with intensive wildlife monitoring.

Dr Buckle concluded by saying: "To progress this, RRAG wishes to seek advice from the Health & Safety Executive's (HSE) Chemicals Regulation Directorate (CRD) on how to put together a proposal for

consideration by the Advisory Committee on Pesticides (ACP) for the use of brodifacoum and flocoumafen 'in and around buildings' in defined circumstances in the UK.

As to be expected there was plenty of comment from those present. Most encouragingly, David Richardson of CRD said his organisation would assist the pulling together of a discussion paper for presentation to ACP. He continued by saying the collection of wildlife information on these limited sites would help provide scientific data to enable consideration of extending this use more widely.

From a pest controller's perspective, Iain Turner, representing the National Pest Technicians Association (NPTA) highlighted the practical problems of a 'site-by-site' approach if dealing with an

infestation in an urban area. This was backed-up by Sue Gore from West Berkshire District Council (the authority which covers Newbury – one of the resistance foci) who pointed out that the 56 rat tails they had had tested came from a total of 12 different sites and all were found to be resistant. So how could they go for a 'site-by-site' request?

In what may prove to be the summary of the day, Andrew Low of CRD explained that we were only at the starting point. The start must be within confined areas initially, before any wider-scale use could be considered.

This is certainly not a scenario which is going to change overnight. Limited and restricted they may be, but the proposals put forward by RRAG are a positive start.

## EU position explained

To grasp the significance of these discussions on the UK usage of anticoagulant rodenticides you have to understand their regulatory status in relation to the EU Biocidal Products Directive. A topic usually guaranteed to cause your eyes to glaze over.

Fortunately, Dr Robin Foster, head of the International Chemicals Unit of the Health & Safety Executive is to be congratulated for his talk, which provided a simple and straightforward guide.

The Biocidal Products Directive covers an extremely wide range of product types, ranging from rodenticides right through to embalming fluids. He highlighted the fact that these products cover a very fragmented industry and a wide range of hazards and risks. However, in the eyes of the regulators, rodenticides were regarded as at, or near, the top for hazard and risk.

In essence, the Biocidal Products Directive sets out a two-stage process for regulating biocides:

- First – a decision has to be reached if the active substance can be included, at EU level, on a positive list – Annex I of the Directive. Not surprising this is known as Annex I inclusion. Each inclusion is specific to a product type (e.g. rodenticides).
- Second – individual Member States decide on product authorisation for products containing that active. Authorisation sets out conditions on how the product is to be used. After first authorisation in one Member State, approval holders can apply for mutual recognition authorisations in other Member States.

But, life is not quite that simple! When introduced, this process was to be implemented by the countries across Europe who had existing regulatory

processes for biocides ranging from virtually nil to extensive. As a result, a series of transitional measures needed to be implemented. The first step was to start with no actives on the positive list, and over a ten year period to work through a programme reviewing them all. In practice the ten year programme has already stretched to 14.

As of today, there are now 12 rodenticide active substances listed on Annex I. But, this has taken a huge effort and revealed some tricky political issues. The anticoagulant rodenticides are potential PBTs, i.e. substances that are persistent, bio-accumulative and toxic. Within REACH, PBTs are substances of very high

concern (SVHCs) and so should be phased out. Many Member States have struggled with Annex I inclusion for substances that would otherwise be phased out, particularly where the perspective does not include the benefits to society that use of rodenticides brings. This helps to explain why anticoagulant rodenticides have only been included on Annex I for five, rather than the standard 10, years. The sensitivities around the use of rodenticides across the EU have led the European Commission to signal, very sensibly, that it will be flexible on mutual recognition authorisations, and will not expect to see the same conditions of product authorisation in all Member States.

As Dr Foster said: "For anticoagulant rodenticides, how the products are to be used by individual countries is much more left to each country to resolve." In effect this is a 'mixed blessing' – certainly from the viewpoint of a manufacturer who is seeking one set of standardised use requirements across Europe.





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# Your rat tails needed now

The extent of resistance to anticoagulant rodenticides in the Norway rat is causing concern, as detailed on pages 6 and 7 of this edition.

A resistance mapping survey is underway which aims to provide preliminary data on the distribution of this anticoagulant resistance.

This survey is funded entirely by the pest control industry (BASF, Bayer, Bell, Killgerm, PelGar, Syngenta and also BPCA and NPTA) but is managed by an independent scientific committee to ensure that the results are seen to be both rigorous and independent.

Between 600 to 1,000 tail tips are required from seven areas across mainland Britain. The focus of the research is on a series of

hot spots where it is known, or suspected, that the resistant rats occur.

But to achieve this vital task on behalf of the pest control industry – **the organisers require your help, now.**

Shown right are the seven areas where the tips of rat's tails are sought. The study is using spatial mapping by sampling along transects that cross resistance foci.

Maps showing more clearly where these samples are required can be seen on the **Pest** website at [www.pestmagazine.co.uk/content/newsitem.aspx?id=522](http://www.pestmagazine.co.uk/content/newsitem.aspx?id=522)

## How to do it

Tail tips (3 - 5 cm) must not be from poisoned rats – they need to be collected from rats killed by trapping, shooting or dogs. Tails can be stored in a freezer until despatched in the supplied vial containing a preservative (one tail tip per vial). With each vial, certain data is required: the name of the collector, the date and place collected (a post code or GPS/Ordnance Survey map co-ordinate).

If you think you can help, email [resistancesurvey@hud.ac.uk](mailto:resistancesurvey@hud.ac.uk) or text 07852 975871 before collecting any tail tips. You will then be sent, free of any charge, individually coded plastic vials contain 80% ethanol, along with instructions on how to collect your tails and where to send them once collected.



Cut 3-5 cm off the tip of the dead rat – one which has not been killed by rodenticide



Tails must be placed in the plastic vial, which is supplied free of charge, and then posted to Huddersfield University

## Tail sample locations

Tails can be collected from the locations shown and areas in between

### Area 1 Avon

West to east:  
Bristol – Chipping Sodbury – Chippenham – Swindon – Wantage

North to south:  
Worcester – Tewksbury – Cheltenham – Cirencester – Devises - Salisbury

### Area 2 Anglia

West to east:  
Kings Lynn – Dereham – Norwich – Great Yarmouth

North to south:  
Cromer – Diss – Ipswich

### Area 3 Kent/South East England

West to east:  
Crawley – East Grinstead – Tunbridge Wells – Ashford – Dover

North to south:  
Gravesend – Chatham – Maidstone – Cranbrook – Hawkhurst – Hastings

### Area 4 West Midlands/Wales

West to east:  
Dolgellau – Oswestry – Market Drayton – Stafford

North to south:  
Chester – Whitechurch – Telford – Bridgenorth – Kidderminster – Great Malvern

### Area 5 Yorks/Lincs

West to east:  
Sheffield – Rotherham – Worksop – Retford – Horncastle – Skegness

North to south:  
Hull – Brigg – Market Rasen – Lincoln – Grantham

### Area 6 Central England

West to east:  
Andover – Basingstoke – Farnborough – Woking

North to south:  
Oxford – Didcot – Newbury – Whitchurch – Winchester – Eastleigh

### Area 7 – South West Scotland

West to east:  
Stranraer – Newton Stewart – Castle Douglas – Dumfries – Gretna

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## ...and the winner is...

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product  
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Romax Rat CP from Barrettine was voted Best Product of the Year 2010 by **Pest** readers; making it the first ever **Pest** Best Product of the Year; a title no product can ever take away from it! Pictured below at the presentation, which took place during PestTech in Birmingham, is Barrettine's divisional director, Chris Parmiter. He received the trophy from **Pest** editors and publishers Frances McKim, left, and Helen Riby.

In second place was Bayer's Maxforce Quantum, which also impressed **Pest** readers. Bayer's head of professional pest control for the UK & Ireland, Alan Morris, collected the certificate.

In third place was another Barrettine product, the Romax Mouse Box. Dave Haskins collected the certificate.

**Pest** will be launching the 2011 Awards in the New Year but, if you have a spare moment over Christmas, then get thinking. Any new product launched since 1 September 2010 (when voting closed for the 2010 award) will be eligible.

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# Looks like you like it! Our reader survey results revealed

The results are in. We asked you, in our online survey, to let us know what you think about **Pest** magazine and we were bowled over with your

Around two-thirds of you say you read 'all, or almost all' of **Pest** magazine and, if we add in those who read 'more than half', then 80% of you are reading most of what we write – we better be careful what we say!

Seriously, we would like to thank all of you who responded. Whilst we expected you to get stuck into the multi-choice questions, we were simply stunned at how many of you were also prepared to spend time typing in your ideas on the topics you would like to see covered as well as adding useful, often encouraging comments. But then, perhaps we shouldn't be surprised, people in pest management are not generally slow at coming forward!

### So what did we learn?

Well, we now know a lot more about our readers.

Almost 90% of you are men and two-thirds of you fall into the 35 to 55 age bracket, with a further 25% admitting to being over 55. Around a quarter of you work for local authorities with more than a third being self-employed and another third working in the private sector.

Giving credence to the often heard comment that 'once in pest control you stay in pest control', we can report that around half of readers have been in the industry for more than 15 years. Indeed 36% of you have been around for more than 20.

When we asked you to rank the type of stories you read, the top three that were 'always read' were:

- Technical articles on specific pests;
- Information on new products;
- Industry news and views.

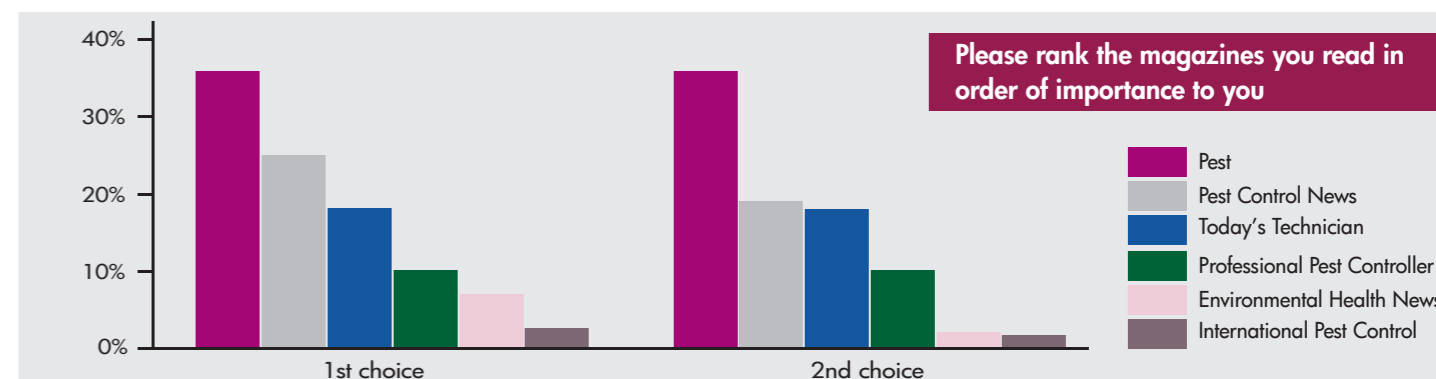
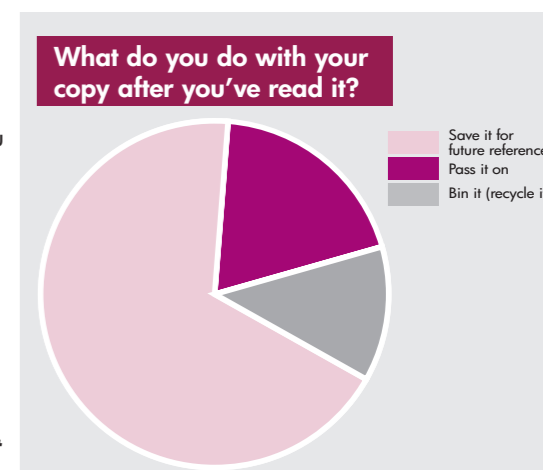
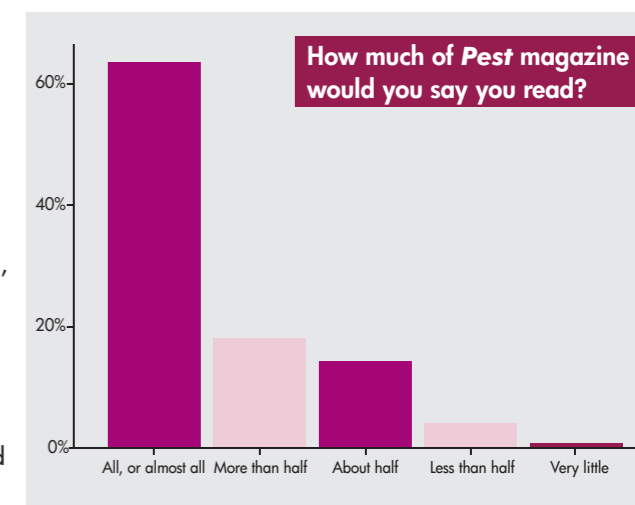
However, with so many of you reading 'all or almost all' of the magazine, it was no surprise that every topic on our list was 'always read' by at least one in five people.

We were also pleased to find that almost 70% of readers save their copy for future reference with around 20% passing it on to colleagues.

There were few surprises when we asked you which other magazines you read. Around three-quarters of you also read *Pest Control News*. Some 50% of you read NPTA's *Today's Technician* and a similar number read BPCA's *Professional Pest Controller*.

The table below shows the magazines that readers said were their first and second choice. Thanks for voting **Pest** magazine as your favourite read.

A big thank you to readers who took the time to respond to our online survey. We really do value your opinions.





Leading US rodent control expert,  
Dr Bobby Corrigan

This article first appeared in the the leading pest control magazine in the United States, PCT (Pest Control Technology). Whilst some of the recommendations and products referred to are US brands and therefore not available here (most notably the Liphatech products), the strategies and practical hints given apply equally well.



# Biomonitoring for rodents by Bobby Corrigan

Non-toxic rodent monitoring bait blocks can help bolster Integrated Pest Management (IPM) programmes, reduce call-backs and provide another dimension of service. They also meet today's changing times — when the world seems to be clamouring for 'green' services.

Early in 2009, Bell Laboratories launched a new version of its Detex non-toxic monitoring rodent bait: Detex with Biomarker. Not too long after, Liphatech also released a non-toxic monitoring bait called No-Tox. Detex and No-Tox are largely the equivalents of their toxic bait block counterparts, but without any active ingredient. In other words, think of Contrac and Maki (respectively) without their anticoagulant active ingredient, bromadiolone.

## Non-toxic baits are not new...

Non-toxic rodent monitoring bait blocks are not new. In 1995, Zeneca Professional Products launched a non-toxic monitoring bait, Census, as tool for rodent IPM. Census was similar to Talon WeatherBlok without the brodifacoum. The industry's reception for Census ranged from applause, to confusion and to disregard. Apparently, disregard won out as Census failed to attract the industry's interest and Zeneca discontinued the product.

A couple of years later, Bell Labs introduced Detex (i.e. detecting rodents), the firm's offering of a non-toxic monitoring bait. But similar to Census, Detex also did not sell and was discontinued. It seemed the structural pest management industry 15 years ago had little interest in the concept of proactively monitoring for rodent pests. But perhaps with the arrival of these two new monitoring bait products, combined with other technology, it's a new day for this concept.



A field researcher uses a UV torch to inspect for rat activity under a pavement

The purpose of this article is to re-examine the use of these new and more novel non-toxic rodent monitoring/tracking baits and to consider the numerous ways these baits can assist you in solving rodent infestations. These baits can help bolster IPM

programmes, reduce call-backs and provide another dimension of service. They certainly also meet the changing times when the world seems to be clamouring for 'green' services.

## ...but biomarkers & UV torches add a new dimension

With the new Detex product, Bell Laboratories added a bio-fluorescent marker into the bait. When rodents consume Detex, they pass the bio-fluorescent marker in their scats (droppings). The addition of this bio-fluorescent changes everything in the concept of using these non-toxic baits. As you know, fluorescent materials are readily seen with a UV torch. When captured in a UV torch's glow, the scats containing a bio-fluorescent marker become brilliant 'glowscats'. Consequently, the biomarker within Detex now enables the monitoring bait to also serve as a tracking bait (MTB).

What makes the concept of a bio-fluorescent monitoring/tracking bait so exciting and so promising is that just recently several new UV torches using LED technology have emerged within the industry (perhaps Bell Laboratories saw this coming?).

These are small (10 cm by 1.25 cm) and fit conveniently into shirt pockets or tool belts. But they are powerful. One model I tested to field-trial the bio-fluorescent baits (the Microlite UV by Falcon Innovations) is powerful enough to emit waves in the 370 nanometer range. But because of this light's unique design, only items or spots that fluoresce under UV light appear. In other words, other surrounding items that would be illuminated under normal light (as produced with a normal torch) do not show. Even the faintest crumbles of the Detex Biomarker fluoresced brightly with this new UV technology. This one-two punch of MTB and UVL can reveal a whole new look into the world of structural rodent control.

## Coloured dyes also effective

Liphatech's No-Tox bait also can be used as tracking bait although No-Tox does not contain a biofluorescent marker. Instead, No-Tox employs a reddish-pink dye additive. The colour marker is passed in the rodent scats following feeding. In cases where scats are deposited in well-lit and/or exterior areas during the daylight hours, the red marker works well.

For cases of night-time evaluations, or inspections for scats in shadowy corners, behind and underneath pallets and other low-lying objects, or in the dark basements of buildings and

warehouses, the use of the UV torches will locate and identify the glowscats even from a distance.

Regardless of fluorescent or red dye markers, both of these non-toxic baits are highly palatable to foraging rodents. I have installed them into bait stations in a few areas around New York City, both as stand-alones (i.e. just the MTBs) as well as installing them into bait stations containing conventional toxic baits. The rodents of NYC ripped the MTBs.

By installing highly palatable baits into bait stations (with or without the conventional toxic baits), once the rodents enter the stations, they are likely to feed. Of course, they begin scenting the station with their scats, urine and uro-genital secretions. Research has shown such scents may attract other local rodents to those 'marked' bait stations, thereby enhancing or accelerating the take of toxic baits.

## On-the-job tips

When new technologies 'find one another', specialised tools and techniques often emerge. And this is true here with tracking baits and UV equipment offering potential help to analyse those occasional complex (and also the simple) rodent jobs.

Consider the questions of the everyday on-the-job service professional conducting rodent work:

- Along what paths are the rodents travelling from nests to food sources?
- What are their ranges?
- Are the rodents coming from the outside and invading the building along a particular wall, or through a specific opening?

The following is a list of the potential uses of MTBs for exterior and interior uses. It's a good bet that as innovative professionals use MTBs, additional applications will be discovered.

- 1 Rodent scats that are 'marked' help pest management professionals discover three critical items:
  - a) the high-activity trails of the rodents;
  - b) the distances the rodents are travelling, and;
  - c) possible zones in which the nests are located.

In short, MTB scats provide the road maps for where to install traps and bait stations for maximum on-the-job efficiency.
- 2 By installing MTBs into bait stations on exterior areas (fences/walls), any MTB-marked scats seen in interior areas of a facility confirm the pressure of exterior rodents causing interior infestations. By installing MTBs in strategic placements, you can trace back the specific location or building direction from which the rodents may be originating. Suppose, for example, two different MTBs are used in two different areas around the exterior of a food plant or warehouse (i.e. Detex on the north and east walls; No-Tox on the south and west walls). Any MTB scats found inside the buildings, or within any interior mouse traps, can assist in pinpointing the possible origin of the rodents. Corresponding wall and/or door areas can be inspected to check for any structural breaches allowing rodents entry.
- 3 The areas around warehouses and food plants containing property line fence-rows at significant distances away from the building perimeter might or might not be home to commensal rats or mice — but they still must be monitored. With routine bait stations containing toxic baits, the baits

will kill whatever small mammal happens upon the stations and feeds on the bait within. Many non-target small mammals (rodents and non-rodents) are important in the balance of those natural environments that can exist nearby our buildings (especially as we 'urban sprawl' into undeveloped areas). Moreover, these same non-targets may be food to hawks, owls, foxes and other wildlife species within the food chain. With non-toxic MTBs we can evaluate whether or not these mammals are making their way to the nearby structures, or remaining within their own 'ecosystems' in their fields and other undeveloped areas. If it's the latter, these non-target animals should not be victims of poorly designed rodent control programmes that over-extend the zones requiring protection.

- 4 One of the best indoor utilities of MTBs is their installation into apartment complexes and large office buildings for mouse Integrated Pest Management (IPM) programmes. By installing MTBs into strategic floors or office areas (basements, suspended ceilings, suspect cubicles, etc.) and using UV torches during subsequent service visits, the mouse population sources and reservoirs can be profiled. By focussing on these areas, call-backs can be reduced.

Recently, I installed MTB baits into the basement of a 12-story apartment complex in Manhattan. During the follow-up inspection three weeks later, I located a few 'glowscats' in apartments on the first and third floors above the basement. Obviously, this confirms that the basement is serving as a possible mouse entry zone or replenishing source for the building. In such cases, property owners need to be shown such 'smoking gun confirmation' to facilitate mouse-proofing the basement ceiling zones and wall penetrations from the outside leading into the basement. Or, at a minimum, the pest management professional should implement the most intensive mouse control efforts in the basement to stem-off the severity of the upward migration.

- 5 The Detex BM product is particularly useful for confirming the activity of structural rodent burrows such as wall voids, floor voids and, in the case of Norway rats, exterior pavement and foundation wall burrows. For house mice in warehouses, Detex can be dropped into sub-slab cracks and crevices to determine whether or not mice are using



Non-toxic monitoring baits available in the US include Liphatech's NoTox and Bell's Detex with Biomarker

these zones for harbourage. During the spring of 2010, I was able to track the Norway rats' use and movements below the pavements of Manhattan using Detex MTB.

Similarly, the Detex MTB can be installed into overhead ceiling spaces to allow for monitoring and tracking of the rodents' use of the ceiling void. These voids are often overlooked in chronic indoor rodent infestations, which in turn results in expensive recurring call-backs.

Monitoring/tracking baits are a perfect fit for sensitive accounts when pesticides are not desired or allowed, but where proactive rodent IPM programmes are necessary. Consider the usefulness of MTBs in zoological gardens, pharmaceutical plants, animal-rearing facilities, schools, biotech firms and the like.

As more of the mega-corporate firms wish to increase their 'green profile', the concept of using MTBs in those accounts fits this need perfectly.



Bell's Detex with Biomarker is available in the UK. Under UV light, the blocks (as seen above right) fluoresce in comparison to a normal block. When eaten by rats their droppings can be picked out easily with a UV torch

## DIGITAL PENS FOR PEST CONTROL TECHNICIANS

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- Move into the electronic age without becoming an IT expert.
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### Other uses

The Detex Biomarker product also has uses against other cryptobiotic pests such as American cockroaches. This is because even the small faeces of cockroaches are illuminated under new UV torches.

Often times, it is challenging to zero-in to where *Periplaneta* cockroaches are originating, or the location of their travel pathways (which if we knew, we could bait or treat). Are they coming from the attached sewer lines, or from basement chases near steam pipes? By installing monitor/tracking baits in these areas, any cockroach frass that fluoresces in follow-up services can be used to trace-back to areas needing to be treated. Some real-world research might indeed be exciting as to how the fluorescing MTBs have applications for this and other urban insect pests.

### Summary

By using MTBs in routine pest management (i.e. installing MTBs in bait stations in many facilities), new insight into the behaviour of the resident pest populations could be gathered. In short, monitoring/tracking baits can help us to be better detectives. Against the clever urban rodent pests, we need every detective tool and clue-gathering technique we can get.

The author is president of RMC Consulting, Richmond, Indiana 47374 USA and can be contacted via email at [cityrats@mac.com](mailto:cityrats@mac.com)

## Available in the UK

As for the UK, the non-toxic monitoring product, Detex, has been on sale in Europe since 1996 and in November 2009 Bell added the florescent biomarker, making the product equal to its American counterpart. In fact, Detex with Biomarker was one of the products nominated and voted for, by readers in the **Pest** Best Product 2010 awards.

Working along the same fluorescing principle is Flouro Bait from Killgerm. Again this is a non-toxic, food grade rodent bait available in either green or orange coloured pellets combined with a fluorescent pigment. When eaten by rodents their urine and droppings become more readily detected using a UV torch.

The concept itself of UV tracking is far from a new idea, as the use of fluorescent tracking dusts goes back at least 30 years. Which readers can remember Shake and Track? The idea is the tracking dust is laid down to establish the activity of rodents - where they are entering a building and where they are going in it. Once laid the site is revisited and activity revealed with the UV torch.

Fluorescent tracking dusts are available from Barretline, SX Environmental Supplies and Killgerm, as are UV tracking torches.



Some of the fluorescent monitoring/tracking products available from UK distributors

Can you pass the  
pest  
test?

## 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 articles on RRAG meeting in London, the request for rat tails and biomonitoring for rodents and complete the questions below.

Try to answer them all in one sitting and without referring back to the articles. **Take care as some questions may have more than one correct answer so tick all the answers you believe are correct.**

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<b>1</b> A rat submitted for DNA testing must have been killed by? a) Shooting <input type="checkbox"/> b) Trapping <input type="checkbox"/> c) Rodenticide <input type="checkbox"/> d) Dogs <input type="checkbox"/>	<b>4</b> In the EU, rodenticides are included on Annex I for how many years? a) 20 <input type="checkbox"/> b) 5 <input type="checkbox"/> c) 10 <input type="checkbox"/> d) 15 <input type="checkbox"/>
<b>2</b> Which of these rodenticides can only be used indoors? a) Difenacoum <input type="checkbox"/> b) Flocoumafen <input type="checkbox"/> c) Brodifacoum <input type="checkbox"/> d) Bromadiolone <input type="checkbox"/>	<b>5</b> Fluorescent bio-markers are added to non-toxic rodent bait because? a) It makes the bait taste better <input type="checkbox"/> b) The manufacturers thought the colour was pretty <input type="checkbox"/> c) When eaten, rodent scats glow under UV light <input type="checkbox"/> d) Rats prefer the colour of the bait <input type="checkbox"/>
<b>3</b> The product types covered by the Biocidal Products Directive include? a) Embalming fluids <input type="checkbox"/> b) Agricultural weedkillers <input type="checkbox"/> c) Oils and lubricants <input type="checkbox"/> d) Rodenticides <input type="checkbox"/>	<b>6</b> Fluorescent rodent scats enable PCOs to establish? a) The distance the rodents are travelling <input type="checkbox"/> b) Possible areas where their nests may be located <input type="checkbox"/> c) If the rodents are resistant to commonly used rodenticides <input type="checkbox"/> d) The main trails they are using <input type="checkbox"/>

Name:	Tel:	PROMPT registration number:
	Email:	



Barrettine launched its new PCO membership scheme, MINT. MINT members will enjoy a range of benefits including monthly prize draws, special discounts and exclusive events and training days



Peter Crowden and John Davison from NPTA were delighted to present certificates to the latest batch of NPTA members to achieve full Accredited Membership status

## Popular PestTech

Professional pest controllers from up and down the country descended on the National Motorcycle Museum in their hundreds on Wednesday 3 November for PestTech 2010.

By lunchtime, organisers NPTA had already run-out of the 1,000 delegate bags they had assembled. The official estimate was that by the end of the day around 1,200 visitors had signed-in.

For those attending whether as visitors, exhibitors or speakers the whole PestTech experience is something of a whirlwind.

The exhibition isles were packed virtually from the moment the doors opened, which made getting from A to B a slow process, especially when you kept on bumping into people you knew! PestTech is certainly a great networking opportunity. At times the number of visitors on the stands and in the aisles made it feel more like a crowd leaving a football match!

But exhibitors rose to the challenge of seven hours non-stop talking about their products – the only ill effects being sore feet and hoarse voices!

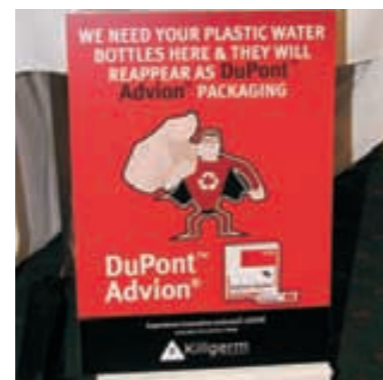
The technical workshops and

practical outdoor events were well attended. A new addition this year was Dryair UK. The company ran a real-time demonstration of its heat treatment system, as well as a classroom session on the theory.

The *Pest Control News* workshop unveiled the Register and Accreditation of Metallic Phosphide Schemes (RAMPS) to a somewhat mixed response with quite a number of people questioning the need for another trade association and, in particular, where the funding was going to come from in these recessionary times.

There is little doubt, however, that the suppliers and users of these useful but dangerous fumigants will have to show commitment to safe and responsible storage, transport and use to prevent them being removed from the market.

In the afternoon, the Professional Women in Pest Management (PWIPM) meeting was well supported (even by quite a few men!) who



Left: DuPont is rightly proud of its recycled packaging. It turns out Advion packs are made from recycled plastic bottles



Liam Brinded gets started on his demonstration of long netting

couldn't but be impressed by the two accomplished young speakers. Both exuded energy, enthusiasm and determination.

Elinor Bright, who is currently in the third year of an environmental health degree, spoke about her research into ticks and the incidence of Lyme disease in Wales.

Layla Bennett, with star of the show her falcon, Monty, spoke about how she uses birds to control birds. Layla began working in bird control at the tender age of 16 and now, at the ripe old age of 23, has been running her own business, Hawksdrift for four years. She explained how following the fantastic publicity from her appearance on the BBC's *Dragon's Den* earlier this year, the volume of work is currently increasing.

We at *Pest* publications were delighted to present our inaugural Best Product Award 2010 to Romax Rat CP, which won out in our readers' vote, see page 10.

NPTA and Killgerm also used PestTech to make presentations. In NPTA's case, several presentations as the latest batch of fully accredited members received their certificates. Killgerm's event was a much noisier affair as it

involved a specially commissioned banjo player who attracted plenty of attention as he strummed *Happy Birthday to You*. He was accompanied by a chocolate birthday cake in the shape of a cockroach which was wheeled through the exhibition halls to mark the first anniversary of DuPont's Advion cockroach gel bait.

As well as carrying off the first *Pest* Best Product Award, Barrettine used PestTech as a springboard to launch its new membership scheme, called MINT. Members will enjoy a range of benefits including monthly prize draws, special discounts and exclusive events and training days and there's no minimum spend or commitment, said Barrettine.

The whole day was rounded-off with the *Pest Control News* dinner during which the 2010 crop of industry stalwarts were inducted into the Hall of Fame, see page 5.

All in all, it was an excellent, if exhausting, event and NPTA is to be congratulated on its smooth and efficient organisation. This event goes from strength-to-strength. If you've never been, then make a New Year resolution to visit in 2011 we don't think you will be disappointed.



John Davison's session on ferrets went down well



The birds of prey always draw an audience



Killgerm organised a cockroach cake and banjo player to celebrate DuPont Advion's first birthday



Peek-a-boo!



What do you think it is mate!!



Do you like the hairdo darling!



Could it be love?



You've got to be joking!



It was a long tiring day for a young PCO!



Chairman of RAMPS UK, David Cross

## Is there a future for metallic phosphides?

The Register of Accredited Metallic Phosphide Schemes UK (RAMPS UK) believes there is.

(SUD) and that's the SUD associated with the Plant Protection Directive, which comes into force next year, not the one which will emerge in due course for the Biocidal Products Directive. This is because one of the biggest uses for these products is in fumigating grain and grain stores. The main uses in the pest control sector are, of course, for rabbit and mole control.

According to RAMPS UK, rather than let the issues presented by SUD create a situation of disarray, the supplying companies (Santia, Rentokil Initial and Certis Europe), with full Government support, have turned a previous ad-hoc stewardship scheme into this new trade association. This is solely, they say, so that matters can be managed well and so that the industry can speak and lobby the authorities with one clear voice.

Ultimately RAMPS UK will hold two registers. One will be of stockists, who will have to be members of BASIS (Registration) Ltd or of the BASIS Small Stores Scheme, and therefore audited by BASIS. The other will be of accredited users. By 2015 users

wishing to purchase product will have to produce photo ID and evidence of training/competence. In the interim they must 'be known to the supplier'.

The association also aims to ensure the competence of end-users by providing a means of training and certification through City & Guilds and by making sure there is a network of accredited trainers. It will provide information for the emergency services in cases of accidental release or misuse and to distributors and users on things like transport, PPE/RPE, waste disposal and conditions of use.

### So what happens next?

The association is inviting all interested parties to register that interest by contacting the secretary Ian Pepper on [ian.pepper@bio-tactix.com](mailto:ian.pepper@bio-tactix.com) or by ringing the dedicated enquiry line. The interim number for this is 07543 856297. There will be a General Assembly for members in the first quarter of 2011 and between now and then invitations to join will be sent out. A website will also be available shortly.

It remains unclear where the funding for the new grouping will come from but there is a clearly stated intention to keep the cost-base as low as possible.

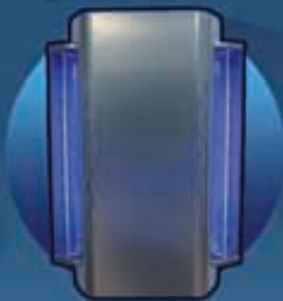
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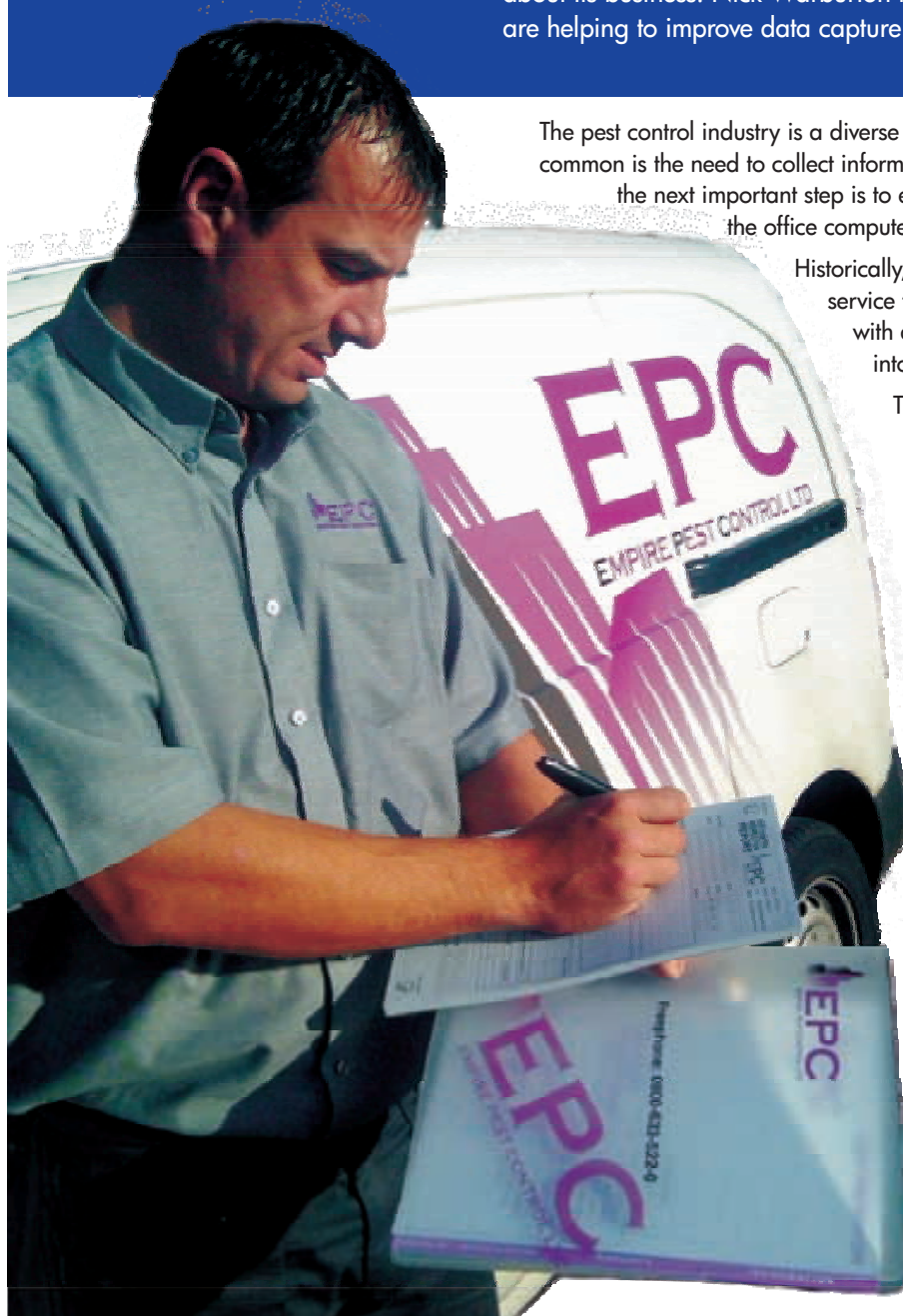
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# One click of the mouse to take control of your business

Digital technologies are revolutionising the way the pest control industry goes about its business. Nick Warburton looks at some of the software solutions that are helping to improve data capture and reporting.



The pest control industry is a diverse market but one thing that all pest controllers have in common is the need to collect information. Once out in the field dealing with the problem, the next important step is to ensure that the information collected is inputted into the office computer system accurately.

Historically, the only way pest controllers have documented the service they provide has been through paper-based systems with data manually entered onto a form and then typed into the office computer at a later date.

That process is time consuming and also prone to human error, as Jonathan

Shapiro, director for Pisis Digital, explains: "It doesn't lead to very easy transparent data access because unless everything is done correctly and put in properly, it's very difficult to share that information with customers."

Jonathan adds: "It also means that if you try to use the information to run your business, you need to know where people have been, and when they've been there, so that you can work out who is behind schedule on the technician's side. Unless you can get that information, you can't really make that assessment."

## Embrace the electronic age

Like all industries, pest control has finally embraced the electronic age in a drive to improve efficiencies. According to Dr John Simmons from the consultancy Acheta, there has been a steady growth in the number of web-based reporting systems, centred mostly on barcode-scanning technology.

While John notes that only a few systems are up and running on a commercial basis at the moment, it is not unreasonable to assume that this is the way the commercial side of the industry is heading.

Both local authorities and the private sector are increasingly exploring digital solutions. The most common approach is a mobile system using handheld devices such as smart phones, PDA

The unique digital pen from Pisis Digital contains a camera, some memory and a blue tooth transfer allowing pen and ink to be converted in a digital report

devices and i-pads, together with a laptop. An application is installed on the device, the pest controller types or scans the information in and the data is sent back to the office electronically.

#### Popular local authority choices

Two of the most popular software solutions for local authorities are Civica and Kirona. Civica supplies 90% of the UK's local authorities and offers pest control teams a range of services.

"It really depends on the type of devices that they want to use," says James Hyden, Civica's sales account manager. "Generally it tends to be the smaller smart phone and PDA devices," he adds.

Bristol City Council is one of the local authorities that uses Civica's APP, formerly Flare, software system to enhance its service.

"The call centre logs the pest queries on to the Civica system, and then we go into a report every morning, which prints out the pest controllers' jobs for the day," says Steve Checketts, who handles business support for the pest control service.

Due to budgetary constraints, Bristol has yet to adopt mobile solutions such as smart phones or PDA devices. Officers continue to manually fill in forms and Steve inputs the data into the Civica system.

Despite the reliance on a paper-based data collection system, Steve says that the call centre's role has dramatically freed-up officer time.

Civica's software support also enables him to write monthly reports on what outstanding jobs there are. "That gives us an idea of which areas are busy throughout the city," he says. "We can pour in resources and maybe put in some more pest control officers to help with the backlog."

Kirona also provides a software solution, which in this case is used through mobile devices such as tablet PCs or PDAs, enabling officers to view their jobs from any location. Once the officer clicks 'complete the job', the information is then sent via the mobile phone network to update the office system in real-time.

"Officers get a list of jobs from the office such as service requests that have been raised by members of the public," says Jamie Heaton, Kirona's sales and marketing executive. "When they click on a job, they are provided with its type, its location and

the contact details for the client," he says.

"Once they arrive on site and complete their inspection, they then open the job script, which is essentially an electronic questionnaire. This allows them to capture a range of job notes, including job estimates, materials used and the location of traps or poisons laid."

Jamie adds that once the job is completed, it is submitted to the office system. It is also available to any officer who may have to return in the future giving them the job history including important details such as where the traps or poisons have been laid.

#### Steady growth in private sector

The commercial end of the pest control business has seen a steady growth in software solutions, which are already on the market, or soon will be. Take PestTrak Enterprise, a software product that has been designed to improve the efficiencies of medium-to-large-sized pest control companies.

Developed by PSI Mobile, a mobile software solutions company, and Bar Code Data,

which provides barcode equipment, PestTrak Enterprise replicates paper forms in an electronic format.

Loaded on to a hand-held terminal or PDA, it allows pest controllers access to live information while on site. The product comes with add-ons such as invoicing, GPS, inventory control and trend analysis.

"PestTrak will increase your efficiency and reduce costs because no admin is needed as the captured data will automatically be sent back to the company," says Colin Blackmore, marketing executive at Bar Code Data. "This allows a more productive work force where technicians can get on with doing more jobs in a day. It also eliminates the need for laptops and phones; you just get one device."

#### Time saving solution

Another novel solution used by commercial companies is PestFriend, a data reporting and control product, designed by Friendly Data Solutions. Essex-based, Barry Simpson of X o Pest, is a new start pest control business. He has adopted this system and

has been impressed. "It cuts my time onsite significantly because I don't walk around with a pen and a clipboard or have forms to fill in," he says.

"I take my bar code reader, visit all the bait stations, pest control devices etc and scan the bar codes inside the boxes."

Activity at each point is recorded by scanning a code from a 'masters' book'. Barry plugs that into his laptop and it downloads all the information, which is time and date stamped for every activity, and puts it into a report for the client, who benefits from proof that each station was inspected properly. The report is printed for the site log and emailed to the client.

#### Unique digital pen system

Another option is a unique digital pen system designed by Pisys Digital specifically for smaller pest control companies. Like a conventional pen, it contains ink but there is also a camera, some memory and a blue tooth transfer.

Jonathan Shapiro, director at Pisys Digital, explains how it works: "The camera inside the pen is able to see the pattern that you are writing on and it can store up all the pen strokes that you are writing, which means that when you send it via your mobile phone back to the office, the system can interpret those pen strokes and build up a complete image of what's been written."

Mark Stanford, director for Essex-based Empire Pest Control, has been using the pen for about a year and feels it has enhanced the service he offers.

"I know a lot of people use card systems and calendars but as far as this system is concerned, it's so much easier to manage, especially when you've got loads of contracts and visits a year," he says.

"It's a logistical nightmare to manage those contracts when you've got men out on the road. This system monitors it for you. As soon as you've had a report done, it shows that that customer is up-to-date with their treatment. You can monitor at the end of the month, who's behind and who's in front. You're obviously saving a lot on manpower."

Ecolab Pest Elimination works with a large number of clients covering national to local companies and offers a tailored software solution depending on the client's market and particular needs.

#### PDA route

"We use a PDA which reports real-time with our computer systems. The software programme incorporates a specific service path to help the service specialist report what he finds on site and what action is taken as well as recommendations," explains Fiona Wollaston, head of marketing.

"Our service specialist enters the details using bar code scanning and menus, and

Displays on handheld devices, such as this from PestTrak Enterprise, replicate paper forms

within a few minutes the service report is available online through our customer web portal MyEcolab."

This software solution enables the client to



There's a bar code in every bait box and a book of activity bar codes to allow you to scan in activity levels

Barry Simpson of X o Pest says e-reporting is saving him time onsite



A strategic alliance at PestFriend. Nick Peek (left) developed the software, whilst Richard Turner sorted out all the practical pest control requirements

get site or multi-site reports and trend analysis, and the web portal provides help with audits such as training records and what specific pesticides have been used.

Making savings is one the main goals for pest controllers, especially in the current financial climate.

#### Direct ordering system

SX Environmental Supplies offers a direct ordering service for a range of products targeted at the pest control industry.

The company has re-launched its website, with an improved online store and a simpler desktop ordering form. Customers can download the form onto their desktop and order directly through the online catalogue. There is also an application that allows the user to order via their i-phone.

"It's not just an electronic version of our catalogue," says Paul Tanner, operations manager. "You can search by the product code and as you start typing a drop-down box appears with a list of products. Click on the one you want, enter the quantity and click on submit. It's as easy as that and we deliver the next day."

Another innovative service is IsoPest, a



The contour map highlights hot-spots of activity. Overlaying it onto a site plan pinpoints areas, or items of equipment, where infestation is most concentrated

contour map that can highlight hot spots of pest activity so that treatment can be targeted more effectively.

#### No substitute for a good technician

"It's an interesting technique," says Dr John Simmons from the consultancy Acheta which offers IsoPest. "The map will take a point in time and give you a picture of where within a building the problems are."

John audits e-reporting systems and while he agrees that they do offer benefits, he

questions whether there is any real advantage in striving for a paperless reporting system.

"Electronic reporting, no matter how sophisticated, will not control pests any more effectively than a technician equipped with a pen and paper," he argues.

"Ultimately, it is the technician's work that is the most important aspect of the service, and the electronic reporting can do nothing to improve this."

## Using Skype to benefit your business

Are you making the most of online technology? Peter Stewart from Aberkil has embraced one particular bit of technology, Skype, and he's convinced it could bring benefits to other pest control businesses.

So what is Skype and why might it be a good option for your business? Skype is a free software application that allows users to make voice calls over the Internet. Skype to Skype calls via a computer's broadband connection are free to anywhere in the world, while calls to both traditional landlines and mobile phones can be made for a nominal fee debit-based user account system.

It is not the only VOIP – Voice Over Internet Protocol – system on the market but it is one of the biggest, if not the biggest globally. What's more there are also a number of useful 'add-ons'.

"Skype is a tool that I have used in my business to save time and money," says Peter. "There a number of pay-for packages such as UK landline calls for around £4 a month," he explains.

But it offers much more than just cheap phone calls. "Video conferencing with up to nine other people is now possible so there is huge potential to save time travelling to meetings," he explains. The video function has already proved useful in Peter's business allowing a potential customer to show him the insect pest they were worried about, which meant Peter was able to identify it

without travelling across Aberdeen in the rush hour – and he got the contract.

It also has great potential for manufacturers and distributors as a way of informing their customers about new products, or to provide live participative training, or to just keep in touch.

The training possibilities in particular clearly excite Peter. "If I have to travel to the Midlands to attend a one-day seminar to get CPD points then that's effectively three days out for me with all the cost of overnight accommodation on top of the time lost. With a bit of imagination training sessions could easily be run via Skype and speaking to BASIS at the PestTech event recently, they see no difficulty in awarding CPD points for such activities," he adds. "It even offers screen sharing so, for example, conference callers could all watch a video run on your PC as part of the training, and all without leaving their own offices."



Aberkil's Peter Stewart has saved time and money by using Skype



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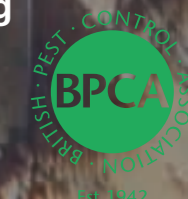
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# Aloha! Aloha! Aloha! What's all this then?

The international pest control industry gathered at PestWorld 2010 on 20-23 October. Organised by the National Pest Management Association (NPMA) this year's event was at the Hawaii Convention Center, Honolulu. For many Europeans the thought of the distance to travel outweighed the allure of Hawaii. However, those who did make it were not disappointed. **Pest** editor Frances McKim reports.

In total the event welcomed nearly 2,700 delegates and 115 individual exhibitors which extended to over 100,000 square feet of space. Of particular note was the group of nearly 170 strong from the Australian Environmental Pest Managers Association (AEPMA).

## Bedbugs still most topical pest

Without doubt bedbugs remained the main pest problem discussed. The US media has worked itself into a frenzy with the situation in New York. Hitting the headlines have been reports of infestations cropping up everywhere – from the Nike flagship store to the Empire State Building and more recently, with a real international twist – the



Heat treatment for bedbug control is proving popular but it needs large-scale investment and the equipment is pretty large-scale too!



United Nations building. So it was to be expected that several of the technical seminars and exhibition stands majored on this pest.

Mattress covers, bedbug monitors and traps of virtually every shape and size could be found on the exhibitor's stands. Whilst the use of sniffer dogs was much discussed last year, the latest control method under the spotlight is the use of heat.

The use of heat offers a range of benefits. No chemicals used, no certification required to operate, it's 'green', no lock-out period for the homeowner and its effective against resistant and susceptible bedbugs at all life stages. The technique can be used in premises ranging from private houses to large apartment blocks. Too good to be true? Maybe, but several pest control companies now have dedicated teams using this technique. However, some of the equipment required is not only expensive but looks more like a large scale industrial operation – certainly a long way from one man with a van and a sprayer!

On the downside the logistics of raising the ambient temperature, and then maintaining it for the correct length of time, becomes an issue. Also delicate materials and plastics need to be removed. And how is heat going to be able to penetrate large piles of clothing, into wall voids etc?



Dr Stephen Kells

With this in mind the presentation from Dr Stephen Kells from the Department of Entomology at the University of Minnesota on the susceptibility of bedbugs to heat proved worth listening to. He related how traditionally 113°F was regarded as the critical temperature to achieve bedbug mortality. Yet, his work has shown this not to be correct – 118°F for a period of 49 minutes is required to kill adults, whereas 122°F is the key temperature for eggs. Should a temperature of only 113°F be achieved, egg mortality would require a period of seven hours at this temperature. The problem if only sub-lethal temperatures are reached was debated. In this scenario the operator is more likely to encourage the bedbugs to escape (and so spread the infestation) rather than be killed.

Bedbugs were also the topic of an extended session on the final day. Over 300 delegates attended, in preference to sunning themselves on the beach. Amongst the speakers was Dr Dini Miller from Virginia Tech University who picked-up on the media frenzy describing it as the worst thing that could happen. "They seem to think technology will save us," she stated, continuing that, "The EPA is encouraging the development of new actives, but this is not a reality for our industry bearing in mind the cost of their development." Dr Miller called on the industry to create action plans for clients and protocols to help the hospitality industry deal with their own customer complaints. Finally, she called on pest professionals to support and develop community awareness programmes to promote the positive role the industry can play in a situation that will not go away quickly.

Rounding-off the bedbug scenario, NPMA held the inaugural meeting of its new Blue Ribbon Bedbug Task Force. This is a broad based stakeholder group whose goal is the development of an industry-wide, comprehensive response to the bedbug pandemic, including education, best practices, policy, and research.

## Europe well represented

It was good to see a fair selection of European stand holders amongst the exhibitors. From the UK were Brandenburg, Pest Trader, PestWest and P+L Systems. From mainland Europe was Igeba from Germany, Plastdiversity (Portugal), Silvanderson (Sweden) and Alchochem from The Netherlands.

Of note was UK-based rodenticide manufacturer, PelGar, making their debut in the American market. Their bromadiolone based product is being introduced into the US via AB Bait from Pennsylvania. Sold as Brigand, both soft pasta and wax block formulations are available.

For anyone who has never been before, attending a PestWorld event is an eye-opener. Next year it is to be held in New Orleans between 19-22 October 2011 – so not so far to travel.



Rob Lederer (right) received a kao wood sailing galleon to mark 15 years in charge of NPMA



PelGar took a first step into the USA market launching their Brigand range of bromadiolone-based rodenticides



BASF's stand picked up on the Hawaiian theme



Can we all share the joke? Left to right: Rupert Broome (Bell) with Jonathan Peck (Killgerm Group) and Ton Abel (P+L) with Alex Heimsch (BASF)



Oz meets USA. Chief executives and presidents unite



Orkin's Tom Luczynski meets Hawaii sensation, Taimane Gardner



Proud to be Kness: Kathy (left) and Jessica



Getting in the mood. Anticimex delegates from Sweden



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## Parasitec in pictures

The flagship French pest control event was back in Paris this November having been to Algiers this time last year. In total 58 companies exhibited – 16% more than when last held in Paris in 2008 and 1,910 visitors registered – an increase of 20%. The largest number of stands were taken by French organisations but, the multinationals were well represented with Bell, Bayer and BASF to the fore. BASF launched its new insecticide for bedbugs, Mythic. UK PCOs will have to wait as it is not yet registered over here. British companies with stands included Killgerm, P+L, Russell IPM, Spray Systems and SX Environmental Supplies.

read more  
on the web  
[www.pestmagazine.co.uk](http://www.pestmagazine.co.uk)



Publishers of the French independent trade magazine N&Pi organise the Parasitec event



Say it with a kiss! Diana Al-Zaidi from Russell celebrated her birthday during the event with a kiss from husband Shakir



The seminar programme covered a range of topics including the impact of the Biocidal Products Directive, research into rodenticide poisoning and bedbug control



PestWest's Fred Hurstel, left, with Rob Willemsen from Killgerm Benelux



First time exhibitor was Huck Occitania who has just started selling bird netting into the French market. Pictured are Bernard Suderie, left, with Dave Collins from the UK



P+L Systems were represented by Nicola Skelton, Grahame Turner and Steve Jackson



Lodi had recreated a 'typical' Paris street complete with cartoonists offering free portraits



Entente cordiale! Above: Helen Riby, associate editor of **Pest** with Pierre Kabouche publishing director for N&Pi  
Right: CEPA director general Roland Higgins with BPCA chief executive, Simon Forrester





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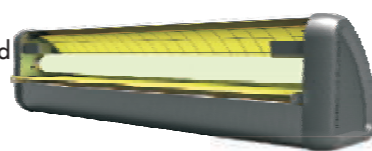
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## In-counter solution with Nectar

New for use within food counters is Nectar. Discreet and effective, Nectar is designed specifically for protection against wasps, fruit flies and other flying insects says manufacturer, Insect-O-Cutor.



Against wasps, it provides a combination of high efficacy synergetic dual wavelength light with liquid wasp attractant and impregnated glueboards, aimed to lure wasps away from even the most attractive in-counter produce. The unit comes with a light shield for even greater discretion plus in-counter advertising clips to hold promotional signage and offers. Designed for ease of servicing, it has quick and easy to change Glupac glueboards. Nectar can also be wall mounted as an uplighter for flying insect control.

[www.insect-o-cutor.co.uk](http://www.insect-o-cutor.co.uk)

## Killgerm product improvements

Prevention better than cure



Mousemesh, originally available only with a white finish is now also available in brown. With prevention in mind, Mousemesh stops mice from entering a property when securely fitted over in-built air brick vents. Easy to install and with an ABS frame and stainless steel insert, it offers durability in all weathers.

### PinPoint gets the all clear

The AF PinPoint offers a secure way of laying down bait for both ant and cockroaches, whilst protecting the bait against dust and drying-out. Previously available in white where discretion is required, newly introduced is a clear version for ease of monitoring.



### Indoor and outdoor squirrel bait



Due to changes in legislation, Killgerm grey squirrel bait containing warfarin is now available in two different product types.

The first, is for use outdoors only in specially constructed hoppers between 15 March and 15 August. The other, Grey Squirrel Bait for Indoors, is as it says 'on the can', for indoor use only.

[www.killgerm.com](http://www.killgerm.com)

## End of the road for Drat

Having been sold for over 20 years, Drat liquid concentrate rodenticide containing chlorphacinone has come to an end. Manufacturer, Bayer, made the decision not to support the active ingredient under the Biocidal Products Directive. From 30 December 2010, Bayer will no longer sell Drat. Any product sold prior to this, and in the distribution chain, can be sold up until 30 June 2012. All product must then have been used by 31 December 2012.

[www.pestcontrol-expert.com](http://www.pestcontrol-expert.com)

## Seen at PestTech

### Kits caught your attention

Causing quite a stir on the Agropharm stand was a series of what were originally created as consumer orientated DIY insect control kits. Each kit is colourful and well presented. With eight in the series, they are designed for a range of domestic pests – fleas, bedbugs, clothes moths, carpet beetle, stinging insects and the like.

As displayed by Nick Ulyatt, each kit consists of a permethrin Fortefog P fumer and a tin of dusting powder containing either pyrethrins or permethrin or silica dust. These are accompanied by a ready-to-use trigger spray consisting of either cypermethrin or pyrethrins – the actual constituents depending on the pest under attack. To Agropharm's surprise, what started out as consumer products, caught the interest of professional pesties who could see the benefit of offering a householder a BlitzKit after their treatment for mopping-up any residual pests – much cheaper than a return visit.



[www.agropharm.co.uk](http://www.agropharm.co.uk)



### Less wax – greater taste

Spotted on the PelGar stand was Nic Blaszkowicz, left, with the company's new Oktablok II bromadiolone-based rodenticide. Produced as a result of in-house design and development, Oktablok contains less wax than other blocks, which significantly increases its palatability, claims PelGar. A new formulation and manufacturing method ensures stability in moist conditions, where most rival blocks would disintegrate. This means that Oktablok can be used in all weathers/situations, while still maintaining its appeal to rats and mice.

[www.pelgar.co.uk](http://www.pelgar.co.uk)

## Scare the birdies

Certainly making itself felt – audibly – at PestTech was BirdScare! A new bird deterrent product marketed by Huck Nets. Mounted on a building, BirdScare comes with a passive infra-red detector which senses any alighting bird. Once triggered, a pneumatically operated system frantically whips around a plastic pipe and emits a hissing noise. This combination of sound and movement frightens-off the birds.

[www.huckbirdcontrolsyste.ms.co.uk](http://www.huckbirdcontrolsyste.ms.co.uk)



## Stop the rabbit flow

Outside the exhibition area, RabbitFlo was being displayed by Simon Tonkes. This system consists of a series of mesh panels which can be joined together to form a continuous temporary fence. The guard device which runs along the bottom prevents rabbits from travelling either through or beneath the fence. It can be used in conjunction with various trapping methods such as cage traps or drop traps. Quick to erect, RabbitFlo requires no tools, is self-supporting and provides immediate protection.

[www.rabbitflo.com](http://www.rabbitflo.com)

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## Two top notch publications from Bayer

Bayer Environmental Science has published a new edition of its comprehensive *Product & Pest Guide*. The 106-page, A4 spiral bound glossy booklet comes in two parts. Part 1 includes a wealth of information on Bayer products – for example, where the products can be used, at what dilution and application rates and the active ingredients they contain. Part 2 is a first class 68-page insect pest guide covering identification, location, importance as a pest etc.



**Pest verdict:** If you use any Bayer products this is a must have item. Order it now.

The company has also produced a colourful pest identification wallchart. This is as useful as it is attractive and should find a home in any pest controller's office, workshop or store. The beautifully illustrated chart includes all the major insect pests.

Copies of both publications can be obtained free of charge by emailing [pestcontrolexpert@bayercropscience.com](mailto:pestcontrolexpert@bayercropscience.com)



**Pest verdict:** Attractive poster with clear illustrations of all the key insect pests. Especially useful for anyone new to pest control

## Call for papers for ICUP in Brazil

The International Conference on Urban Pests (ICUP) is being held in Brazil from 7 to 10 August next year. The organisers say that there is still time to submit a paper to be presented at the conference. To offer a paper please visit [www.icup2011.com](http://www.icup2011.com) and follow the online instructions. Whilst the website says submissions must be made by 3 December, we have it on good authority that they will be considered up until the year end. This technical event takes place every three years and 2011 will be the seventh such gathering. It will be the first time that the event has been held in South America.

	DAY	EVENT	VENUE	FIND OUT MORE
MARCH	16-17	 Disinfestando 2011	Palazzo dei Congressi Riccione, Italy	<a href="http://www.disinfestando.it">www.disinfestando.it</a>
APRIL	6-7	 PestEX THE PREMIER PEST CONTROL EVENT LONDON - 6 & 7 APRIL 2011 <a href="http://www.pestex.org">www.pestex.org</a>	ExCeL, London	<a href="http://www.pestex.org">www.pestex.org</a>
MAY	18-20	 ConExPest	Krakow, Poland	<a href="http://www.conexpest.pl">www.conexpest.pl</a>
	19	Pest Control & Public Health	Portland Place, London	<a href="mailto:crobins@rsph.org.uk">crobins@rsph.org.uk</a>
AUGUST	7-10	7 <sup>th</sup> International Conference on Urban Pests	Ouro Preto, Brazil	<a href="http://www.icup2011.com">www.icup2011.com</a>
OCTOBER	19-22	PestWorld 2011	New Orleans, USA	<a href="http://www.npmapestworld.org">www.npmapestworld.org</a>
NOVEMBER	2	PestTech 2011	National Motorcycle Museum, Birmingham	<a href="http://www.pesttech.org.uk">www.pesttech.org.uk</a>

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