

pest

The independent UK pest management magazine

Bird licences change

Issue 13
January & February 2011

Problems of
rodenticide residues



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Update on bedbugs
from the USA



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Facilities management
and pest control



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New technique for
heritage pests



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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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What's in store for the industry in 2011?

Here we are, already one month into 2011. Whilst 2011 promises to be yet another action-packed year, there is an air of uncertainty hanging over the general economy which is reflecting itself in all sectors of industry – including our world of pest control. We extend our thoughts to all those working within local authorities who may be feeling unsettled as to what the future might hold. And also to all pest control contractors who have had contracts cancelled. Whatever happens, there will always be demand for pest control services, the only question is – how big a demand?

With these thoughts in mind, never has there been a more opportune moment to launch the first, of what is planned to become, an annual survey of the mood of the UK industry. What are your key priorities, which pests are most important, what moans do you want to get off your chests? On page 7 of this issue we detail what is planned. **Pest** is delighted to have joined forces with industry leaders, BASF, to conduct this survey.

Finally, carrying on one of last year's successful projects, we have begun the search to find the best new product of 2011. Which new introduction has impressed you the most? Nominations can now be made – see page 21.

Frances McKim

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

Pest gains a new technical editor



Grahame Turner

At **Pest** publications we are committed to independent and technically accurate reporting. To help us achieve this we have created an advisory board consisting of 12 well-known and highly knowledgeable individuals – as detailed on page 3.

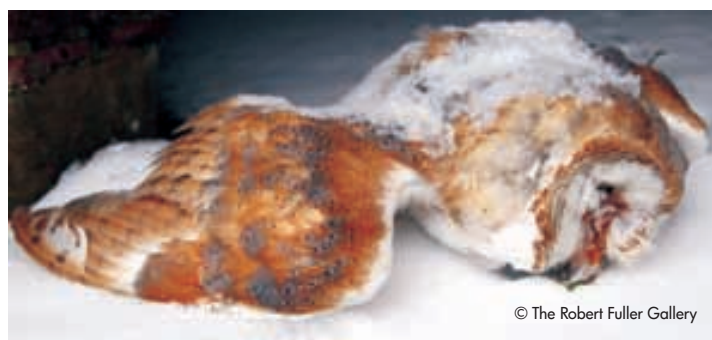
It therefore gives us much pleasure to announce that Grahame Turner, technical manager for Network (now part of

P+L Systems) has agreed to join the board. It will come as no surprise to readers, that the area of specific expertise Grahame will be covering for **Pest** is practical bird management.

Commenting on his appointment, Grahame said: "I am delighted to be invited onto the Technical Advisory Board and am keen to help ensure **Pest** continues to be both informative and dynamic – a source of hot news and topical debate that the whole industry looks forward to receiving and reading."

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Cold weather kills barn owls



© The Robert Fuller Gallery

No-one wants to cause the death of barn owls from secondary rodenticide poisoning (see pages 9-11). But to put the situation into some sort of perspective, the recent cold weather has decimated barn owl numbers in several parts of the country. With snow on the ground, they literally starved to death.

Huck and Brandenburg join forces

Dorset-based Huck Nets UK and West Midlands-based Brandenburg Direct announced that they have formed a strategic partnership. They say their aim is by combining their products, skills, knowledge and industry expertise they aim to become the UK's leading manufacturer and supplier of bird proofing and pest control solutions.

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Enviroguard acquired by Green Compliance

In early December, Kent-based Enviroguard became the third independently-owned pest control business to be acquired by AIM-listed Green Compliance from Gloucestershire. In the space of a mere six months, Green Compliance has acquired PestFree in November and Envirocare in July 2010.

The business will be integrated into the company's existing pest operations with previous owner, John Somner, remaining as a consultant. Meanwhile, Trevor Brennand has joined from Connaught Compliance as managing director of Green Compliance Pest Prevention Services.

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CPD Number for Pest 2010

Members of the BASIS PROMPT register who are collecting CPD points for the year just ended will need the number below. This reference allows you to claim the two points awarded for reading all six issues of **Pest** magazine in 2010. We are pleased to report that the same number of points will be available for 2011. Don't forget that you can earn even more CPD points by taking our **Pest Test**. Turn to page 20 and try your hand at the questions in this issue.



PC/15108/0910/g

Confusion reigns. UKPCO or UK Pest Controllers?

You can be forgiven for being confused. The names of these two organisations sound very similar. Yet they are two different and separate entities.

The 'original' UK Pest Controllers Organisation (UKPCO) was set up in 2004 by a small group of like-minded independent pest controllers. All seemed to be going well until late last year, until Andy Beddoes (one of the original founders of UKPCO and owner of Gloucestershire-based AB Complete Pest Control) with his son Sam, in effect broke away from this group and established the UK Pest Controllers.

As UKPCO chairman, Adam Juson is quick to point out: "The split has certainly caused considerable confusion, but nothing has really changed at the UKPCO."

"One member may have left and set-up a commercial venture under a remarkably similar name, yet the UKPCO remains true to its commitment to training and the raising of industry standards."

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Dan Gaskin jumps ship

In February, Dan Gaskin, who has been looking after Killgerm's customers in the East Midlands for the last 18 months, left to join Direct Facilities Services as their director of pest control.

CEPA president resigns

On 30 November 2010, at the CEPA extraordinary general assembly held in Brussels, Gunnar Åkerblom reviewed



CEPA's achievements during his 21 month tenure as president, before announcing that he was stepping down with immediate effect. The assembly unanimously approved the appointment of vice-chairs Patrick Vernié (Bayer) and Frederic Verwilghen (Rentokil) to take over from Mr Åkerblom, whilst a task force, chaired by Martina Flynn (BASF) organised a more permanent replacement.

\$50 million to IVCC

The Innovative Vector Control Consortium (IVCC), headquartered in Liverpool, has received \$50 million from the Bill & Melinda Gates Foundation to continue its work developing new insecticides for the improved control of mosquitoes and other insects which transmit malaria, dengue and other neglected tropical diseases. This follows-on from their initial grant from the Foundation in 2005 of \$50.7 million over five years.

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Managing director Alec McQuin (left) with Chris Turner, director

Charity donation

Each year the Rokill Christmas party is accompanied by a charity raffle. This year was no exception. Held on 8 January, the raffle and auction raised £925. Rokill added a further £1,075 to make a total donation of £2,000 which this year went to the Victoria Education Trust.

Exosect distributors get together for the first time

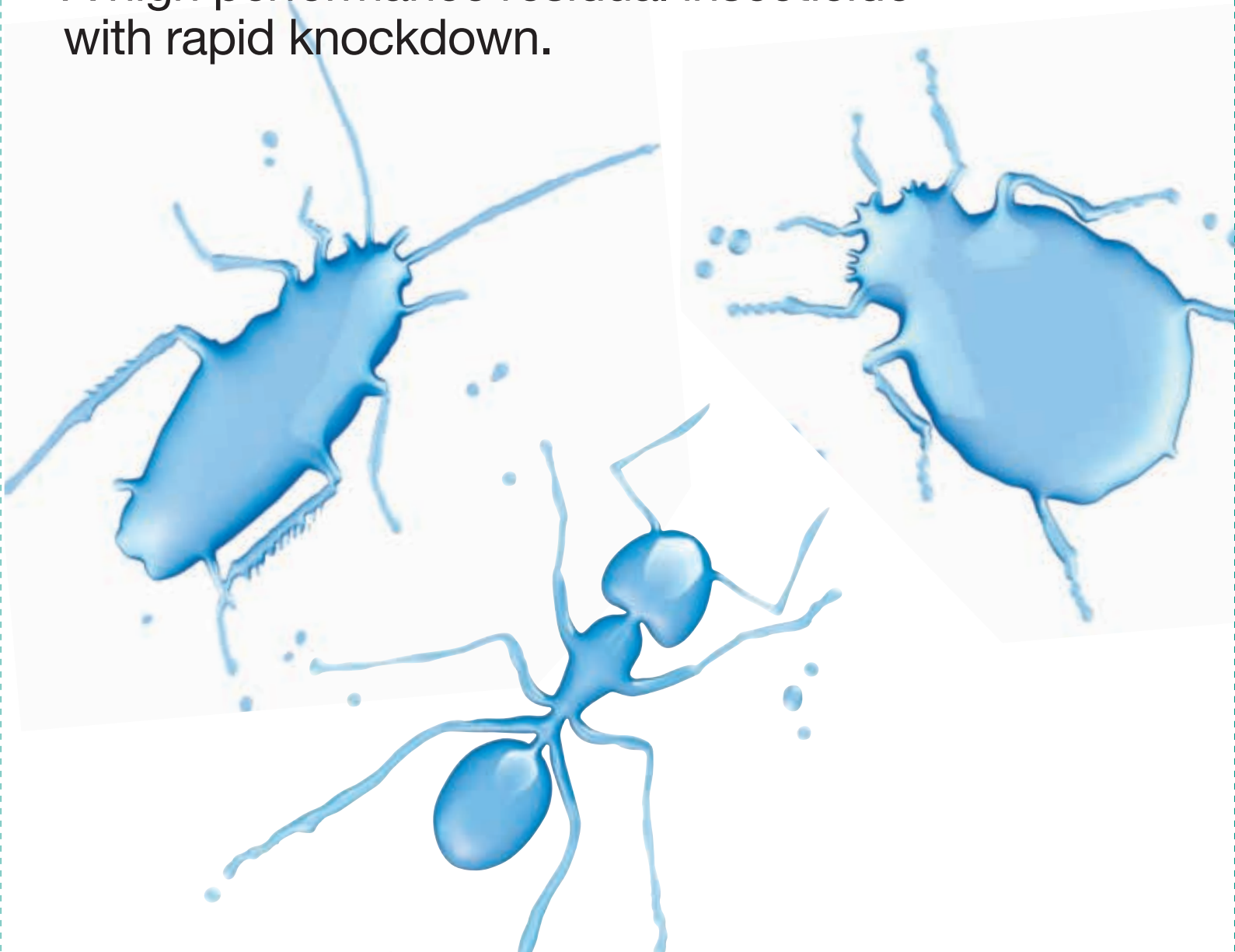
In early January, Exosect, a leading provider of intelligent pest management solutions, held its first international distributor conference in Amsterdam. Whilst there, the company announced the appointment of Semco as its Japanese distributor for Exosect SPTab.



Left to right: Martin Brown (Exosect), Mark Rawsthorne (Riwa UK), Bert Spierings (Riwa Netherlands), Angelica Ruiz (Exosect), Manuel Rodriguez (Masso), Peter Cottey (Riwa UK), Georgina Donovan (Exosect), Junichiro Katayama (Semco), Andy Thompson (Exosect), Rigo Lambert (Edialux Netherlands), Serge Simon (Edialux France), Koen Linskens (Edialux Belgium), Adachi Yukio (Semco), Stefan Hirschmeier (PPS), Jemma Tomkins (Exosect), Jan Svenson (Equis) and Garry Thompson (Exosect)

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How confident is the pest control sector?

First National UK Pest Management Survey launched

What is the state of the UK pest management industry? How confident are the people in it? What issues are they most concerned about? The fact is very little data exist about the pest management industry, but thanks to an exciting new joint initiative between BASF and **Pest** magazine, we are planning to put that right.

With your help, the National UK Pest Management Industry Survey will capture the mood of the industry. It will identify the differences and similarities in outlook between the public and private sectors. It will provide a benchmark of attitudes and intentions and pinpoint some of the key issues that the industry needs to lobby on. The data will be of value to everyone involved in pest control. So that everyone can hear about the findings, we are hoping to preview the results at PestEx in April and there will be a major pull-out supplement in the May & June issue of **Pest**.

So how will it work?

As an owner, manager, technician or field biologist working in the commercial sector or in a local authority your livelihood depends on pest management, so, undoubtedly, you will have a view about the challenges and opportunities presented by the current business climate. You will have your own concerns and priorities, but what about others in the industry? Is your outlook in line with theirs or do your unique set of circumstances give you a competitive advantage? Now's your chance to find out. We want you to share your views, anonymously, by participating in our survey.

Very shortly all UK **Pest** magazine readers, who are registered as either working for a commercial pest control company or local authority pest control unit and have provided us with an email address, will receive an email with a link to a short online questionnaire.

"The more readers who complete the questionnaire the better will be the quality of the data we collect," explains **Pest's** associate editor Helen Riby. "So please can I ask you to look out for the email – perhaps check your junk mail in case it's been wrongly identified as spam – it will come from editor@pestmagazine.co.uk – and then set aside the 10 or 15 minutes it will take to complete the online survey."

"I can't emphasise enough that the information you provide will be treated as confidential to the survey organisers and no comments will be attributed to individuals," she adds.

Typically, people in pest control are rarely slow at coming forward, so a good response is expected.

"To make sure the questions made sense and the mechanics of the software worked properly, we tested the survey with a few 'pestie guinea pigs', including people from both private pest control companies and local authorities. Many of them couldn't resist filling in our last question – *Is there anything else you would like to get off your chest?* – even though this was just a test run, so we are expecting plenty of comment when the real thing goes out."

Value of the survey

The results will be useful to everyone in the industry allowing individuals to set their understanding, experience and planning clearly in the context of the state of the industry.

The results will also provide useful ammunition to back up lobbying activities and will help to reinforce the value of pest control to wider trade and public audiences.

It is planned that the survey will become a regular annual event, giving even more valuable information on trends within the industry and providing a regular opportunity to investigate topical issues both to inform those within the industry and to strengthen its lobbying ability.

The more people who participate, the more reliable the findings will be. Please take this opportunity to put forward your views.



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"Permanent perimeter baiting is the probable cause of much of the wildlife contamination we are now seeing."



© John Harper, PTES

Wildlife at risk

Higher levels of wildlife exposure to rodenticides are being measured across the UK highlighting what has become a widespread problem and increasing public pressure on regulators to place further restrictions on rodenticide use. So what can pest controllers do to stop wildlife contamination and safeguard the future of these products which play such a vital role in protecting public health?

Dr Alan Buckle from the University of Reading's Vertebrate Pests Unit and Lee Walker and Prof Richard Shore from NERC Centre for Ecology & Hydrology in Lancaster provide some advice.

Anticoagulant rodenticides are the mainstay of virtually all rodent control operations in the UK. They have been around for more than 50 years and most users are familiar with their properties. When applied correctly, these compounds provide highly effective rodent control, generally without unacceptable impacts on human health and the environment.

But, it has been known for many years that residues of anticoagulant rodenticides are found in a wide variety of wildlife species. These include some of very high conservation value, such as the barn owl, kestrel and the red kite. How do these residues get into our important wildlife species and what can be done to stop it?

Can we stop anticoagulant rodenticide contamination?

Anticoagulant rodenticides in barn owls

The Predatory Bird Monitoring Scheme (PBMS) first started to examine barn owls in the early 1980s to see if rodenticides were contaminating wildlife foodchains. As data built up it became obvious that a substantial proportion of barn owls contained residues of anticoagulants. The compounds most often found were the second-generation anticoagulants bromadiolone and difenacoum, reflecting the fact that these are the most widely used in the UK. Other compounds such as brodifacoum are also found. Among 1,172 dead barn owls analysed by the PBMS during the period 1999-2009, just under 30% contained residues of second-generation anticoagulants showing that at some time in their lives

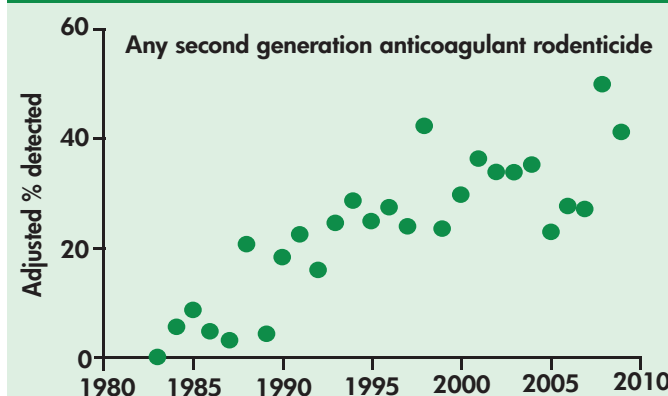
they had consumed one, or more, poisoned rodents. As monitoring has continued, it has become clear that the number of contaminated owls was increasing over time (see figure 1). This posed two important questions. How were barn owls becoming contaminated and why was contamination increasing?

Barn owls prey almost solely on live rodents. But, detailed studies of their food, conducted by looking at prey remains in regurgitated pellets, reveal that owls take very few Norway rats and house mice. Norway rats are generally too big to be tackled and house mice live mostly indoors, safe from barn owl predation. The prey of barn owls is almost exclusively wild small mammals, such as wood mice, bank voles and, by far the most preferred when available, field voles. It is virtually certain that it is contamination of this wild small mammal food base with rodenticides that has led to such widespread residues in barn owls.

But why has the number of barn owls carrying residues increased? At first it was thought that the volume of rodenticides applied must be increasing. But that is not the case. Two possible more subtle explanations have been put forward and both may play a part. The first involves changes in land use in the UK over the last 25 years, which have led to a dramatic reduction in areas of rough grassland. This is the main habitat of the field vole and so the prime hunting territory of barn owls. With much of this habitat gone, barn owls hunt other prey such as wood mice and bank voles. Both species more readily come into contact with human activities, such as farming and game keeping, and are therefore more likely to be contaminated with rodenticides.

The second possible explanation is the increasing use of baiting from tamper-resistant bait boxes – so-called perimeter or permanent baiting. Over the last 25 years, precautionary perimeter baiting of premises with second-generation anticoagulants has increasingly become a standard practice in the pest control industry. Such baiting is actually an absolute requirement in both commercial and agricultural premises covered by a range of audit and compliance schemes. Often non-target small mammals enter these boxes and

Fig 1: % of barn owls containing second generation anticoagulant rodenticide residue 1983 to 2009



feed on baits, with the consequence that barn owls and other raptors, such as kestrels and tawny owls that eat these small mammals, then also become contaminated with rodenticides.

Levels of rodenticide residues

Most residues found are at very low levels and therefore are unlikely to have any significant adverse effects on birds that carry them. However, up to about 10% of the barn owls analysed by the PBMS carry residues either at, or beyond, levels that may cause adverse physiological effects. That said, presently, any poisoning of barn owls by anticoagulant rodenticides does not have significant impacts at a population level, and numbers of barn owls in the UK are currently stable. But the deaths of any birds belonging to species of such high conservation value are highly undesirable and we must do all we can to prevent them.

New and more sensitive analytical methods

Over the last two years scientists at CEH have applied mass spectrometry to detect rodenticides in wildlife. With this has come the ability to find rodenticide residues at much lower levels. It is not

“It is the use of rodenticides in rural environments that is the main cause of the problem.”

surprising that this more sensitive method has shown that more barn owls carry residues than previously thought. But it is surprising that in the latest samples of barn owls almost 90% of birds are now contaminated with one or more anticoagulant rodenticide. This is not immediately alarming because the additional numbers of birds contaminated are those with only very low residues. However, the new data do indicate for the first time the full extent of barn owl contamination with anticoagulants.

Kestrels and red kites exposed as well

More recently the PBMS has extended sampling to two other predatory bird species – kestrels and red kites. The realisation that it is not the consumption of rats and house mice that are the cause of contamination was underlined when rodenticide residues in kestrels were found to be more prevalent than in barn owls. This species, even more than barn owls, hardly ever takes commensal rodents as prey. The kestrel is one of the few of UK's predatory birds whose population is decreasing. Therefore any impact on kestrels is of particular concern.

One of conservation's recent and most spectacular successes has been the successful reintroduction of red kites. Unfortunately, these birds are specialist scavengers and will readily take the carcasses of poisoned rodents. One of England's principal release sites in the Chilterns is close to the Hampshire/Berkshire anticoagulant resistance focus. There, large quantities of rodenticides are used in



attempts to control very extensive and persistent rat infestations, which carry the most severe form of anticoagulant resistance found in rats anywhere in the world. It is not surprising, therefore, that as red kites scavenge for food they encounter poisoned rodents and themselves become poisoned. The PBMS data reveal that more than 80% of kites are exposed to rodenticides and significant numbers of them are found each year killed by these products. Fortunately this has not stopped most introduced populations of kites from growing rapidly. Of course, in the case of red kites, it is essential to pick up and safely dispose of poisoned rodents during baiting campaigns. But it is also important to use all available methods to make rural sites unattractive to rats by good housekeeping, instead of using rodenticides as the first rodent control option.

What is the PBMS?

Residues of chemicals in UK wildlife are monitored as a part of the Predatory Bird Monitoring Scheme (PBMS).

Predatory birds sit at the top of terrestrial and marine food webs and therefore act as barometers for the health of the wider environment.

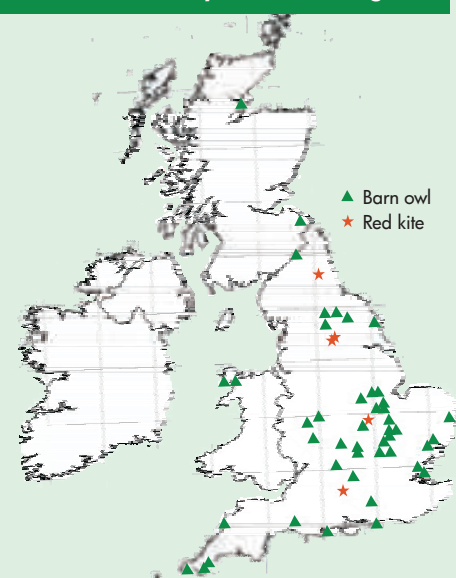
The PBMS is Europe's most comprehensive programme for monitoring pesticides and other contaminants in wildlife. It is run by the Centre for Ecology and Hydrology (CEH) at the organisation's Lancaster site and funded by a group of agencies including CEH, the Environment Agency, Natural England and the Campaign for Responsible Rodenticide Use.

Most of the carcasses examined by the PBMS for chemical contaminants are sent in by members of the public when they

find a dead bird; samples come from throughout Britain (see map). A post-mortem examination is conducted on the birds to determine the cause of death and body tissues are analysed for chemical contaminants. Generally, only a relatively small proportion of the birds analysed is found actually to have been killed by the chemicals they contain. The majority of the birds typically have died from starvation or as a result of collisions with road traffic.

You can find out more about the work of the PBMS, including what to do if you find a dead bird of prey, by visiting its website at [www.pbms.ceh.ac.uk](http://pbms.ceh.ac.uk). The latest PBMS report from which the data in this article are taken can be downloaded at http://pbms.ceh.ac.uk/docs/AnnualReports/PBMS_Rodenticides_2009.pdf.

Locations of barn owls & red kites found dead in 2009 & analysed for anticoagulants



What can be done about wildlife contamination?

First we must realise that it is the use of rodenticides in rural environments that is the main cause of the problem. So it is during these applications that we must be most vigilant. The Campaign for Responsible Rodenticide Use (CRRU), through the CRRU code, offers excellent general advice to reduce wildlife exposure and contamination during rodenticide applications in the countryside. But first and foremost, sites should be made as unattractive to rodents as possible. This is done by protecting foodstuffs from rodents and general good housekeeping to remove rodent harbourage, so as to reduce the need to use rodenticides at all.

Other things should be done as well. When mouse droppings are found in perimeter bait boxes it is highly unlikely that these belong to target house mice, because these rodents hardly ever venture outdoors into hedgerows. Droppings in these boxes are much more likely to belong to non-target wood mice and bank voles. If poison bait remains in bait stations used by these animals, wildlife contamination will be the inevitable result. Consideration should be given to the use of placebo baits for monitoring in these situations, with a switch to poisoned baits only when the presence of pest rodents is confirmed.

Gamekeepers use rodenticides to control rats which are attracted to pheasant feeders and, when the baits are taken by small mammals, this is an important route of contamination of wildlife. It is best to use physical methods such as traps and snares to remove rats around game-bird feeding stations or, if a chemical approach is essential, to use gassing methods. Of

course, as the CRRU code says, it is necessary to pick up the bodies of dead rats during rodenticide applications. But we must remember that it is most likely the accidental poisoning of wood mice and bank voles that causes most wildlife contamination. The only way to avoid this is to not use rodenticides where these species are present or, if they must be used, to apply them for limited periods and remove them when the job is done. Long-term or even permanent, perimeter baiting is the probable cause of much of the wildlife contamination we are now seeing.

Rodent control is an essential part of a wide variety of rural enterprises and, because of the diseases they carry, rodent infestations are unacceptable anywhere that humans and animals may be exposed to their detritus or food may become contaminated with urine and faeces. However, the level of wildlife exposure to rodenticides in the UK is a great concern and all who use rodenticides in the countryside must play their part in reducing it. Rodenticides are already highly regulated in the UK and further restrictions are available to regulators, and could be applied, if current levels of wildlife contamination are not reduced.

The CRRU website, and CRRU *Wildlife Aware* training scheme and technician accreditation, provide more information on wildlife contamination and how to avoid it. Go to www.thinkwildlife.org.uk.

Public's perceptions to bedbugs exposed

Without a doubt, bedbugs were the most talked about pest in 2010. In the USA, the National Pest Management Association (NPMA) conducted a survey in November 2010 to find out just how worried people are about bedbugs and the true impact they are having on the way people live their lives. It is probably fair to say, that should comparable data be available for the UK, the results would likely be similar.

Key points from the *Bed Bugs in America* survey are:

1. Americans who have encountered bedbugs tend to be younger, live in urban areas and rent their homes. The incidence of bedbugs is three times higher in urban areas than in rural areas due to the factors such as larger population size, apartment living and increased travel and mobility which are conducive to the rapid spread and breeding of bedbugs.

2. Most Americans are concerned about bedbugs and believe that bedbug infestations in the United States are increasing. Nearly 80% are most concerned about encountering bedbugs at hotels; 52% on public transportation; 49% in cinemas; 44% in retail stores; 40% in medical facilities; 36% in their own homes, 32% equally pointed to places of employment and friends' homes. The fear of getting bitten topped the list of concerns.

3. As the public's awareness of the bed bug resurgence grows, many Americans are modifying their behaviours to minimise infestations: 27% have inspected or washed clothing upon returning from a trip; 25% have checked a hotel room for bedbugs; 17% have inspected or vacuumed a suitcase upon returning from a trip and 12% have altered or cancelled travel plans because of concern about bedbugs.

- 16% inspected second-hand furniture they have brought into their homes; 15% have checked dressing rooms when trying on clothing and 29% have washed new clothing immediately upon bringing it home from a store.
- Of the 13% of respondents who said they knew someone who had a bedbug infestation in their home, 40% said they avoided entering the infested home and 33% discouraged those who had the infestation from entering their own home.

4. Despite widespread exposure to information, most Americans know little about bedbugs. Nearly half incorrectly believe that bedbugs transmit disease; 29% inaccurately believe bedbugs are more common among lower income households, and 37% believe bedbugs are attracted to dirty homes.

5. Treating Infestations. Nearly half of survey respondents said they would contact a pest management professional if they experienced a bedbug infestation in their home. Conversely, 38% said they would treat the infestation themselves and 16% would contact their landlord or property manager.

A full copy of the report *Bed Bugs in America* can be downloaded from the **Pest** website or from www.npmapestworld.org



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Denver bedbug forum but I forgot my skis

London-based, David Cain of Bed Bugs Ltd has carved himself quite a niche as unofficial spokesman on all matters concerning bedbugs. However he packed his bags and attended the first National Bedbug Forum in Denver, Colorado organised by the National Pest Management Association (NPMA) and held on 5-7 January. His observations are recorded here.



David Cain in relaxed mood, giving his 'pet' bedbugs their breakfast

Having attended the bedbug meeting in Chicago in September 2010, run by BedBug Central, I thought it would be valuable to see what the NPMA had to offer at its three day bedbug forum. The meeting boasted a diverse range of presenters, from academia to commercial pest control companies, and was billed as a schedule of scientific and commercial presentations, to update attendees on the state of a nation facing a full-force bedbug resurgence.

Attended by nearly 500 delegates and 40+ suppliers, it illustrated that bedbugs are currently the hottest topic in US pest control, and are very much part of the national agenda. In fact 'bedbugs' was the most Googled health-related term in 2010, prompting some to declare it as 'the year of the bedbug'.

For the most part the academic presentations included accurate information, although a few 'leading' academics still seem to miss some of the basics, such as the fact that bedbugs are not nocturnal. Although much of the chemical trial data is not relevant to the UK, the point was clearly made that there is a major difference between what scientists find in the laboratory compared to in-field observations. This may, in part, be due to regional strains of bedbugs developing different tolerance profiles making comparisons between trial data very difficult.

Amongst the highlights of the presentations, Mike Masterson of Isotech, California (who is also the *Verminators* on the Discover channel) relayed the story of a secret filming exercise where one pest controller attempted to convince the film crew he could feel and hear the bedbugs under the bedroom carpet!

Dr Stephen Kells from the University of Minnesota, a relative new comer to the bedbug speaking circuit but defiantly one to watch, presented some amazing data on the self-aggregation effects of faecal traces and outlined the different behaviour patterns that bedbugs display under convection and conduction heating systems.

From Virginia Tech University, Dr Dini Miller, called for support for the bedbug genome project, feeling that there was a lot to be learnt from decoding the genetic information. Hopefully, it could be more beneficial than the human genome project which hardly transformed medicine into the IT exercise that some predicted.

There was acknowledgement of both metabolic tolerance to insecticide and physical mutations, such as thickening of the cuticle, indicating that as bedbugs return to society they are also becoming much harder to deal with, and that simple 'spray and pray' approaches might actually do more harm than good.

There was extensive coverage on the various legislative changes that are being brought into force as a result of bedbugs, illustrating that the US certainly leads the world in clearly defining tenant and landlord roles and responsibilities. It is anticipated that all States will have new bedbug specific statutes in force by the end of 2011. Most of these are designed as consumer protection, although some States are going as far as to make treatment costs tax deductible. Ohio State has even made \$350,000 of its medicare budget available for bedbug treatments.

Blue Ribbon Bedbug Task Force

Running alongside the meeting, was the gathering of the NPMA Blue Ribbon Bedbug Task Force. This consists of a meeting of minds to develop NPMA policies for best management practices for bedbug control. The usual academic experts were present, along with members of the NPMA management team and industry leaders attempting to reach a consensus on the core values and principles of bedbug control.

Interestingly, but not unexpectedly, one of the main areas of controversy was the role of scent detection dogs. Thankfully they had already agreed that an infestation cannot be confirmed, or treated, based on a K9 inspection alone, although little else seemed to be common ground. In the US, the K9 scent detection industry is much more established than in the UK, and although there are more teams operating in the field, consumer feedback seems to illustrate a great deal of variability.

Since this Forum, the NPMA Task Force has published two best management practice documents. See page 20 for details.

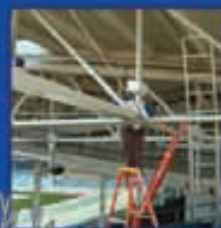


After Denver, it was onto New York where David was one of the panellists at the Bed Bugs: Myths and Realities meeting. Panellists included (left to right): Gale Brewer (New York City Council), David Cain, Renee Corea (former director of New York v Bed Bugs) and Yasmin Hecker (Prep for Bed Bugs). Louis Sorkin (New York Entomological Society) and Ray Lopez (Family Health Service) were also panellists but are not shown above.

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Pest control FM

Facilities management (FM) has been one of the UK's growth business areas in recent years. Nick Warburton looks at FM's role in the pest control sector and asks whether public sector cuts will lead to an expansion of FM companies in this area.

The economic prospects for the leading facilities management (FM) companies in 2011 looks bright despite the UK economy's sluggish recovery.

According to Graeme Davies in the *FM World* annual review of 2010, FM companies face potentially lucrative contracts in the public sector, as local authorities contemplate tendering out a wide range of services to the private sector, creating 'virtual' councils in the process.

Even the highly competitive private sector promises opportunities for growth. For those in the market that can supply the demand for services on a scale that is required, and at the value for money that customers demand, there are significant profits to be made.

But it's not been a success story across the board. Connaught, which had a solid track record in providing a range of services for the FM market, ceased to trade in September last year having run-up debts of over £220 million.

However, the company's pest control arm, part of Connaught Compliance, (who purchased Suffolk-based Igrox in July 2009), did survive and was re-branded as Santia Pest Prevention in December. It has seen its market share grow in the last six months. "We continue to provide pest prevention services for a wide range of customers," says David Cross, Santia Pest Prevention's director. "We do offer our services to facilities management companies, but by no means exclusively."

2011 promises much for FM

Connaught's collapse is a sobering reminder of the precarious state of the UK economy. Yet, the truth remains that for most FM companies, 2011 promises to be another period of growth, especially in the pest control market where there is a strong demand for the service. This realisation has not gone unnoticed by many leading private pest control companies who recognise the expansion of FM companies in the pest control sector and the potential opportunities to sub-contract work from them.

"FM companies are becoming more and more responsible for the pest control side of things," says David White, managing director of Pest Protection Services Scotland.

"Larger companies are bringing in facilities management to deal with a range of services under the one umbrella and sometimes pest control is part of it."

FM's steady expansion in the UK market can be found across a wide range of sectors. government buildings, hospitals, retail parks, offices and supermarkets are just a few that employ FM companies to manage and deliver a range of services – everything from building maintenance to cleaning and from catering to security.

"From the client's perspective, they don't want to have to deal with lots of different service providers," says Peter Trotman, managing director of MITIE Pest Control, one of the most successful FM companies with a prominent role in this sector.

MITIE, together with Rentokil and OCS, is among the market leaders of FM companies that offer pest control services. MITIE bucks the trend towards contracting out pest control and offers an in-house service, which stems from the company's philosophy of self-delivery.

"For the facilities manager to deliver the service to the client, it's a significant advantage to have an in-house ability," says Peter. "They need to manage the service and it's easier to manage in-house, than it is a sub-contractor."

So what is FM?

The term 'facilities management' or FM has been around for a good 10 years but may not be that familiar to some in the pest control field. What exactly is it?

According to Garry Carter, managing services director at the London-based Norland Managed Services, a leading provider of FM and support services in the built environment, FM is where a company pulls together a large number of previously



From airport security to cleaning services and pest management, FM companies have a very broad remit



One of the biggest FM companies in the UK market, MITIE offers an in-house pest control service because the company believes it is easier to manage in-house technicians than outside contractors

stand-alone services under one umbrella and integrates into the client's management structure. The terminology used in the industry is 'the thin client model'.

"It's removing a layer of lower management out of the client's existing structure and transferring it to the contracting agent – the facilities management company," he says.

Bespoke solutions

In other words, the FM company runs all of the facilities in the building and/or site by adhering to the client's objectives and within the budgets set. However, there is no one-size fits all approach or standard delivery model. Each solution is bespoke.

"Facilities management is such a wide term and many of the leading companies differ quite substantially from each other in terms of the kinds of services they can provide," says Claire Larcombe, marketing manager at P+L Systems.

As a major provider to the FM sector, P+L Systems offer a large range of environmental enhancement products to different sectors of the FM market, ranging from bird proofing products (Network) to electronic fly control

(Insect-O-Cutor) to automatic washroom products (Dart Valley Systems).

As Claire points out, FM companies divide their services into 'hard' and 'soft'. 'Hard facilities' management relates to the maintenance of the fabric of the building being managed, while 'soft facilities' covers more service-based activities, such as catering and pest control.

P+L products are used both by FM companies where they have specialist pest divisions and also by specialist pest controllers who work closely with the FM service providers.

"FM's are tasked with looking after the building and may identify that there is a pest control problem or a compliance requirement," says Claire.

"If they have the in-house capabilities they might manage the function themselves, or if they do not have pest control experience and skills internally they may go to a pest controller, who will look after the service on their behalf."

For those FM companies involved in pest control services, more often than not, the

pest control contract makes up a fraction of the company's overall revenue stream.

Pest control often a tiny part of the FM contract

While each individual contract is shaped by the client, the operation, the building user groups and the building itself, Garry Carter says that pest control typically forms only about two to three percent of Norland Managed Services FM's total facilities management costs.

"Because it's not a core service for us, we have no plans to self-deliver," he says. "It would remain an important, but contracted out service."

To find the right pest controllers to contract out to for both regional and national contracts, Norland has set up a procurement team that sources preferred suppliers and key suppliers for the pest control contracts.

"We wouldn't exclude anyone from that process based on the size of their business and geographical region of operations, as long as they could add value to what we are doing on behalf of our clients," he adds.

"What we look for firstly in a supplier is

Leading FM companies

The size of Facility Management (FM) companies operating in the UK is impressive. Numbers of employees run into thousands and the size of contracts awarded are often several millions of pounds. *Premises and Facilities Management* magazine recently profiled the leading FM companies in the UK, as shown in the table below. Research by **Pest** has revealed that, with the exception of MITIE, all these FM companies contract-out their pest control activities.

Company	UK turnover 2009*
MITIE	£1,700m
Sodexo	£1,100m
Interserve	£1,035m
Balfour Beatty Workplace	£588m
Cofely	£360m
Vinci Facilities	£250m
GSH Group	£248m
Norland Managed Services	£210m
Amey	£199m
Turner FM	£144m

To give some scale to these numbers, Rentokil, describes itself as 'one of the largest business service companies in the world' with a global turnover of £2,500m. The company is considered big in pest control and did £60.3m of UK pest control business in 2009.

* This information is from *Guide to FM* published by *Premises & Facilities Management* magazine.

adherence to compliance. We make sure, especially with services like pest control, that mandatory compliance is a prerequisite to anything that we do, both in terms of legislation and the scope of the works."

MITIE's Peter Trotman adds: "If you have an office block in central London and your annual cleaning cost is X, pest control is usually only one or two per cent of the cleaning contract and approximately less than half a per cent of the total FM contract. Revenue-wise it will always be relatively small."

Internal pressure to get it right

In MITIE's case, however, the decision to maintain in-house pest control services means that the business identifies pest control as a greater priority than an FM company that contracts out.

"We need to look after the entirety of the FM service so we have a lot resting on our shoulders," continues Peter. "If any individual service messes up, it has the potential to detrimentally affect the whole service. There is a lot more pressure internally to get it right."

Like MITIE, Rentokil is another leading pest control provider in the FM market. Malcolm Padley, director of its corporate communications, says that the company provides a range of solutions to meet the customer's needs – from full facilities management to individual services.

"This can include pest control as part of an integrated, multi-service offering," he says. "We continue to work closely with many partners within the facilities management field and increasingly cross-sell between divisions."

OCS, another FM market leader, also has its own in-house pest control service (Cannon Pest Control) which is offered nationwide by a team of around 100 pest control staff headed up by general manager Steve Powell. "We can offer a stand-alone pest control service, but we also have the advantage of being flexible and working through OCS as part of a facilities service, or strategic outsourcing, offering," he says. "More and more, clients are saying they want a total facilities management package – a range of hard and soft services from one supplier."

Inten FM's decision to move into pest control has been a recent development. This Kent-based company, which specialises in retail park maintenance, set up a small in-house team of four pest controllers, all RSPH qualified, about three years ago as part of a general expansion. "Pest control is probably about 15-20 per cent of our business," says Trevor Porter, Inten's managing director. "It bolts on to other facilities and services that we offer."

Inten started out as a drainage company, but it was the realisation that it could cross-sell other services that prompted the move into pest control.

"We took a pragmatic view on whether it was viable and it was, so that's why we ventured into it," he says. "We have contracts to service fire alarms and burglar alarms and on the back of that they want pest prevention. That's why it covers quite nicely what we do. It's an all-encompassing service for an office."

The Glasgow-based, UK-wide Turner Facilities Management (TFM) company is another leading player in the pest control field and provides on-site service solutions across a wide range of sectors, including education, health care, defence and the corporate leisure market. In Scotland, the company provides pest control, as a contracted out service, across 51 buildings. Each site is specific and the FM company sources expertise from a wide range of pest control providers.



Cannon Pest Control with around 100 technicians nationwide is the in-house pest control service of OCS



Rentokil Initial has the cleaning contract for London's Euston station. The company says it is increasingly cross-selling between its divisions which, of course, include pest control

Robust monitoring

"TFM has a robust monitoring programme for suppliers and contractors," says Ian Meredith, TFM's compliance manager.

"The management of contractors for health and safety, quality and environmental compliance is of the utmost importance. We actively encourage and assist all of the supply chain that operates for TFM to join and maintain safecontractor status."

Depending on the buildings and/or sites managed, a pest control service is normally associated with the cleaning part of a contract.

"Generally only external protection is required but where a building has catering facilities there is an absolute requirement to ensure a high standard of hygiene," says Garry Carter from Norland.

"While catering facilities are normally internal they are still susceptible to potential pest infestations, hence both the internal and external areas of the building require the placement of protection measures."

So where are the growth areas for FM in the coming years? Graeme Davies in FM World anticipates that once public sector cuts take

hold, some local authorities may look to FM companies to provide an increasing number of their services to relieve pressure on council budgets.

Growing trend to outsourcing?

Peter Trotman also expects to see a growing trend towards local authorities outsourcing bundled services to FM companies, but is less convinced that it will be as extensive as some commentators are suggesting.

"They are certainly looking to outsource more services that can be grouped together, such as cleaning and pest control," he says.

One of the most common public sectors to see FM growth is the health service, according to Claire Larcombe.

"Quite often within a hospital trust there will be an internal facilities manager or team, depending on the size of the site," she says.

"In a drive for increased efficiencies and increased value for money the NHS also subcontracts services out, so catering is a classic facilities management soft service.

"There will often be a real mix of facilities management services required within organisations, and the combination of internal teams alongside specialist sub-

contracted support is often the best way to achieve this, particularly within such a specialist area as pest control."

Claire says it also offers pest controllers the opportunity to build long-term relationships with FM companies, who may work with a large number of clients that require pest control services.

The huge turnover that leading FM companies generate will ensure they continue to service the larger clients in the private sector. As Peter Trotman points out, companies usually need a certain size and scale to be truly regarded in the market place as a full FM provider.

Size matters

"Most companies that want integrated FM are fairly large companies in themselves and therefore they want a strong brand identity and the necessary infrastructure to manage the services," he says.

"Unless you have a sizeable pest control business you are not really big enough to be entertained by FM companies."

On the road to economic recovery, clients will continue to look to those that they can trust and rely on to deliver the goods.

Bird control licences – what's changed?

UK bird control licences issued under the Wildlife and Countryside Act 1981 (and subsequent amendments) are reissued each year, generally on 1 January. **Pest** invited our new Technical Advisory Board member, Grahame Turner, technical manager for Network (part of P+L Systems), to outline what's altered.

England

The licence for removing certain birds from food premises and the air safety licence have been changed from General Licences to a new category of Class Licence. The food premises licence becomes WML CL03 and the air safety licence becomes WML CL12. The actual detail of these two licences remains virtually the same as 2010 except that the air safety licence can now be used on a greater number of sites:

- sites subject to planning controls requiring management of wild birds to preserve air safety may use the licence; and
- whilst previously it was just Civil Aviation Authority licenced airports and MOD airports who could use the licence, it may now be used by other airport managers who need to manage birds to preserve air safety, provided they register beforehand.

Other minor changes to the English licences are that, during periods of prolonged severe cold weather, voluntary restraint should be shown in activities (such as shooting or scaring) that could disturb waterfowl.

Scotland

Three minor changes since last year: the definition of 'bird' has been clarified to include chicks as well as adults; the word 'should' has been changed to 'must' when disabling traps; and Lesser Black-backed Gull has been removed from Licence SGGL 01, the licence for conserving wild birds. These changes are likely to have minimal impact on the pest controller as he is likely to have been complying with the first two already; and as there were no returns last year informing the Scottish Government of any Lesser Black-backed Gull control this bird is unlikely to be a conservation problem.

Wales

The licences have been restructured and amalgamated so that there are now four General Licences: air safety, wild bird conservation, agriculture, and public health and safety. The main changes to the detail are that starlings and house sparrows have been removed from all licences and all the gulls (though not nests and eggs) have been removed from the public health and safety licence (but remain on the air safety licence). Canada geese have been added to the licences for air safety, wild bird conservation and agriculture. There is also a recommendation that the number of the local Wildlife Crime Officer is visible on a tag or sign on bird traps, along with a code that allows the owner to be identified by the police.

Northern Ireland

The current Northern Ireland Environment Agency licences came into operation on 11 September 2010 and are valid until 10 September 2011, so there are no new updates to report.

Wildlife specialist comment

Commenting on the position, Paul Butt, Natural England's wildlife specialist said: "It is important that each year pest controllers find the time to read and take account of the organisation and requirements of the various types of licences. It would appear there is still some confusion about how these should be used and who is responsible for meeting legal requirements." We thank Paul for this simple overview (below) of the position for England.



Wildlife & Countryside Act main issues and considerations

Natural England is responsible for the issue of a number of licences that permit activities that are otherwise unlawful under the Wildlife & Countryside Act 1981, the principle legislation protecting wild animals in England. These licences cover a range of activities including the control of certain bird and mammal species.

There are three main categories of licence that are relevant to the pest control industry and wildlife management.

- General Licences – aim to reduce bureaucracy by allowing activities that affect protected species (all wild birds are protected) without the need to apply for and be issued with a personal licence
- Class Licences – similar to general licences, but their use is more restricted and prospective users are usually required to register to use one of these licences. In some cases, users may be required to provide evidence of appropriate skills or experience
- Personal Licences – require an initial application, are considered on a case by case basis and have conditions tailored to the individual circumstances

Although these enable pest controllers and managers to use techniques and measures that would otherwise be illegal it is important that licences are not viewed as simply 'rubber stamping' such activities leading, as a result, to insufficient attention being paid to the terms and conditions of each licence used. A failure to comply could mean that the action taken becomes illegal so exposing the parties involved to the possibility of prosecution.

Clients, customers and individuals or companies who are intending to rely on the licensing system must familiarise themselves with the

licence terms and conditions and are strongly advised to consider the justification for relying on a licence on each occasion it is used. Where there are uncertainties or confusion, advice should be sought before proceeding. This applies particularly to bird licences intended to address concerns relating to public health or public safety where there may be varying views as to the possible threats posed by bird presence and activity when they exist in close proximity to humans. There have been prosecutions where a definite risk to public health or safety has been disputed.

Natural England has put considerable effort into the revision and updating of licences in the past couple of years, including a public consultation carried out in 2009. There has been criticism that some of the licences contain too much information. However, these details are intended to not only cover all the relevant pertinent aspects that should be considered, but to provide users with confidence when they rely on these provisions.

Most General and Class Licences are valid from 1 January until 31 December each year and are subject to review at the end of this period. This may result in changes to licences issued for the forthcoming year and so users or anyone contemplating use are urged to check on the specific licences that they may be considering using for the first time or, on which they have relied upon in the past.

Up to date information on all aspects of licensing is available on the Natural England website at:

www.naturalengland.org.uk/ourwork/regulation/wildlife/licences

Advice is also available from the Wildlife Management and Licensing Service who in the first instance, should be contacted at: www.naturalengland.org.uk/contact/

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Do you know your SPIs?



Bayer Environmental Science has published a colourful pest identification wall chart covering the 14 most common stored product insects likely to be encountered.

This is as useful as it is attractive and should find a home in any food factory or pest controller's office, workshop or store who undertakes this sort of work.

Copies can be obtained, free of charge, by emailing pestcontrolexpert@bayercropscience.com

Pest verdict: Attractive poster with clear illustrations of all the main stored product insects. Especially useful if involved with the protection of stored grain.

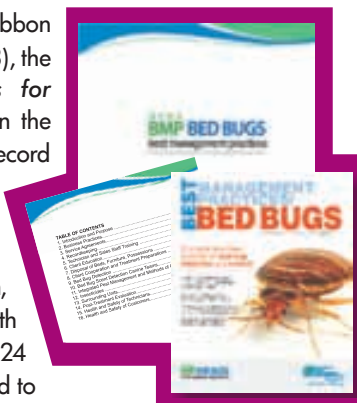
NPMA bedbug materials

Created by the NPMA Blue Ribbon Bed Bug Task Force (see page 13), the *Best Management Practices for Bed Bugs* provides guidance in the areas of service agreements, record keeping, technician and sales staff training, client education, disposal of beds, furniture, possessions, bedbug detection, treatment methods, and health and safety concerns. Running to 24 pages, it covers similar ground to the Australian Code of Practice.

To complement this professional's document, there is an excellent four-page document designed for the consumer faced with a bedbug problem.

Both documents are available on the **Pest** website or at www.npmapestworld.org/publicpolicy/bedbugs.cfm

Pest verdict: NPMA has put in considerable effort to develop this suite of literature. Strongly recommended to all those undertaking bedbug work.



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 wildlife at risk and bird licences within this issue of **Pest** and answer 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.**

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 credit the CPD points to you.

1 What does PBMS stand for?	4 Funding for the PBMS comes from?
a) Peter Blunt Motor Services	a) Centre for Ecology & Hydrology
b) Predatory Bird Monitoring Scheme	b) The Environment Agency
c) Pest Border Management Supplies	c) BASIS
d) Public Business Monitoring Stands	d) Campaign for Responsible Rodenticide Use
2 What has caused the death of most of the birds analysed by the PBMS?	5 Which type of licences apply for controlling wildlife by pest controllers?
a) They have starved to death	a) Driving licenses
b) They were hit by cars	b) TV licences
c) They were caught by sheep dogs	c) Class licenses
d) They flew into house windows	d) Dog licences
3 How can we prevent wildlife contamination with rodenticide residues?	6 Most General and Class licences are valid for how long?
a) Being vigilant during rodenticide applications	a) The pest controller's lifetime
b) Discouraging rodents by making sites unattractive	b) Ten years
c) Asking gamekeepers not to use snares and traps	c) Five years
d) Leaving all rodent carcasses out to feed the birds	d) One year
Name:	Tel:
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Best new product

Which introduction has impressed you the most?

Nominations can now be made for the **Pest** Best Product Award 2011.

"This award recognises the product that our readers feel has made the greatest improvement to their lives and/or working practices," explains **Pest** editor, Frances McKim.

An innovative market

Pest control is a very inventive and resourceful market. People are always coming-up with new ideas to make practical pest controllers' lives easier or more professional.

New ways of proofing to keep pests out, more discreet and precise ways of applying baits and gels or controlling flying insects, better ways of scaring pests away and improved pest monitoring and recording systems. Nor must we forget the new chemical solutions including new delivery methods, formulations or mixtures of pesticides to offer a greater range of target pests, or speedier results.



A good example is last year's winner Romax Rat CP from Barrettine Environmental. Based on an 'old' active, coumatetralyl, but with a special 'soft block' formulation this bait proved to be easy to use and effective and attracted many positive comments from readers, as well as the most votes.

"The process is simple, yet the kudos to the winning product is great," continues Frances. "The manufacturer/distributor of the winning product will receive the **Pest** Best New Product Award 2011

Rules of engagement

- 1 Only commercial pest control products can be nominated. Services, promotional schemes, special offers and the like are excluded;
- 2 Products nominated must have been launched after 1 September 2010 and before midnight on 31 August 2011;
- 3 Products must have been fully commercially available during the time period shown in 2 above. Products supplied free for trials purposes cannot be entered;
- 4 Only products sold in the UK are eligible;
- 5 Entries must be made via the official printed nomination form or by email following the format specified on the **Pest** website;
- 6 Readers can submit up to five products per nomination form but can only nominate the same product once. You can send in an unlimited number of nomination forms;
- 7 Readers may vote for their top two products, but may only submit one voting form. Second choices will be taken into account in the event of a tie;
- 8 Entries submitted after midnight on 28 October 2011 will not be counted.

trophy and certificate to display at their premises and will be able to display the logo on packs, literature, websites and the like."

Pest readers are in the driving seat. Throughout the year, **Pest** publications will update readers on progress and provide opportunities for product nominations, before, finally giving you the chance to vote for the product you feel has been the most innovative – the product which has made the greatest improvement to your life and/or your working practices.

Here's what will happen:

- **31 January 2011** – **Pest** Best New Product Award announced;
- **31 January to 31 August** – **Pest** readers can nominate their selected products;
- **1 September** – product shortlist drawn-up from nominations;
- **1 September to 28 October** – readers vote to find the winner;
- **31 October** – all votes counted;
- **2 November** – award announced at PestTech.

Qualifying period

Any product launched between 1 September 2010 and 31 August 2011 can be nominated, so that includes all the new products launched at PestTech last November.

So, nominations for the best new products 2011 are now open! Use the form below to put-forward those products that have impressed you the most.

Nomination form

I would like to nominate this/these product(s):

1

2

3

4

5

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Organisation:

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Deadline range gets a new look



Rentokil is re-engineering its range of rodent and insect control products into a new Deadline brand. With it comes a new look and the addition of new products.

Alongside the traditional loose grain bait, mouse & rat blocks and Insectaban liquid and powder, are new cockroach powders, perforated bait sachets and paste baits.

Despite these changes, says Rentokil, they are still the same trusted brand with unique and dependable products.

Rentokil plans to expand the range through 2011 and onwards, offering an even greater selection of high quality treatments.



Email: products@rentokil.com

Now as an aerosol

Diatomaceous earth may have been around for many years, but it is undergoing something of a revival. It is effective against a range of insect pests, but is increasingly being used when dealing with bedbug infestations, or where a non-toxic product is required.

So good news. New from Barrettine is an innovative way to apply diatomaceous earth. The Oa2ki aerosol allows application in a convenient way to surfaces which were previously difficult, or impossible, to treat with the traditional dust.

Aerosol cans are available either singularly or as a bulk pack of 12.



www.barrettine.co.uk

Good news for ScanWise



WiseTrap

Many readers will have seen the ScanWise team at events around the country, but up until now they have not been able to sell their trap product. However, good news. ScanWise got an early Christmas present, as on Christmas Eve the company received approval for sale of the WiseTrap as required under The Spring Traps Approval Order 2010.

The WiseTrap is used in tandem with WiseCam to create a rodent control plan, targeting key problem areas within a sewer system. The WiseCam has the ability to survey the problem area via infrared. Once that data has been analysed, the WiseTrap can then be used to completely isolate areas of the sewer and control the infestation systematically, whilst being in constant control with the end user via SMS and email, explains the manufacturer.



WiseCam

www.scanwise.co.uk

New tools for the battle against bedbugs

Another useful addition in the battle against bedbugs comes from Killgerm. The Bedbug Moat is a sleek, innovative and effective monitor to assist early bedbug detection. Bedbugs entering a bed climb-in through the textured exterior wall, but the interior moat ensures they can't escape. If departing a bed, they also get caught. There are no chemicals involved and it is claimed to be cost effective and durable. Ease of application is ensured by the discrete square design.



Forensic type technology can also now be employed in the bedbug hunt.

The Killgerm bedbug detection kit (left) uses UV light and special goggles to highlight bloodspots and egg clusters left by bedbugs.

www.killgerm.com

Caught on camera

Pest activity can now be recorded with the pocket-sized Killgerm motion sensor camera, which allows the operator to confirm the presence of pests, and identify the sources of infestation. It records real-time videos and can be scheduled to record at specific times.

Features include motion detection, infrared for night vision and a 2.5 inch LCD monitor with multi-language display. A USB cable transfers videos to the computer. A battery pack is available which allows the camera to run for up to 20 hours. A remote controller can also be used.



www.killgerm.com

Precast rodent bait boxes



No rat will shift this bait box! Made by Moore Concrete of precast concrete, the box is an extremely sturdy construction. Certainly pets or children won't easily lift the lid, or move it, either.

The box is fully lockable and requires a special key. Skewers are included onto which bait can be mounted, as well as placed loose.

www.moore-concrete.com

Enlarge for a closer look

For professional users, the Killgerm digital microscope provides excellent picture quality. A simple thumbwheel control adjusts the focus and magnification for an effective magnification range of between 10x and 50x. A range of up to 200x can be achieved when the microscope is directly above the object being observed.

With four built-in white light LEDs, the viewed object can be fully illuminated. It comes complete with DinoCapture software for Windows.



www.killgerm.com

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INVITE YOU TO

ConExPest

Cracow, 19-20 May 2011

An exhibition and conference for the Pest Management Industry



Confederation of European Pest Management Associations
invites you to

EUROPEST DAY 2011

Cracow, 19-20 May 2011

The ConExPest 2011 exhibition and conference are of a regional nature, including four countries: Poland, the Czech Republic, Slovakia and Hungary.
EUROPEST DAY is a meeting of pest management industry representatives from all over Europe.

Dear Sirs,
 On behalf of the national Pest Management Associations from Hungary, the Czech Republic, Slovak Republic and Poland, we cordially invite you to take part in the **ConExPest 2011** exhibition and conference, dedicated to the pest management industry.

We are inviting all manufacturers and distributors to exhibit. All the representatives of the pest management industry from the Czech Republic, Slovakia, Hungary and Poland will be invited, as well as those from other countries.

The ConExPest 2011 exhibition will be linked with EUROPEST DAY, organized by CEPA – the Confederation of European Pest Management Associations, this will include presentations by researchers and practitioners associated with the pest management industry from all over the world.

Entry to the ConExPest 2011 exhibition is free for visitors.

Information on the exhibition and for all exhibitors can be found on the internet at: www.conexpest.pl

Contact details for:
 The Polish Pest Control Association
 Powązkowska 13b; Warsaw
 e-mail: biuro@deratyzacja.com.pl; www.pspddd.pl
 tel. +48 604-463686; +48 22 633 60 23; fax. +48 22 6336023
 Tel. also : Adam Puściński: +48 601 597 252



Colin Smith

Insects gasp their last

A new system, developed by Colin Smith Conservation, is now available to meet the needs of pest control in the museum and heritage sectors.

The ZerO₂ conservation system brings effective oxygen depletion treatment within the scope of every pest control professional. And at a price compatible with the tightest of conservation treatment budgets.

For over 30 years, it has been known that it is possible to reduce the level of oxygen in a sealed environment to a point where all stages of insect life, from eggs to adults, are unable to survive. More recently, it was recognised that this can be achieved without the use of either potentially harmful insecticides or fumigants, which could themselves potentially damage the collections under treatment.

During the 1990s, industry research and development centred on the depletion, and holding, of sufficiently low levels of oxygen. This was achieved by 'flushing' and then removing the oxygen from a sealed treatment chamber, using gases such as nitrogen, argon and carbon dioxide.

As long as the sealing of the chamber, introduction of the replacement gas, along with the monitoring and correction of temperature and oxygen levels were carried out diligently, the methodology was repeatedly proved. Many valuable collections around the world were saved – but success came at a price.

volumes required. In short, it was a time-consuming and costly practice.

As a by-product of the process, it was found that for small items, such as individual books and manuscripts, expensive gases could be replaced by a much simpler method. By placing oxygen scavengers inside the sealed treatment enclosure the oxygen could be easily removed by a simple reaction between iron dust, sodium chloride and air: the rusting process.

Used correctly, this method was cost-effective and reliable, with little or no risk to the treated items, but it was only suitable for small treatments. The limitations of treating larger volumes were prohibitive – notably the size of oxygen scavengers available, permeability problems over large surface areas, and even the number of seams required in the manufacture of larger treatment enclosures. Typically, to overcome even some of these factors at least 70 commercially available oxygen scavengers might be needed to remove the required oxygen from just one cubic metre of airspace in a treatment enclosure.

Recently, further research has led to the development of high-volume oxygen scavengers. In parallel, new production methods have enabled the manufacture of wide-film foil laminates. This has allowed cost-effective, larger-scale treatments to be carried out using easily-applied, step-by-step procedures.

Developed by well-known industry expert, Colin Smith, the new ZerO₂ conservation system has simplified the whole process. A range of prefabricated, use-anywhere Flexicubes replace the old treatment chambers for large and mixed-artefact treatments. Flexiart artwork enclosures cater for paintings and paper items, with Flexitube containers for rolled fabrics and carpets. Made-to-measure options of all three are available for larger, or more specialised, exhibits.

In one pack, the system offers the specialist enclosures, large volume oxygen scavengers and treatment instructions required –



A typical object for ZerO₂ treatment

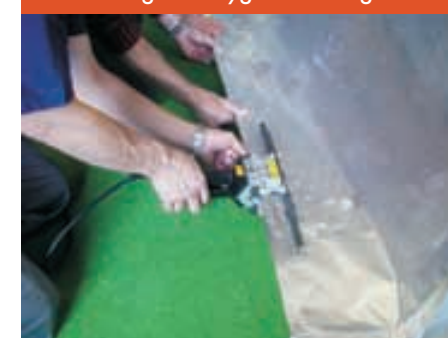
This is how it's done



1 Loading the object into the flexicube



2 Loading the oxygen scavenger



3 Heat sealing the Flexitube joint



4 Opening the seal after treatment

meaning every competent industry professional can now offer the technique of oxygen depletion treatment with confidence. In support, is a technical advice service based on more than 30 years experience in working on conservation projects.

Further details can be found at www.colinsmithconservation.com

Pack your bags for ICUP in Brazil

Conference chairperson, Ana Eugênia de Carvalho Campos explains: "We selected Ouro Preto not only for the beauty of the town and the environs, but also because it has affordable hotels and is well known for its warm hospitality."



Always a highlight in the pest control calendar, the next International Conference on Urban Pests (ICUP) is to be held for the first time in South America. It will take place between 7-10 August 2011 in Ouro Preto, Brazil.

Building on the success of the six previous conferences, and only held once every three years, this event, organised by a small group of unpaid individuals, is worth the effort of attending.

The programme will cover the full range of international urban pests, including the usual suspects of ants, houseflies, mosquitoes, cockroaches, bedbugs and rodents, to the more exotic charms of spiders, scorpions and bats. Issues such as global legislation, insecticide resistance and the future of urban pest research will also be covered.

The format will consist of platform sessions, poster presentations and workshops. Here you too can have your say, as audience participation is sought.

For those not fluent in Portuguese, simultaneous translation to English will, thankfully, be available. As at previous ICUP conferences, delegates will receive a bound copy of the proceedings, containing the text of all presentations. There will also be time for informal discussion between delegates and social events such as the conference dinner to be held at the gold mine.

Ouro Preto is one of the best conserved historic cities of Brazil. Founded at the end of the 17th century, Ouro Preto (meaning black gold) was designated a World Heritage Site by UNESCO because of its outstanding Baroque architecture.

For European delegates, the nearest airport is Belo Horizonte - Tancredo Neves/Confins International Airport and there are direct flights from Lisbon and Paris. The conference organisers will arrange for coach transfer buses from the airport to Ouro Preto. The travel agency, Mac Viagens, has been appointed to assist with travel and accommodation arrangements.

For full details consult www.icup2011.com

Parasitec joins forces

An agreement has been concluded between the Spanish exhibition Tecnoplagas and the organisers of Parasitec to hold an international joint event in Madrid, Spain on 16-17 November 2011.



	DAY	EVENT	VENUE	FIND OUT MORE
MARCH	16-17	Disinfestando 2011	Palazzo dei Congressi Riccione, Italy	www.disinfestando.it
APRIL	6-7	PestEx 2011	ExCeL, London	www.pestex.org
MAY	18-20	ConExPest	Krakow, Poland	www.conexpest.pl
	18-19	Europest	Krakow, Poland	roland@cepa-europe.org
	19	Pest Control & Public Health	Portland Place, London	crobins@rsph.org.uk
AUGUST	7-10	7 th International Conference on Urban Pests	Ouro Preto, Brazil	www.icup2011.com
OCTOBER	19-22	PestWorld 2011	New Orleans, USA	www.npmapestworld.org
	26-28	A Pest Odyssey 2011 - Ten Years Later	British Museum, London	www.pestodyssey.org
NOVEMBER	2	PestTech 2011	National Motorcycle Museum, Birmingham	www.pesttech.org.uk
	2	Pest Control News dinner	Windmill Village Hotel	editor@pestcontrolnews.com
	16-17	Parasitec Iberica & Tecnoplagas	Hotel Auditorium, Madrid, Spain	www.parasitec.org

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- Manage the induction and training of new technicians.
- Weekly inspections of overdue routines and management of technicians to ensure work schedule is maintained

To apply, please send your CV to Andrew Lowicki at andrew.lowicki@mitie.com.

For further information please contact MITIE Pest Control on 01242 770 513

Closing date: 31 March 2011.

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7th International Conference on Urban Pests

Ouro Preto, Brazil

August 7-10, 2011

Ouro Preto, Brazil. will host the next ICUP in 2011.

This will be the Conference's first visit to South America, and we look forward to an exciting and productive Conference in this dynamic region. Scientists, government officials and pest control industry professionals are encouraged to attend and share information and ideas with colleagues from around the world.



Workshops

Pest Control Operator Day
Updates on Urban Pest Control
August, 8

Pests in Historic Buildings
August, 9 - 10

secretariat



www.icup2011.com

people + passion



**“To my customers,
a cockroach is a cockroach.
Thankfully, Advion® sees things
the same way.”**

Michael, Pest Management Professional

**“I don't want to know their names.
I want them out of my apartments.”**

Simon, Building Administrator.

**Welcome to the Age of Advion® Cockroach Gel,
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even gel-bait-averse ones.**

**“I'm begging you-stop these cockroaches
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Bethany, Writer



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Studies show that this formulation quickly attracts cockroaches, even in situations with existing food sources. DuPont™ Advion® Cockroach Gel bait can be used in a wide variety of application sites.

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James, Professional Chef



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