

# pest

The independent UK pest management magazine

## Are you ready for RAMPS?



**Issue 18**  
**November & December 2011**

Rodenticide hopes dampened



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PestTech reviewed – in case you missed it!



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Friendly rivalry. Best product results are in!



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Some insects just love rodenticide bait



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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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## Look forwards – not backwards

As another year comes to an end, the pest control industry seems in pretty good heart, despite the general financial gloom. This was certainly the case, judging by the buzz emanating from the exhibition halls at PestTech. Delegates and exhibitors were equally enthusiastic at the prime event in the USA – PestWorld. **Pest** attended both events and there are detailed reports on the website. Within this edition we have rather 'let the pictures do the talking!'

In this issue we have also invited Rod Parker of GfK Kynetec to examine the global market for non-crop pesticides. Our professional pest control sector may only make up a relatively small slice of the total, but the outlook for the future looks rosy. The ever growing, and increasingly affluent, world population is more and more living in an urban environment, demanding, and prepared to pay for, a bug free environment.

Closer to home, considerable progress has been made on the CEN project with its aim to raise pest control servicing standards across Europe. Likewise, the RAMPS initiative to improve and regulate the application of aluminium phosphide has taken a massive leap forward. Although not without growing pains, the achievements of this small team of part-time individuals is to be applauded. In this issue we review progress made and also report, first hand, on the scope of the training programme.

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## Inaugural urban badger conference



The first, of what is said will be an annual conference, covering urban badgers is to be held on the 2 March 2012 at the Ramada Encore Hotel in Derby. Organised by Urban Wildlife, the aim of the conference is to inform groups and individuals of the growing phenomenon which is the urban badger. No longer a creature of woods and hedgerows, badgers, as professional pest controllers know only too well, can turn up in all most any location. It is then he comes into conflict with his human neighbours. The event will cover the habits of the badger and the complex laws which surround this protected species.

## Wildlife Aware roster hits 100

The Campaign for Responsible Rodenticide Use (CRRU) is celebrating. Its membership number has now reached exactly 100 accredited Wildlife Aware pest controllers.

"Becoming Wildlife Aware trained and accredited signifies professionalism and trustworthiness, and can be used by holders to position and promote their services accordingly," explains CRRU chairman Dr Alan Buckle.

Think Wildlife course dates for 2012 are now available and can be found at [www.thinkwildlife.org.uk/wildlife\\_aware.php](http://www.thinkwildlife.org.uk/wildlife_aware.php)



## White fox shot

Whilst protecting his livestock from foxes, Fieldsports Channel shooter and game chef, Mark Gilchrist, from Kent, shot a fox described by experts as a 'once-in-two-lifetimes' animal. Not only did he manage to shoot a white fox but, on the same night, a friend of his did too. This is quite remarkable, as fox experts say you would expect to see a white fox in the UK less than once a century.

Mark has already has an offer of £2,000 for the fox stuffed and mounted. He is also under pressure from his girlfriend to have it made into a hat!



## On the move...

Its farewell to **Dave Avery**, below left, who for the last six years has been director of industrial pest control sales and marketing at AgriSense. Dave is moving to US-based flavour and pheromone manufacturer, Bedoukian Research, as European business manager. His role at AgriSense will be covered by Dawn Bolton who is also responsible for the home & garden sector.



**Garry Thompson**, right, has left Exosect to join SPM Europe as commercial director. SPM Europe is a new kid on the block – it is part of a global organisation providing a range of pest management products and technologies with low environmental impact aimed at the professional user.



## Loss to the industry



We are very sad to report the death on 16 October of **Richard Jones** of Envirocare. Richard is probably best known, along with his business partner of nearly 30 years, Chris Pollard, for running Pest Control Services of Exeter. Richard was also a long time member of the BPCA Executive Board, but his great passion out of work was scuba diving. So much so that the congregation at Richard's funeral was treated to the sight of his flippers placed on top of his coffin. Richard leaves a wife, Mary, and daughters Lucy and Fleur.

## Patents granted for passive bed bug monitor

Since their first introduction some three years ago, bed bug monitors have proliferated. In a move which is likely to cause legal ripples around the global industry, two patents have been granted covering the first passive monitor introduced – BB Alert Passive, which was developed by David Cain of BedBugs Ltd in London.

These patents give the company protection, not only on the product itself, but through the latest grant a method, or utility patent, protection on the way it works. This effectively prevents anyone changing the shape or design or using the same principles.

David Cain, managing director of BedBugs said: "It was a bold move to invest so much in patents in these difficult economic conditions, but the 20 year protection we have been afforded should give us time to recoup the investment. Given the number of objections raised through the patent office in Cardiff, we knew we not only had something worth protecting, but also that others realised that their products were infringing. Suffice to say we have already had a conference with our patent enforcement team and wheels are in motion to encourage those infringers to remove products from sale, or license our patent. Looking forward, we are continuing our development programme and have other patents in the pipeline. We will continue to use the profits from our successful service business to fuel our investment in intellectual property."

In the UK, BB Alert Passive is licensed to Midmos Solutions.

read more  
 on the web  
**WWW**

## Hall of Fame gains new members

Six well-known and well-respected industry leaders were inducted into the *Pest Control News* Hall of Fame at the dinner immediately following PestTech 2011 on 2 November.

The Hall of Fame was introduced in 2007 by *Pest Control News* to recognise those individuals whose contributions have been 'over and above the call of duty' and so have made a lasting impression on the European pest control industry.

Jonathan Peck (seen right), managing director of the Killgerm Group, was delighted to welcome six new members, but unfortunately only four were able to attend the dinner for the presentation.

**Andy Adams**, having begun his career within the agrochemical industry first became involved with pest control working initially for Wellcome Environmental Health, followed by AgrEvo, Rhone-Poulenc, Aventis and now Bayer. Specialising in regulatory affairs, Andy now represents the industry as chairman of CEFIC.

**David Cross**, was initially a research worker for the Forestry Commission before leaving to join Rentokil. Then came a spell

with Igrox where he became technical director. Via the acquisition of Igrox by Connaught, he once again works for Rentokil. David is chair of RAMPS UK, is an RSPH examiner and an external verifier for the Level 2 in Pest Control.

**Julie Gillies**, joined NPTA in 1999 and has since then been the lynch-pin running the NPTA office, organising PestTech and generally being the public face and first point of call at NPTA.

**Raymond Harrop**, has been in the pest control industry for 44 years – in fact since leaving school. Throughout this time he has worked exclusively for Killgerm Chemicals (or its predecessors), rising to become commercial director in the early 1980s and is now joint managing director.

The remaining two inductees, who unfortunately were unable to attend, were



Top: Jonathan Peck present the Hall of Fame certificate to NPTA's Julie Gillies. Bottom row left to right: Raymond Harrop, Andy Adams and David Cross

Roger Quy from FERA and Graham White from US Armed Forces Pest Management Board, based at the University of Florida, USA.

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## New HSE biocides website

The Health & Safety Executive (HSE) has redeveloped its biocides website – [www.hse.gov.uk](http://www.hse.gov.uk). Pages have been introduced for specific audiences and structured around the most requested topics. Some of the key features include pages to answer the most common questions, such as those about placing biocides on the UK market. The Biocidal Products Directive Regulations section has been updated to include information on the UK product authorisation/registration process, whilst the Control of Pesticides Regulations (COPR) section now reflects changes in the application process, including links to guidance on transferring COPR approvals over to authorisation/registrations under the EU biocides schemes.

## Funding for rodent scent research

A £4.7m research programme has received funding from the Biotechnology and Biological Research Council (BBSRC) in the form of a strategic Longer and Larger award (sLoLa) to evaluate scent signals of mice and rats. The work is to be done by a team from the University of Liverpool and Rothamsted Research.

The research aims to reduce reliance on the current rodent control strategies based on rodenticides by providing more efficient ways of targeting rodents, whilst improving the humaneness of control methods. Professor Jane Hurst, from the University's Institute of Integrative Biology, said: "Our research on rodent behaviour and communication has helped us understand the complexities of mammalian scents and their meaning and the role of learning in modifying behavioural responses. Several types of scent signals will be key to this work, including those involved on sexual attraction and predator avoidance."

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# Hopes for extended use dampened

Just when the industry was beginning to think there might be a glimmer of light at the end of the regulatory tunnel (see **Pest** issue 17 September & October 2011) to extend the use in the UK of second-generation anticoagulant rodenticides (SGARs), a discussion document prepared for the Directorate-General Environment of the European Commission has cast new doubt.



Published on 22 November, the document reveals a disturbing direction of thought and, if implemented, would pose severe and impractical restrictions for rodent control across Europe.

As readers know, the pest control industry has been lobbying hard to broaden the use of these SGARs (bromadiolone, difenacoum, brodifacoum, flocoumafen and difethialone). However, it appears from proposals put forward in this recent document prepared for DG Environment for presentation to the Product Authorisation & Mutual Recognition Facilitation Group (PA&MRFG), that any progress thought to have been made, may well be short-lived.

In essence, the 18-page document covers four proposed ways forward in a bid to unify at Member State level the use of the products containing SGARs. At best, the

proposals retain the *status quo* and, at worst, are a marked steps backwards and pose severe practical problems. In brief, the proposals are:

- **Proposal 1** – restrict use of all SGARs to indoors only.
- **Proposal 2** – restrict use of all SGARs to in and around buildings.
- **Proposal 3** – maintain the *status quo* of certain Member States.
- **Proposal 4** – professional use only, with indoor only restriction on brodifacoum, flocoumafen and difethialone.

Proposals 1 and 4 are very similar, as use of potent SGARs would be restricted to indoors only. Proposal 3 is where we are at present. Proposal 2 is what the industry has been lobbying for and on the face of it might appear favourable. But several adverse

comments are recorded declaring concerns surrounding environmental impact which would arise by extending use over Proposal 3.

All four proposals fail to take into account the problems encountered when controlling resistant rats outdoors, should the use of brodifacoum, flocoumafen and difethialone not be allowed.

It would mean that there would be whole stretches across Europe where rat control was not achievable. In October this year, junior environment minister, Joop Atsma told Dutch MPs that research in Holland shows 39% of the country's rats are less susceptible. Also, Wageningen University trials showed a large number of Dutch rats have a genetic make-up which allows them to develop resistance more quickly. A position echoing that of the UK.

Further restrictions are put forward which would significantly alter methods of rodenticide application – for example grain baits, pellets and liquids would be restricted to indoor use only – meaning wax baits only could be used outdoors.

Alan Buckle, chairman of the Rodenticide Resistance Action Group, said: "It is disappointing that the growing difficulty of rat control in many Member States caused by anticoagulant resistance is largely overlooked in this document. If some of the proposals are adopted, it would become impossible to control rats over large parts of Europe. This is obviously unacceptable but has not stopped the authors of this document putting it up for consideration. We can only hope that good sense prevails at the PA&MRFG meeting next month."

This paper was to be debated at the PA&MRFG meeting on 7 December in Brussels. Look out on the **Pest** website for further updates.

## EPA gets tough on indoor DIY rat and mice products

On 3 November, the US Environmental Protection Agency (EPA) took another step in the process to cancel and remove from the market 20 mouse and rat control products that do not adequately protect people, particularly young people, from exposure to toxic chemicals.

EPA has determined that safer rodent control products are now widely available, effective, and affordable. The DIY products to be removed are those that contain the most toxic and persistent active ingredients, products sold as loose bait and pellets and any remaining products without protective bait stations, which keep children, pets and other animals from accessing the enclosed rodenticide bait. In 2008 EPA asked manufacturers of consumer-use rodenticide products to adopt these new, more protective measures by June 2011. More information at [www.epa.gov/pesticides/mice-and-rats](http://www.epa.gov/pesticides/mice-and-rats)



*In the US domestic market, tamper resistant, single-use rodenticide products are becoming the norm. And in the UK?*

## Cleankil bunks-up with bed bugs

Cleankil Environmental Services has teamed-up with a hostel and bunk bed company, Best Bunk Beds, to produce a *Don't Let The Bed Bugs Bite* leaflet to educate people about the growing bed bug problem. The 18-page brochure addresses some of the myths about bed bugs and how they can be prevented. Sections cover prevention, inspection, identification and taking action.

A copy is being sent to every youth hostel in the country to make sure they are fully informed about these tiny creatures that can create a real-life nightmare for both owners and guests. Request a copy at [www.cleankill.co.uk](http://www.cleankill.co.uk)



## HGCA updates grain storage guide

This *Grain Storage Guide*, which has become a key reference work in the grain production sector, has been thoroughly updated. Running to 28 pages, it covers all matters relating to store preparation, monitoring (including the use of pitfall traps), grain drying, long-term storage and despatch.

The problems caused by mites and insect pests receive considerable attention. In addition, there is an excellent section on insect identification, showing the range of pests likely to be encountered. You can download your own copy from [www.hgca.com/grainstorage](http://www.hgca.com/grainstorage)



## Record your rodenticides

A comprehensive *Rodent Baiting Record Book* has been published by BASF Pest Control Solutions for pest controllers across the UK.

As well as helping to ensure the most cost-effective rat and mouse control, the 16-page booklet allows rodenticide users to maintain the accurate baiting records needed to comply with quality assurance schemes and to demonstrate wildlife responsibility.



It features a grid plan for a sketch map of the premises to record baiting sites and ample tabular space to record the type and amount of bait put out at every baiting point at each inspection over an extended treatment period.

Free copies email: [pestinfo@basf.com](mailto:pestinfo@basf.com)

## SX training courses 2012

Hot off the press is the new 2012 training brochure from SX Environmental. It details the entire range of SX courses for the coming year covering RSPH/BPCA Level 2 training, rodent control, wildlife and bird management, insects, application equipment and EFKs. Further details and copies from [Jordan@sxenv.com](mailto:Jordan@sxenv.com)



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This means that training can be precisely targeted. You are in control and can select which sessions to watch. In this way you only pay for what you need and you don't have to sit through presentations on topics which simply aren't relevant. You also save all that travelling time and fuel cost as well as any associated overnight accommodation expenditure.

All you need to participate is a laptop or PC with sound and an internet connection. Signing-up takes just a few minutes and once your account is created you can access any, or all, of the webinars immediately. Each webinar last around 40 minutes and if you're collecting PROMPT CPD points, the system will keep track of those for you too.

The concept has been developed by two of the UK's best known technical experts, Adrian Meyer from Acheta and Clive Boase from the Pest Management Consultancy. They have worked closely with new media company Glow, the people behind Pest Control Portal, and ourselves here at **Pest**.

## Lots of interest already

"Following the launch, we have already had plenty of traffic to the PestPractice website," says **Pest** associate editor Helen Riby. "Whilst around 70% of visitors are from the UK, there has also been a good number from other countries, in particular the USA, India and Australia."

Those signing up come from all sectors of the pest control business, from small

independent businesses to local authorities as well as the bigger companies.

"Just three weeks after the launch and we have already had well over 300 webinars viewed as pest controllers with an eye for a bargain take advantage of our introductory offer – see panel, right," she adds.

Adrian Meyer comments: "In a competitive world, the need for technical training has never been greater. Whilst nothing will replace on-site practical and group training, the benefits of access to high quality, targeted technical training and refresher sessions, taken at a time and place of your choosing, are clear for all to see. No travel costs, minimal time away from work and the ability to choose the combination of topics that suit your personal needs, make these webinars attractive and very cost effective."

Glow's Phil Blything adds: "We brought together the latest in technology including scalable video streaming, with our proprietary presentation delivery system and CPD points tracking, then we worked hard to make all of that fade into the background so that the user just has to choose what they want, then view it.

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- Squeezing the best from insecticide gels
- Phantom biting - causes and solutions
- Insecticide labels - a guided tour

More topics including business skills will be added over the coming months.

### Try it for free!

Recognising that this is a new concept for many in the industry, PestPractice has launched with a special introductory offer. Up until 31 December you can watch your first webinar for free. It's from Adrian Meyer on *Understanding house mouse behaviour & its impact on effective control* – a topic which is relevant to most pest controllers. All you have to do is go online and create your account. As an added incentive over the same period, the five other modules can be viewed for just £5 each plus VAT.

So if you're fed up with the relatives this Christmas, why not find a quiet

corner on your own and get out the laptop!



The PestPractice team, left to right, Helen Riby (**Pest** publications), Clive Boase (The Pest Management Consultancy), Phil Blything (Glow New Media/Pest Control Portal), Adrian Meyer (Acheta) and Frances McKim (**Pest** publications)



# Busy PestTech 2011

Held on 2 November at its usual venue of the National Motorcycle Museum, professional pest controllers from up and down the country descended upon PestTech in their hundreds.

Whilst attendance didn't break any records this year, organisers NPTA are to be congratulated on another successful event. At times it was frantically busy and several exhibitors never had chance to venture off their own exhibition stands.



SX Environmental's Trevor Green, left, was kept busy with the SX display attracting plenty of visitors



Chris Suter, left, from RSPH (Royal Society for Public Health) and Jonathan Peck from Killgerm spoke about the development of a European standard for pest control servicing



Business was brisk on the Bower stand

All morning, all three rooms which house the exhibition were full. At times the aisles were so busy it was hard to move around – Barrettine's divisional director, Chris Parmiter aptly described the first half of the day as "a manic morning".

Both DuPont and Lodi were extremely pleased to have their new products, Advion Ant Gel from DuPont and Black Pearl mouse killer from Lodi, registered and on display for the first time at PestTech.

PelGar held a 'Win your Weight in Bait' competition so for once it paid not to have been on that diet you intended to follow. The three winners were Daniel Allen from Cambridgeshire-based D A Pest Control, Henry Yardley from H and J Pest Control Services near Malvern and Michael Nunn from Suffolk-based RSA Pest Management.

## Outdoor sessions

As organisers, the National Pest Technicians Association (NPTA) makes sure there is more to PestTech than just the exhibition, and the practical outdoor events were popular. Making his debut was Simon Whitehead of Pakefield Ferrets who gave a very entertaining, yet instructive, display.

The technical workshops were also well attended. Adam Juson of Merlin Environmental was first up. He was talking about the use of bed bug detection dogs and laid to rest some myths surrounding this subject. For example he said: "Myth number one: dogs are dishonest – no they are not, they are completely honest. If there's any dishonesty in a bed bug detection service, it will come from the person on the other end of the lead."

Without doubt the stars of his show were his two lovely labrador detection dogs, Basil and Charlie, who made guest appearances throughout the day on the Merlin exhibition stand.

Other technical sessions tackled gulls, bees and flies. Standing in at short notice for Paul Butt was Natural England's Rodney Calvert. Paul, who should have been talking about gulls, was unable to attend this year's event having suffered a heart attack. Readers will be pleased to hear that Paul is recovering, but under strict orders to take it easy for a while.

The Campaign for Responsible Rodenticide Use (CRRU) held a lunchtime meeting for Wildlife Accredited technicians. There are



Place your bets on the Barrettine stand



Plenty to discuss at Bell



I think we must have the same stylist darling!



The outdoor events proved popular

now 100 pest controllers who have attended the Wildlife Aware training course and passed the exam to achieve Wildlife Aware status.

### CEN standard debated

The *Pest Control News* workshop debated the merits of developing either a voluntary or a mandatory pest control service industry standard – known as the CEN standard. Chris Suter from the Royal Society for Public Health outlined his belief that CEN will allow good pest control businesses to distinguish themselves from their competitors, giving them a competitive edge. He also dismissed the fear that the standard would favour the big boys. "On the contrary," he suggested, "the bigger and more complex the organisation, the more difficult it will be for them to

achieve the standard."

Killgerm's Jonathan Peck played devil's advocate, raising many of the questions in pest controllers' minds. Whilst supporting anything that raised standards in the industry, he asked, will smaller firms be able to afford it? How will it deal with franchising firms, where the parent company might hold the standard but the franchisees may fall short? Will CEN actually improve standards or just increase the paperwork? Wouldn't it be better to have a mandatory system and therefore a level playing field across Europe?

The day was rounded-off with the popular *Pest Control News* dinner.

Lodi's new mouse killer, Black Pearl, is flying off the shelves, says Lodi's Roger Simpson, centre



DuPont's Aurelie Baillet was pleased to announce the fANTastic news that Advion Ant Gel has received registration

The Professional Women in Pest Management group heard about team building from three members of the British Olympic handball squad. They then took part in a tower building exercise involving newspaper, sellotape and balloons. The winning team is pictured with handball players, Brit Goodwin, far left, Jeanett Andersen, centre, and Louise Jukes, far right



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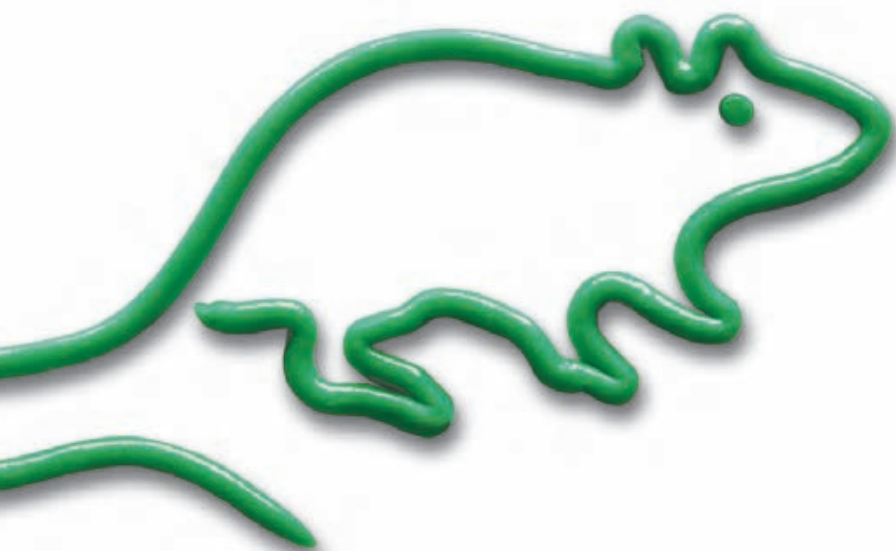
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best product award 2011 pest

# The readers' votes are in!

As readers votes were counted in the **Pest** Best Product award 2011, it quickly became apparent that it was going to be a close run thing. SX Pro Wasp Nest Destroyer from SX Environmental and the Oa2Ki aerosol from Barrettine Environmental Health, were neck and neck.

In the end at least one recount was required as, incredibly, both products received an equal number of reader's votes. So when the results were announced during



PelGar's Nic Blaszkowicz collects the third place certificate for Oktablok II from **Pest** magazine's Helen Riby (left) and Frances McKim

PestTech, joint winners were declared.

In the runners-up spot was PelGar International with their rodenticide, Oktablok II.

Right up until the last, each distributor thought the other had won – a dead heat was not an outcome either had predicted. Chris Parmiter, divisional director for Barrettine said: "We are absolutely delighted to have won the **Pest** Best Product award for the second consecutive year."

Trevor Green, the national technical & sales manager for SX, Environmental commented: "We have had fantastic feedback from our clients about the SX Pro Wasp Nest Destroyer throughout the summer."

PelGar's UK sales and marketing manager, Nic Blaszkowicz, said: "Thanks to all the readers that voted for Rodex Oktablok II. It's great to get the recognition."



Friendly rivalry! Joint first place for Barrettine's Oa2Ki aerosol, collected by Dave Haskins (left) and SX Pro Wasp Nest Destroyer, collected by Trevor Green



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International

# Beyond agriculture – Beside pest control



Rod Parker from leading market research company GfK Kynetec

## What's happening in the global non-crop pesticide market and where is it going?

Pesticides, be they insecticides or rodenticides, remain important tools for professional pest controllers but, getting hold of accurate figures on market size and global trends in our sector is difficult. Unlike those used in agriculture, which are intensively researched, our industry's pesticides are generally lumped together with a diverse range of other sectors under the non-crop banner. One of the only market research companies that considers the use of pesticides outside farming on a global scale is GfK Kynetec. In this article the company's Rod Parker provides an overview of the trends he has observed around the world in the non-crop sectors, including professional pest control. He also draws some conclusions on what this might mean for the future.

### Out of sight, out of mind

Until recently, observers of the pesticide industry might have been forgiven for thinking that agriculture was more or less the only outlet for pesticides. It was – and remains – the main focus of the research & development based manufacturers such as BASF, Bayer and Syngenta. But a steady, if not spectacular, revolution has been underway over the past two decades that should fundamentally change the way all involved in the pesticide industry think. In truth, the full metamorphosis has yet to happen. But, for a small, if growing number of individuals and companies that are adaptable, fresh in their thinking, willing to challenge settled ways, prepared above all to look at market data and realise that farmers are far from the only potential users of pesticides, a new and, often, more profitable business, is there for the taking. Yes, we are talking of 'non-crop', or more elegantly 'Beyond Agriculture'.

From modest beginnings the global non-crop market for pesticides has expanded by about 4-5% a year for two decades to reach a current value of US\$22 billion (£14.2 billion) at end-user level according to GfK's non-crop global tracking programme, sigmaNC. This compares with the crop pesticide market estimated at US\$65 billion (£42 billion) in the company's crop-focused sigmaCP work. So this 'new' complement to crop pesticides has grown from a peripheral and hardly noticed activity to account for 25% of the world's pesticides.

### Where's the value ?

Non-crop embraces a very wide range of uses – 48 distinct segments have been defined – all grouped into the eight divisions, see chart right. The largest division by far is self-applied which is mainly consumer home and garden. This vast market is worth more than double the largest single crop pesticide market – soya beans. And since it entails long distribution chains, significant packaging, and advertising and sales promotion like other fast moving consumer goods, the margins are significant.

This and its record of growth over 20 years explains why big consumer companies like SC Johnson, Benckiser and more recently Unilever are active – they see this as a growing and profitable

extension to their branded consumer business, even if it's small for now. One caveat: they are not wedded to the use of chemical pesticides as the active ingredients to provide control; as the chance arises, they may switch to non-chemical alternatives, if and when they can be developed.

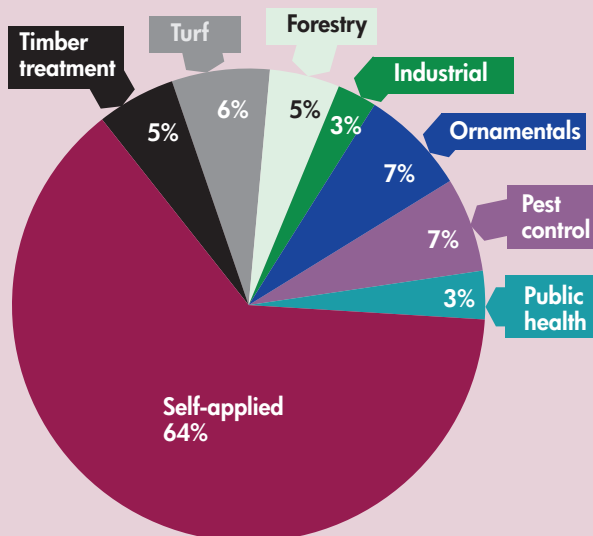
The Food & Agriculture Organisation estimates there are one to two billion farmers in the world; a lot of customers you might think. Small change in fact when you consider there are seven billion current, or potential, users of pesticides 'Beyond Agriculture'.

### Who's in it ?

At first glance non-crop is dominated by the same dozen or so companies that set the tone of the crop market. But – and it's an

### The global non-crop market for pesticides

From the last global study by GfK Kynetec conducted in 2009, the breakdown of the global non-crop market looked like this:



increasingly important qualifier – they are only involved up to the production of active ingredients. Everything downstream – maybe 70% of end-user value – is accounted for by third parties. The majors only gain a small share of end-user value, and this is probably one important explanation for their rather lukewarm approach to non-crop.

Until now, among the R&D based manufacturers, it is Bayer that has committed most fully to non-crop including the consumer market; Sumitomo has a narrower range of products but is strong where it specialises. BASF and Syngenta look closer to making a strategic engagement, while for Dow and DuPont non-crop remains very secondary to their crop businesses. Makhteshim, Cheminova, Nufarm and a few other generic companies are aggressively and successfully developing their non-crop activities.

### Consumer versus professional

The consumer market is fast differentiating itself from the rest of non-crop. Why is this? Although the active ingredients in use are the same, almost everything else is different. In the consumer market, amateurs are involved in applying the products, with the many risks for the suppliers that that entails. On the other hand, there are often better margins to be had. Branding is attracting more attention and investment. But the perceived risks in selling to the general public are known to be the deciding factor for the non-involvement in the consumer business of at least one major.

All other non-crop markets can be described as 'professional', where those applying the product are trained professionals. Branding is often less emphasised, value for money and performance is important and strong technical support is a must. These customers are professional pest controllers, forestry workers battling gypsy moth, specialist crews on spray trains that keep track and sidings weed-free, commercial growers of cut flowers, those involved in public health mosquito control, timber treatment companies and golf course green keepers. The mind set among manufacturers and distributors to serve these professional end-users is very different to what is needed when selling to the ordinary public where, for example, they have to reach the end-user via big box retailers, supermarket chains, and DIY and garden stores – and contend with their significant bargaining power.

### To the future

Today the world spends on average US\$3.00 to US\$3.50 (a couple of pounds or so) per person, per year on non-crop pesticides, but it is the range that matters: from US\$26 in Canada (around £17) to just US\$0.50 in India (around 30p). One extra aerosol can per person per year in China and India increases the global market by US\$250 million (£160 million) – which is about the rate of increase witnessed recently in these two countries. This growth in demand, which has persisted in almost every country, despite the recession, suggests a strongly embedded desire by people to be rid of the crawling and flying insects, rodents and other pests that diminish their quality of life both in terms of convenience and of health. That word 'health' is a crucial part of the resilience behind this record of steady growth, even through the lean years.

## Professional pest control specifics

The pest control market reflects much of the professional non-crop market. It has grown fast over the last 20 years and is now valued at around US\$1.5 billion (£1 billion) globally. This is the value of the pesticides alone, as purchased by professional pest controllers, and does not include any element of the accompanying service provided to customers. Europe accounts for around US\$400 million (£260 million) of this, and the UK for some 5% of that (around £13 million).

As disposable incomes have risen over this period, customers have driven-up demand for the services of professional pest controllers. People above a certain income threshold who want to keep their homes, offices, factories, restaurants and hotels free of insect and rodent pests, can afford not to handle and apply the products themselves. They prefer to use trained professionals to do the work, people who are also well insured should anything go wrong. As you would expect, country market values reflect amongst other things: their climate – the further south, the greater the insect problems and their wealth – richer countries spend more on professional pest control. Interestingly, the UK spends less per head than France or Germany.

Will pesticides all be swept away by the enthusiasm of Brussels to be rid of every possible active ingredient. I doubt it, mainly because ultimately the politicians respond to their electorates who, in the majority, want what pesticides can do for them; and how many viable alternatives are there?

Registration hurdles have never been higher, and governments and media by and large seek to minimise the use of all pesticides, crop and non-crop. Yet, there is now two decades of evidence to suggest that, certainly for non-crop, the thirst for products to improve the quality of life is deeply held. People have proved willing to spend more of their disposable income on pesticides because they offer a definite way to make this happen. And, as yet, there are few alternatives.

For professional pest control the outlook seems promising for one extra specific reason. By 2070 The World Bank estimates that 75% of the world's expanded population of 9.2 billion will live in urban or suburban areas compared to around 3 billion today – and it is among these increasingly affluent customers that pest controllers will continue to get most of their business. Translating this into dollars would suggest that a global turnover of US\$1.5 billion (around £1 billion) will continue to expand – provided disposable incomes also increase – by at least its long term growth rate of 5% per year.

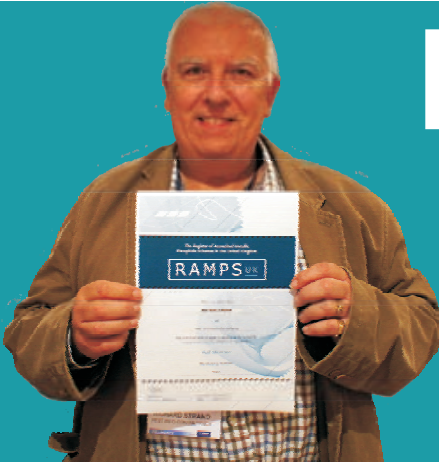
**For more information on on GfK Kynetec's non-crop sigmaNC 2009 study, database and consultancy, contact Rod Parker: Email: [rod.parker@gfk.com](mailto:rod.parker@gfk.com) Tel: 01488 649130**

## BASF/Pest UK market survey to be repeated in 2012

The National UK Pest Management Industry Survey is being repeated in 2012. it captures the mood of the industry, benchmarks attitudes and intentions and identifies the differences and similarities in outlook between the public and private sectors. First run earlier this year, this second survey will allow comparisons to be made with the 2011 data to highlight changes and to begin the process of teasing out any emerging trends. Keep a look out for further details in our January & February edition.

**pest**  
The independent UK pest management magazine

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# RAMPS (UK)

## A year old already!

RAMPS (UK) was launched at PestTech 2010. **Pest** invited Richard Strand of the Pest Information Consultancy to review progress made in this first year. Richard, although not a RAMPS executive member, is ideally placed to do this as he was the principle author of the City & Guilds Work Book and is also a RAMPS certified trainer.

It is hard to believe that it is a year since RAMPS (UK) presented itself as a newly born trade association to a packed house at PestTech 2010. At that meeting, David Cross, the chairman of the newly formed Register of Accredited Metallic Phosphide Schemes in the UK (RAMPS (UK)) set out the steps necessary to achieve the ultimate goal of ensuring that all sellers, advisers and users of aluminium phosphide for vertebrate control would hold a recognised qualification by 2015.

A year on and what progress has been made? As an outsider looking at my industry going through a protracted period of fundamental change, what comes to mind is 'we' (meaning the industry) are on the road. We know where we are going but we are not sure quite how far down that road we are at any specific time! A huge amount has been achieved in the last year, but there is still some confusion out there – especially at the 'mole hill and rabbit

hole'. Confusion as to what training centres, instructors and candidates should be doing this month, as opposed to last month.

The first objective for RAMPS was to find an Awarding Body for the new qualification and to set the syllabus. City & Guilds (C&G) was selected and the syllabus has been agreed. The qualification has been registered with OFQUAL as the Level 2 Award in the 'Safe Use of Aluminium Phosphide' consisting of two units: *Understand the Principles of the Safe Use of Aluminium Phosphide* and *Carry out the Practices of the Safe Use of Aluminium Phosphide for Vertebrate Pest Control*. Each unit, according to the OFQUAL website, requires six 'guided learning hours'. It is against these units that candidates will, in future, be assessed.

### Stage two: Train the trainers

That done, the next stage was to ensure that all potential instructors were 'singing off the same hymn sheet'. This was achieved through a series of four 'Train the Trainers' sessions organised by C&G. The first of these was held in July and the last session in the initial round, took place at the beginning of November. A total of some 50 instructors have been 'brought up to speed' during these sessions. C&G already has some 35 assessors authorised to deliver the new qualification (although, disappointingly, almost all of these assessors are from the agricultural sector and, as C&G currently has no assessor training courses scheduled, it is unlikely that any specifically from the pest control sector will be recruited soon.)

The new qualification is therefore 'good to go'. This is, however, where a foggy patch is encountered along the road. RAMPS has committed to allowing the holders of current (previously unregulated) certificates to continue until 2015 before they will need to 'recertify' by going through the C&G assessment. This will ensure that those that have only recently been trained will not have to resubmit themselves for immediate reassessment.

On the other hand, training centres do need to be encouraged to offer the new syllabus, rather than hanging on to the past. They also need to be encouraging their students to apply for C&G certification. To foster this objective, one of the product suppliers, Killgerm Chemicals, has reached the decision that persons trained after 1 September 2011, will only be able to purchase aluminium phosphide products from them if they hold the new C&G certificate (existing customers are unaffected). This message needed to be circulated widely and early enough for training organisations to react. Some have continued to offer old style training unaware that doors were being closed! In addition, for some training organisations, particularly the larger ones who wish to continue to use their own training materials, it will take some time to get those materials written, debugged and published. A minor communications hiccup no doubt but one that RAMPS has

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recognised, and, following its Annual General Meeting held during PestTech, RAMPS has undertaken to resolve.

### RAMPS also covers stockists

The above is all to do with users. In addition, of course, RAMPS has had to ensure that stockists are storing the products safely and that they are only selling to users meeting the requirements of the Poisons Rules. All distribution stores also need to be audited, and sellers, as well as users, will require appropriate training, so as to enable them to fulfil their role in providing professional advice. Whilst BASIS is ideally placed to offer that auditing role for agricultural supply merchants, a number of stockists originate from the animal medicines sector. After a little 'to-ing and fro-ing', it seems likely that these suppliers will be audited in the future by the AHDA (Animal Health Distributors Association).

Finally RAMPS sought to liaise with a multitude of organisations, who need to know about the new arrangements. Bodies such as the British Association of Shooting and Conservation, the Wildlife Conservation Trust, the Country Land and Business Association, National Farmers Union and the National Gamekeepers Association, to name but a few, all have interests and all have been consulted on the Scheme.

This year's achievements are an undoubted success story. All in all a small team of dedicated people, all with full time jobs to do, have delivered a workable scheme on schedule. As a new association RAMPS (UK) now has to find its place in the firmament of trade associations. For the last year the big manufacturers and distributors have funded the organisation. From 2012 onwards, RAMPS (UK) will increasingly have to be self-sufficient. It therefore needs to appeal to users, suppliers and trainers, all of whom already belong to other trade associations and will be questioning the value of 'stumping-up' to pay their dues for yet another. RAMPS (UK) is working hard to recruit members and to find the right match of subscription rates against benefits and ability to pay.

It is important that RAMPS (UK) succeeds and that all those within the industry, including **Pest** publications, encourages all with an interest to lend their support to this vital organisation.

## Membership and what it costs

You can join RAMPS in one of three categories: stockist, trainer and user. Then within each category there are different types of membership.

**RAMPS UK**

**Full membership** is designed for those who are fully commercially engaged in selling, supplying, training or using metallic phosphides. To join the fee is £150 with an annual subscription of £150. As a special introductory offer, a one-off fee of £100 is payable for the first year.

**Supporter membership** is available on a personal basis for those who undertake pest control commercially, either full or part-time. The majority of pest controllers will fall into this slot, as will gamekeepers, farmers and contractors. It is £30 to join with an annual subscription of £30. As a special introductory offer, there is a one-off fee of £10 until September 2012.

**Associate and observer membership** is designed for individuals or organisations which are run on a not-for-profit basis and support the aims and intentions of the Association, but do not sell, supply, train or use metallic phosphides.

Full details and information on the benefits of becoming a member are on the RAMPS website at [www.ramps-uk.org](http://www.ramps-uk.org)

## First AGM held at PestTech 2011



RAMPS (UK) held its first Annual General Meeting (AGM) at the National Motorcycle Museum on 2 November, during PestTech. Pictured before the meeting are Rentokil's David Cross, left, who chairs the Executive Committee, Barretine's Helen Ainsworth who fulfils the treasurer and training director roles and Kevin Brown, also from Rentokil, who is deputy chair and communications director. In his chairman's report David highlighted the progress made in producing a recognised user qualification and establishing a trainer and assessor network. He stressed the importance of making RAMPS a success to ensure that these extremely useful, but hazardous products, have a future. At the same time the controls on sale, supply and use must avoid being so draconian that they cause concerns about anti-competitive behaviour or go against the current governments's deregulation policy – a fine line to walk.

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# Using aluminium phosphide

Come 1 January 2015, if you want to buy and use aluminium phosphide you will need to hold the Level 2 Award in the Safe Use of Aluminium Phosphide for Vertebrate Control.

Whilst it is quite feasible for those who regard themselves as established users to sit the assessment leading to the Level 2 award without any further training, the Register of Accredited Metallic Phosphide Schemes UK (RAMPS-UK) is encouraging operators to attend a recognised training course beforehand. To find out about this at first-hand, **Pest** editor, Frances McKim, recently joined the one-day course organised by Park Hill Training at its home base of Seagrave, near Leicester.

We all assembled at 09.00 and clutching our mugs of coffee, the course tutor, Mike Wells, outlined the programme for the day. With an anticipated end time of 17.00, there was obviously quite a bit to get through. But first, the delegates had to introduce themselves, who they worked for and then explain their reasons for wanting to gain this Level 2 award.

Although there were only three delegates on this course, their involvement was pretty much representative of the usage position for these products in general. First to introduce himself was George Jameson from the Leicester-based part of Complete Weed Control. This company specialises in weed control in the industrial and amenity sector.

George was more familiar with tackling problems of invasive weeds, such as Japanese knotweed, than he was of problems with rabbits and moles, but his company could see an opportunity to extend their services should these pests appear on sites, such as golf courses, where they are already working.

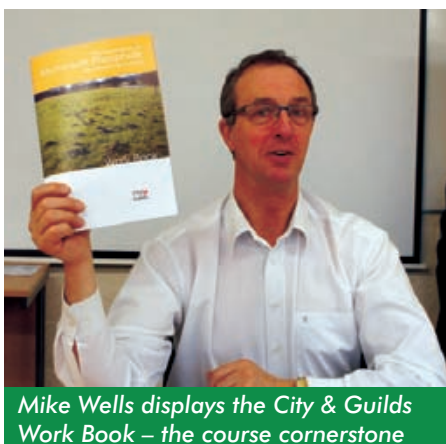
Next up was Richard Stables, a self-employed pest controller from a nearby village in Nottinghamshire who trades as Solutions Pest Control. Although relatively new to the professional industry, Richard had already obtained his RSPH Level 2 certificate in pest control and is already providing a comprehensive service to his customers. Having always had an interest in

what he called 'traditional pest control' of trapping, shooting, mole trapping and ferreting, he was keen to extend his knowledge to using aluminium phosphide gassing and so be ready and qualified before the 2015 deadline.

The third delegate was Nick Pridden, owner of SNP Pest Control in Leicester. With a military background, Nick strongly believes in doing things the proper way. Although an experienced mole catcher using traditional traps, Nick was encountering clients amongst his mainly urban portfolio who wanted moles fixed virtually instantly. Therefore he was keen to offer gassing as an option and wanted to find out how to safely go about it and to be correctly certificated.



Mike Wells (left) with delegates Nick Pridden (second left), George Jameson and Richard Stables identify all rabbit escape holes before starting any treatments



Mike Wells displays the City & Guilds Work Book – the course cornerstone



All protective clothing must be fitted prior to opening the flask



Delegates had the chance of handling the applicators prior to loading

The only real sector absent was the truly agricultural – the likes of farmers or gamekeepers. RAMPS themselves estimate that up to 85% of aluminium phosphide use lies within this sector, so getting these users to sign-up for training and certification certainly poses them a challenge.

We all felt in safe hands as course tutor, Mike Wells, explained that he had been involved in the creation of the City & Guilds Assessment Schedule and was also a Level 2 assessor. This was good, as about the first thing Mike said, was: "Aluminium phosphide is one of the most dangerous products used, so it's vital the people who apply it are properly trained." He explained the day was to fall into two halves – first the theory in the classroom and then a practical session outdoors.

### Work Book a key item

Central to the training day is the City & Guilds course Work Book. A copy is given to each delegate as part of their course fee and this provides the basis of the training. Delegates can even take their Work Books along with them for reference when they face the assessor.

The first part of the theory covered legislation. With so many Acts and Regulations involved you did begin to wonder if there were easier ways to control these pests! All matters relating to personal safety followed. As any lapses here would directly affect themselves, attention was visibly sharper. For those new to the use of aluminium phosphide, Mike explained how dangerous phosphine gas is – very toxic, flammable, spontaneously combustible, colourless and odourless. For obvious safety reasons, when manufactured some clever chemistry gives the gas a strong 'garlic' like smell.

Sections on Personal Protective Equipment (PPE) included Respiratory Protective Equipment (RPE). Full-face respirators with suitable gas and dust filter cartridges (B2 and P3) need to be worn at all times when the operator is exposed to the gas or dust from these products. Exposure symptoms were outlined (see box) as was first aid.

Other sections covered the label and the details contained on it. For this you need a magnifying glass if the labels on the flasks are to be read as the print is so tiny – the flasks themselves being so small. The section which caused most debate between delegates covered product storage and transportation. Like all pesticides, the products must be stored in a suitable chemical store, which includes being away from dwellings, dry, cool, frost free and well



*Fully protected, each delegate took turns to load an applicator...*

ventilated. Within the store aluminium phosphide products need to be kept in a locked metal cupboard fixed to the wall and above the level of any bunding and clearly labelled Gassing Compounds – Do Not Use Water.

### Putting theory into practice

In preparation for the afternoon's practical session the flasks, the product (dummy samples thankfully) and the product applicators were discussed and delegates were able to get their hands on these themselves. This included practising loading an applicator – a worthwhile exercise to establish some familiarity before trying to do it 'for real' hampered by gloves, coveralls, face mask etc.

The theory side concluded with a session on record keeping and storage. And by storage, this means the storage of stock list data, the applicator and RPE records – as storage of part-used flasks is not allowed on safety grounds. Any unused pellets after completion of a job have to be buried.

Certainly the theory side of the course is very comprehensive. One criticism is the PowerPoint slides are overly crammed with text which is lifted word for word from the Work Book. For professional pest controllers who have undertaken previous control work, the part detailing the pests to be controlled is somewhat unnecessary. If you are to use these sorts of products you should already be able to recognise a rabbit, rat or mole and be well aware of their basic biology. But, if a trainee is totally new to this type of work, and is



*... and then treat a hole...*



*...before sealing the hole with turf*

not already familiar with the pests, there is an awful lot to take in at one go. Some previous experience of controlling these pests is probably a wise move.

In the afternoon we were all taken to a site with a rabbit problem. Active runs and burrows were identified, then each delegate was kitted-up into the required



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## FEATURE

Safe use training

protective clothing, the (dummy) product produced, applicator loaded and a test application made. All delegates took, and passed, the course assessment.

The following day all three delegates took the NPTC assessment for the Independent Certificate of Competence. This qualification lasts for three years, after which it has to be retaken. It consists of a one-to-one verbal assessment with the assessor and takes virtually two hours. Just like the course, the candidate is assessed on the theory followed by a practical application session outside. All the delegates passed.

Reviewing his experience, Nick Pridden said: "I found it a very informative course and the facilities at Park Hill were excellent. The

instruction was nice and steady and we were made to feel at ease. The refresher on legal matters and how these apply to aluminium phosphide was useful. The key part was the instruction on how to use the products. You have to know what you're doing as they are lethal. My wife is concerned about me using them, for example. But having seen how to use the applicators it's pretty straight forward. The assessment followed our instruction and was equally thorough."

Richard Stables echoed these sentiments saying: "The facilities and the course generally was more than 'fit for purpose' – it was excellent. I really appreciated the practical sessions. We need to ensure these



For moles, first use a dibber to locate the runs

products do not get into the wrong hands. The assessment was also excellent. Very thorough and really quite intensive – no stone was left unturned."

Having now established the course content, the trainers and the assessors, the challenge for the RAMPS executive is to get people onto these courses. Users may not need to be certified before January 2015, but the recommendation is – don't leave it until the last minute.



Avoid the tip of the applicator going into the hole to prevent it blocking with soil

## Symptoms of phosphine poisoning

If any of the following symptoms are experienced, medical attention should be sought:

**Mild exposure** – headache, sickness, fatigue, ringing in the ears or chest pressure. Repeated mild exposure may cause liver, kidney and lung damage

**Moderate exposure** – weakness, vomiting, pains above the stomach and chest, diarrhoea and breathing difficulties.

**Severe exposure** – coma, convulsions, pulmonary oedema. Severe exposure can kill.

## What it costs

The cost of this training at Park Hill is shown below. These costs are representative of those charged elsewhere.

There is some variation depending on the facilities and level of catering etc offered by the training providers and the fee charged by the assessor.

Course cost £75 + VAT. This includes the facilities, catering, City & Guilds Work Book and associated handouts.

For the NPTC assessment, the assessment fee is £75 and NPTC registration is £40.

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# Talunex or Phostoxin?

Aluminium phosphide, for the control of rabbits, moles and rats, is sold as either Phostoxin from Rentokil or Talunex from Certis.

On the face of it, both products appear identical. Both consist of pellets containing 56% w/w aluminium phosphide, supplied within an airtight sealed flask, with a plastic screw top lid. Both flasks are short and dumpy and about 70 mm high – should you come across any tall, thin flasks, this is old stock. These flasks were phased out by the manufacturers four years ago.

The most noticeable variation is the pellet size and hence the number in each flask. Phostoxin tablets are larger (3 g), with 30 to a flask, whereas a Talunex flask contains 160 smaller pellets of 0.6 g each. Therefore, in practice, five Talunex pellets equals one Phostoxin one. Differing methods are required to open the seal. Phostoxin has a cutting edge on the screw top, whereas Talunex requires the use of a special can opener.

Both companies provide applicators to use with their products. The idea is the flask screws directly onto the applicator. However, due to

changes in flask design, adapters were introduced to facilitate the new and smaller, dumpier flasks. The applicator designs have now been altered to facilitate direct loading.

Each applicator comes with a dibber and a carrying case. The Talunex case is rigid, whereas the Rentokil one is fabric. Choice as to which product to use varies. It can simply be the one you received your training on, or the one your supplier stocks. Some users prefer the smaller pellets for moles and the larger pellets for rabbits whilst some prefer the workings of one applicator to the other.

There is virtually no variation in the price of the product between the distributors. Talunex is £26 for a flask of 160 pellets, whereas Phostoxin is £22 for a flask of 30 pellets. The Topex applicator, case and dibber will cost you £108, whereas the Phostoxin applicator, carrying case and dibber is around £100.



**Pest** asked the two manufacturers to explain the difference, this is what they said:

## Rentokil says

Favoured for their larger size and stability, Phostoxin tablets offer the user several significant benefits in the field.

The 3 g tablet produces a significantly larger pool of gas. This not only increases the probability of affecting the target species but reduces both the number of tablets needed and the application time. For moles, this means less holes dug and thus less disturbance, while for rabbits the larger tablet makes application easier (one tablet per burrow), which increases the speed of the job and the likelihood of success.

Recent product improvements

have included a carry case and a new lightweight dibber. More significantly the applicator has been re-designed allowing the flask to screw straight into the handle of the machine increasing stability and reducing set up time.

Rentokil provide a high level of assistance through their network of qualified distributors, and have experts on hand to help with enquiries. With moles, rabbits and rats on the increase, Rentokil recognise that aluminium phosphides are important in pest management and are working hard to support their safe and continued use.

## Certis says

Talunex is a market leading outdoor control agent for rabbits, rats and moles for application by trained and qualified professionals.

"It is a well-respected, effective and fast acting method of controlling key vertebrate pest populations," comments Certis' marketing manager Robert Lidstone.

"And with the dose rate flexibility and opportunity to use a number of small 0.6 g pellets in each hole, it delivers a faster reaction than using one larger pellet."

He adds that whilst gassing is one of the most efficient means

of control, it demands caution and respect.

"As a result Certis' product stewardship and quality control procedures for individual flasks and tablets are a key component of the manufacturing process," reports Robert.

He adds that tablets should be applied using a Topex pellet applicator to minimise operator exposure. "This involves using a tight fitting screw-on adaptor, meaning there is no direct contact with the tablets as they are dispensed. The quality Topex applicator kit and carry case facilitate safety, convenience and ease of use."

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# Pest Odyssey 2011 10 years Later

## Plenty of progress in past 10 years but no shortage of new challenges

The Pest Odyssey 2011 Conference, hosted by the British Museum from 26 to 28 October, brought together conservators, researchers and museum collection experts from around the world. It was a follow-up to the first conference held ten years earlier. We asked Bethan McIlroy, field biologist for Nottingham Pest Control and a relative newcomer to pest management to give us her impressions of the event.

Twenty-seven papers were presented and representatives from eleven different countries were there to share experiences in dealing with the wide range of hidden curses that threaten the treasures kept in some of the world's iconic museums and historic houses. Meeting in this way everyone could participate, exchange information and learn from each other.

The main focus of the conference was Integrated Pest Management (IPM). I'm sure most readers of *Pest* will be aware that the aim of IPM is to provide practical, safe and cost-effective ways of preventing collections and buildings from being damaged by pests using a wide range of methods. The IPM approach is to look at the whole picture rather than to react to an infestation when it happens. It encompasses monitoring and identifying pests and prevention before control.

### Why IPM?

One conservator explained how if IPM is not in place across a whole museum then it can be very costly to fix. Reacting to an infestation as it happened, ended up costing £100,000, not including staff time. That cost could have been avoided if sufficient monitoring and education had been put in place.

There has been a large increase in *Tineola bisselliella* (webbing clothes moth) in a number of collections in the UK and some



The auditorium as packed with delegates from 11 different countries hearing 27 papers over the two days of the event



*Monopis obviella* christened 'the obvious moth' by Pest Odyssey delegates because of its striking appearance

startling images were shown in the presentation entitled, "Quick, Quick Put the Lid Back on!" The fur in an entire caribou parka and reindeer boots was badly damaged when the items were stored without proper pest management. When the box was opened hundreds of moths came flying out! One moth can make a 1 cm hole in just one year so you can imagine how long it had been since the box was checked by the extent of the damage they caused. Since that nasty discovery, the IPM strategy in that museum has been improved. The museum now has a separate budget for pest management allowing monitoring and regular recording of pests to help locate hotspots quickly. If an infested item is found, it is put through cold storage for two weeks and kept wrapped to prevent cross contamination when removed. Overall this will limit further damage to the collections. Common sense really but it took damage of valuable objects to get this in place!

### A rise in number of species found

Museum pest expert and member of the Pest Technical Advisory Board, David Pinniger, talked about how the increase in the number of sightings of the moth, *Monopis obviella* and a mini competition was launched to come up with a common name for the moth. This species is normally associated with bird's nests. It is stripy in appearance, and the moth was christened 'The Obvious moth'. It might catch on. It is worth noting that no-one is really sure if the moth can live on textiles or detritus in floorboards like the clothes moth but some online sources do say that this moth has been found eating wool. So beware!

A number of insects that I have not come across in commercial pest control have been found in some collections in the UK and could become major pests if not monitored. People need to be made aware what they look like and what they feed on. The first is the aptly named Vodka Beetle (*Attagenus smirnovi*), other common names include the brown fur beetle. Then there are more species of

carpet beetle infesting textiles than most of us have ever thought about. The Guernsey Carpet beetle (*Anthrenus sarnicus*) has been spreading further north since becoming well established in London and the first Australian Carpet beetle (*Anthrenocerus australis*) infestation was recorded last year in London.

### Methods of control

Dealing with dirt and debris will always be one of the most effective methods of IPM. One of the other good suggestions made by one presenter was to have forced "staff de-clutter" days. This had resulted in an excellent reduction in the number of pests found on site but I'm not quite sure how the Nottingham office will feel about that one.....!

Some of the presentations detailed how large, precious objects have to be wrapped up carefully before treatment. Wrapping a 14.5 metre long war canoe from the Solomon Islands to create the anoxic environment needed to treat it for suspected drywood termites has to be one of the most challenging treatments carried out. It took a whole day to set up and four 18.5 metre long plastic panels had to be heat sealed together. If you'd like to see how it was done, search for "It's a wrap. How to bag a canoe" on YouTube.

One of the most innovative approaches presented was the use of parasitoid wasps to control a population of biscuit beetle in a museum store. I'm not sure how our customers in the food industry would react to that as a suggestion, but, with the number of pesticides being restricted, there may come a day when parasitoid wasps might be the only thing we can use!

### Poster competition winner

The winning poster came from Anna Barnes and Charlotte Lester and was entitled "Pest Identification – developing a tool for training and everyday use". It really summed up the conference well for me. The writers of the poster wanted to create a tool that staff could use in their museums. They wanted something that was easy to use, portable and engaging. In the end they created one of the best pest identification tools I have come across. It was a key ring booklet with images and descriptions of the insect pests that you would be likely to come across in a museum setting. In the first trials the booklet was well received by the Clifton Park Museum cleaning and café staff and will now be used as a refresher tool as part of the general IPM programme. It was definitely something that everyone at the conference was clamouring to get hold of.

### Where do we go from here?

In the last ten years new insects have been found in the UK and abroad. Some are very voracious and, if left unchecked, can decimate an object in only a few months. One big change since the last Odyssey event was that most museums now have IPM in place but steps still need to be put in place to ensure it works. These include using guidelines and risk zones, having one person in charge of the management, staff education and keeping knowledge refreshed.

There are also plenty of new questions to answer:

- Will energy budgets start to effect pest populations as air conditioning and heating is turned off?
- Does the installation of green roofs increase insect diversity inside a building?
- Bar coding makes trap checking much easier but how expensive is it to put in place?
- Communication makes IPM work but can it involve estates, facilities and events teams in large groups?



Poster competition winner Charlotte Lester with the clever pest identification 'key ring' tool

- Will a new generation of entomologists start to do more research on museum insects?

Hopefully over the next ten years we will be able to answer them. Overall the two-day conference was a fantastic learning experience and something that will stay with me forever.

The conference was organised by a consortium of heritage institutions and held at the British Museum. Proceedings *A Pest Odyssey, 10 Years Later* are available in March 2012. Price £55. ISBN 978-1-84802-114-3 from English Heritage Publishing Sales. Tel: 0845 458 9910 Email: eh@centralbooks.com

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# Kill the mice but don't feed the bears!



David Pinniger

## Beware, rodenticide baits can appeal to more than just rodents

Well known for his work combating insect pests in historic houses, David Pinniger of DBP Entomology, relates how baits designed for rodents can become an unwelcome source of infestation for insects.

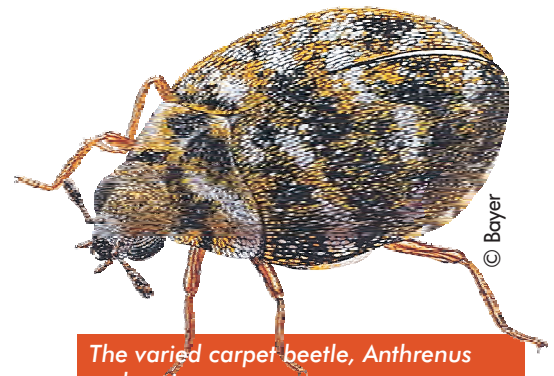
Over the last ten years, I have found an increasing problem in museums and historic houses with insects living in old rodenticide baits. In the past, problems of insects in loose grain baits were well known. Infestations of grain weevil, saw-toothed grain beetle, biscuit beetle, spider beetle and various moth species have all been recorded.

In an attempt to prevent these infestations, a number of pest control contractors tried treating the grain with insecticide. Problems have occurred intermittently over the years, but the move towards wax block baits initially seemed to eliminate the risk.

However, recently the main problem has been with woolly bear larvae of carpet beetles *Anthrenus* sp living in old wax block baits. The varied carpet beetle *Anthrenus verbasci* and Guernsey carpet beetle *Anthrenus sarnicus* have been found in baits from a number of companies and contractors. In London we have also found larvae of vodka beetles *Attagenus smirnovi* living happily in baits.

These insects are all major pests of textiles and natural history specimens. Many museums and historic houses have pest management programmes in place to prevent pests becoming established in their collections. For example, forgotten wax block baits infested with woolly bears were found under a display case of historic costume which then had to be treated by freezing. This can completely undermine all the efforts to keep insect pests at bay and can result in very bad public relations for the contractor.

One of the main problems seems to be that some technicians have not recognised insect attack on baits. And, the major cause seems to be with old baits hidden in voids or behind furniture. Frequently these are baits which have been left by contractors who have lost the contract for servicing a building.



The varied carpet beetle, *Anthrenus verbasci*

More recent gel formulations of baits and wax blocks seem to be less attractive to insects and therefore less prone to attack. Time will tell whether they become more vulnerable to attack as they get old.

What can we do to reduce the problem? Follow good pest control practice:

- Check all rodenticide baits regularly for signs of insect damage.
- If there are larval skins or insect frass on a bait – replace it and take it off-site for disposal.
- Do not move baits from one place to another in historic properties. They may be carrying insect pests.
- Remove all old rodenticide baits at the site and dispose of them. If they belong to a previous contractor, you will need authorisation from your customer to do this.

Kill the mice – but don't feed the bears!



*Attagenus* larvae in loose grain bait



*Anthrenus* larvae and frass in rodenticide block



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 RAMPS (UK) and the use of aluminium phosphide in 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.

|          |   |                          |   |                             |   |
|----------|---|--------------------------|---|-----------------------------|---|
| <b>1</b> | What does RAMPS (UK) stand for?   | <input type="checkbox"/> | a) Register of Accredited Metallic Phosphide Schemes UK | <input type="checkbox"/>    | c) Register of Advisory Members for Phosphine Standards UK    |
|          |   | <input type="checkbox"/> | b) Really Active Mole Protection Schemes UK             | <input type="checkbox"/>    | d) Registration of Accredited Metallic Phosphine Standards UK |
| <b>2</b> | When will you not be able to buy aluminium phosphide products without a Level 2 Award in the Safe Use of Aluminium Phosphide?         | <input type="checkbox"/> | a) After January 2012                                   | <input type="checkbox"/>    | c) After January 2014   |
|          |   | <input type="checkbox"/> | b) After January 2013                                   | <input type="checkbox"/>    | d) After January 2015   |
| <b>3</b> | Why is phosphine gas dangerous? Because it is:  | <input type="checkbox"/> | a) Very toxic   | <input type="checkbox"/>    | c) Spontaneously combusts                                     |
|          |   | <input type="checkbox"/> | b) Flammable  | <input type="checkbox"/>    | d) Colourless   |
| <b>4</b> | Aluminium phosphide products must be kept in a suitable pesticide store in a locked cupboard but what sign should be on the cupboard? | <input type="checkbox"/> | a) Nothing as any sign may attract attention            | <input type="checkbox"/>    | c) Gassing compounds – Do not use water                       |
|          |   | <input type="checkbox"/> | b) If a fire, use water                                 | <input type="checkbox"/>    | d) These products are not harmful                             |
| <b>5</b> | After completing a job, what should you do with any unused pellets?   | <input type="checkbox"/> | a) Put them back into the flask for use another day     | <input type="checkbox"/>    | c) Bury them at a depth specified on the product label        |
|          |   | <input type="checkbox"/> | b) Give them to a mate for use in his garden            | <input type="checkbox"/>    | d) Send them back to the distributor                          |
| <b>6</b> | Once passed, how many years will your the Certificate of Competence last?   | <input type="checkbox"/> | a) A lifetime   | <input type="checkbox"/>    | c) 5 years  |
|          |   | <input type="checkbox"/> | b) 10 years   | <input type="checkbox"/>    | d) 3 years  |
| Name:    |   | Tel:                     |   | PROMPT registration number: |   |
|          |   | Email:                   |   |                             |   |



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# Bell strikes a clear note

The range of Bell's trusted rodenticide products is well known to pest professionals in the UK. Users may know that these products are researched and manufactured in the USA. However, it is unlikely that many will realise this highly successful, privately-owned company owes its existence to a Manchester-born lad, Malcolm Stack, who ran-away to Canada at the tender age of 16. Today Bell Laboratories is at the forefront of rodent control and management, not only in the home market of the USA, but increasingly around the world, as *Pest* editor, Frances McKim, discovered recently when she was invited to visit them.



Daughter of Bell Laboratories' founder, Linda Hughes has been part of the company since day one and still retains an active involvement



Bell Laboratories is based in Madison, the state capital of Wisconsin. This Midwest town is better known for its prestigious university than its manufacturing capabilities, but it has always been the home base for the company.

Over the years Bell has flourished into a multimillion dollar business and today employs more than 340 staff.

Despite this growth, Bell retains the feeling of a family run business as Malcolm Stack's daughter, Linda Hughes explains: "My

father was passionate about this industry. He realised it was a 'people industry', an industry based on relationships. He would look people in the eye and establish a bond of trust.

"This gift worked well with customers, but also with employees – he was an excellent judge of character. He worked hard and so did his colleagues. In fact we still have an employee working on the manufacturing side who was one of my father's very first recruits back in 1974."

But it was not only these people skills that has made Bell such a success story, it was also the foresight and dedication shown by its founder, Malcolm Stack.

Having left Manchester in 1951 to join his brother in Canada, he lied about his age to get into the Canadian navy. After this came several menial jobs until he joined a business group, learnt the art of public speaking and got into sales in the animal health sector.

This move eventually took him to Madison. By the early 1970s Malcolm's aim was to strike out on his own.

Through contacts he heard of the sale of a small company in Iowa which made warfarin paraffin wax blocks called Rodent Cake. Having secured a loan, the company was bought and production relocated to Malcolm's garage in Madison. Along with help from his family and the employment of two government sponsored Vietnam veterans, Bell Laboratories began.

"I had no idea quite what a risk my father took," explains Linda. "He was involved with everything. He helped with production and then set-out to sell what had been made. He realised there was little rodent research and bait acceptance testing in the industry, so he set-up laboratories in our basement and I, with my two sisters, ran tests on hundreds of rodents."

## R&D commitment

This initial commitment to research, development and also quality control bore fruit and has remained the cornerstone of all Bell activity.

Today Bell manufactures and sells its own researched and developed range of professional rodenticide formulations (extruded blocks, pellets, seed, meal, liquid bait and tracking powder) based on bromadiolone, bromethalin, brodifacoum, cholecalciferol, diphacinone and zinc phosphide under the Contrac, Detex and Solo brands.

Accompanying these rodenticides Bell has developed a selection of tamper-resistant bait stations (under the Protecta brand), mechanical traps and non-poisonous glue boards all marketed under the Trapper brand.



Steve Levy, Bell president & CEO, checks-out back issues of *Pest* magazine with editor, Frances McKim



Under the critical gaze of chief engineer Dan Johnson (left) and production manager Dave Deltgen, rodenticides are manufactured for sale worldwide

### Three key business sectors

But the Bell business is not limited to purely the professional pest control market. From the outset the sale of rodenticides to the agricultural sector has been significant. In addition, over the last ten years, a range of products aimed at the retail market has taken off under the Tomcat brand.

This diversification has been orchestrated by Steve Levy who was recruited as general manager in 2000, yet within two years took on the mantle of president and CEO.

Steve came to the business with a background in consumer marketing, having had posts within Nestlé's, Carnation Company and Bayer which involved responsibility for such products as Mighty Dog, Tidy Cat and One-A-Day vitamins. Today Tomcat commands around a 45% market share of the retail pest control market with sales through such companies as Home Depot, Target and Walmart in the US.

This has been a smart move as Steve explains: "In the USA our business divides into three sections – professional, retail and farm. The professional and retail sections are comparable in size and complement each other. In the recession when homeowners were cutting back on contracts with PCOs our professional business may have gone down, but this has been more than offset by these same consumers dropping into their local hardware store to buy our Tomcat products."

### International sales

Sales of products internationally have grown significantly over the past decade. In 1994

Bell made the strategic move to set-up an office to cover the European, African and Middle Eastern markets based in Sudbury, Suffolk.

Many readers will remember Cisse Spragins who orchestrated this initial launch, which since 2003 has successfully been developed by director Rupert Broome and his international team. This consists of Brady Hudson, who has responsibility for the UK and Ireland and Julie McMonagle for Scandinavia, Central & Eastern Europe, Middle East and Asia along with regional managers Thomas Deuscher responsible for Northern Europe and Tino Panetta taking care of Southern Europe.

Bell's commitment to customer relations and easy product availability is maintained through warehouse arrangements in Rotterdam geared to service distributors across Europe.

### A focus on product quality

As Brady Hudson, Bell's market manager for the UK and Ireland, explains: "Since Bell first introduced its products to the UK in the early 1990s they have gone from strength to strength.

"Our focus on product quality, combined with excellent customer service and distributor relationships has made Contrac, Solo and Detex Blox into market leading brands. To compliment the range of rodenticides, the tamper resistant bait stations, traps, glue products and attractants completes the armoury of professional products.

"Pest controllers can rest assured that with Bell products not only they, but also their clients, will be fully protected."

### Vertical integration

Over the years Bell has built a reputation for innovative and high quality products. Yet this is not achieved by chance. Bell's strategy has been one of vertical integration.

By retaining direct control over all sections of research, production and marketing, the company maintains a high standard of quality control.

Not only does the organisation have its own in-house biological testing facilities, registrations and marketing sections covering its worldwide activities, but it also



Hot off the production line. Dave Deltgen, production manager, visually checks a Contrac Blox

manufactures in Madison all rodenticide products ranging from extruded blocks to pelleted placement packs, as well as the range of glue boards.

All plastic moulded bait boxes and traps are also manufactured on site, with a fifteenth injection moulding machine currently being installed.

Maybe uniquely this vertical integration extends to a team of chemists who formulate their own active ingredients from the raw materials, right through to maintaining seven production engineers dedicated to designing purpose-built manufacturing machines.

#### Where next for Bell?

As to the future, this in true Bell style seems well thought through too.

Back in 2000 Bell founder, Malcolm Stack, realised his passion alone could not sustain the company in the longer term – hence the appointment of Steve Levy.

This proved a key move as very sadly Malcolm died in 2006, aged 71. Today Linda Hughes and her sister retain ownership, with Steve Levy in charge of managing the company.

When asked what next for Bell, Steve replies that they intend to stick with what they know best.

He highlights that there is still considerable scope for further development of the company's brands, particularly internationally, in such territories as South America, the Middle East and Africa.

The recent promotion of Mark Westover to vice president of global sales will meld together Bell's international and domestic sales teams into one cohesive unit to ensure a consistent approach to business development worldwide.

This should keep Bell in tune with the market for many years yet, quips Steve.

Bell, it seems will be continuing to strike the same clear note for many years to come.



Well known in the UK. Rupert Broome (far left) regional director is joined by Steve Levy, president and CEO with Brady Hudson, market manager for the UK and Ireland and Julie McMonagle (far right) who looks after Scandinavia, Central & Eastern Europe, Middle East and Asia



Since its foundation, Bell has always recognised the significance of rodenticide evaluation. Today testing is carried out in its on-site, state-of-the-art laboratories

## Interesting snippets from behind the Bell doors

- The company gained its name as founder, Malcolm Stack, thought the name Bell had a good ring to it. And coupled with Laboratories it sounded scientific
- One every five seconds. That's the speed Bell mouse traps come off the production line.
- Bell is about to install its second robot to manufacture its Tomcat tamper resistant bait stations
- On Friday night a pest control team descends upon the bait production lines. Perish the thought should insects, rat or mouse droppings get into the rodent baits
- Only the best will do. The cereals in all baits are top quality and human food grade
- The preciseness of the bait 'recipes' would put any top-notch chef to shame

# Bed bugs dominate at USA's top event

If you were at PestWorld 2011 in New Orleans in mid-October, you would have had to be blind and deaf not to spot that bed bugs are, at the moment, the most significant pest in America. A special Bed Bug Forum was added to the conference agenda whilst in the 150 stand exhibition there were displays of every chemical, device, monitor, heater and mattress cover so far dreamt-up to combat this pest. **Pest** editor, Frances McKim, reports.

In total, nearly 3,100 pest management professionals, including a record number of international delegates from 52 countries across the globe, enthusiastically participated in Pestworld 2011. There was a sense of recent history though, as in his welcoming address Rob Lederer, executive vice president of the organisers – the National Pest Management



One of the key note speakers  
Chief Richard 'Pitch' Picciotto

Association (NPMA) – reminded delegates that the last time PestWorld took place in New Orleans it was October 2001, exactly one month following the 11 September 2001 terrorist attacks in New York. Reflecting this, one of the key note speakers was Chief Richard 'Pitch' Picciotto, the highest-ranking fire-fighter to be in the South Tower of the World Trade Centre when it collapsed. He gave a graphic description of his horrendous experience and the patriotic audience rose to their feet in recognition of his, and his colleagues, achievements.



Addressing the technical issues of bed bug legislation.  
Left to right: Steve Dwinnel, Kevin Sweeney, Susan Jones and Robin Todd (ICR Inc)

Rob Lederer then told delegates how in those ten intervening years NPMA had gone from strength to strength: "The growth of NPMA is a shared story of progress and accomplishments – a story of success and pro-active co-operation." Association membership now stands at over 6,700 companies with joint membership programmes in South Africa, Ireland, Brazil and Latin America.



## Villains of the event – bed bugs proved unrivalled

Opening the special Bed Bug Forum, Dr Michael Potter from the University of Kentucky set the ball rolling with an excellent presentation charting the rise of bed bugs as a problem pest since man first lived in caves. Kevin Sweeney from the US Environmental Protection Agency (EPA), Washington, raised an interesting topic as he queried the efficacy claims presented on product labels and called for the creation of a standard for bed bug experimental design. With some frustration he said: "We need to agree when a dead bed bug can be rated as 'dead'." He posed two key questions: is lab and field testing equivalent and what method do we have to determine resistance? EPA is currently addressing these issues with an outcome due in 2012.

Steve Dwinnel from the Florida Department of Agriculture and Consumer Services expressed concern that label statements need reviewing and asked if consumers buying DIY products are getting what they think they are getting? This was a theme taken up by Susan Jones, Associate Professor of Entomology from Ohio State University. In her work she had evaluated the efficacy of DIY indoor foggers – from her results the only lethal effect these cans were likely to deliver were 'kills on contact' – meaning when you smashed the bed bug with the can!

The forecast by the US industry is that the



Familiar faces from the UK. Left to right: PestWest's Sabra Fearon & Paul Hoyes; joining PelGar's Nic Blaszkowicz (centre) & Gareth Capel-Williams (right) is Andrej Branc from their US distributor; P+L's Richard Ardron and Paco Nuche getting into the party mood

bed bug situation is likely to get worse before the industry is able to get on top of the problem. At an international session, speakers from Australia, Japan, Canada and India, without exception, recognised that bed bugs are an increasing problem in their countries, but as yet nowhere near the scale of the problem they pose in the USA.

In the exhibition the product which undoubtedly received the greatest amount of attention was the Verifi Bed Bug Detector from FMC. Having taken more than two years to develop, this detector employs both pheromones and kairomones (what humans produce that attracts bed bugs). It is an impressive piece of kit but FMC was keeping tight-lipped as to its price. And as for introduction elsewhere in the world, regulatory issues may emerge concerning the pheromones used.

### Over there from over here

Always encouraging to spot at these international events is the number of UK-based organisations making their mark. PestWest is a regular attendee but new this year, under their own banner, was P+L Systems. The PelGar International team was also there supporting their USA distributor, AB Bait Co.

Also making their debut in the exhibition was a little known UK company, Jones & Son from Newton Abbott in Devon. They manufacture and sell bird spikes and related bird management items under the Defender Bird Spikes banner. As Sonny Dymond, sales manager with responsibility for the USA explained: "Up until now our business has virtually solely been internet based. However, we have been receiving an increasing number of international orders, particularly from the US, so we thought we had better come out and see what it was all about. I think it's fair to say our arrival has ruffled a few feathers!"

There were also a number of other European

exhibitors seen at PestEx 2011 earlier in the year. Making their first appearance in North America was Jafo from Sweden with their electronic rat protection device for use in sewer systems called Rat-Exx. Also present was Igeba from Germany, Plastdiversity from Portugal and Silvanderson from Sweden.

### Meeting old friends

Whilst the exhibition and conference sessions are at the heart of PestWorld, there is much more for an international visitor to benefit from. Meeting old friends, networking, business meetings, sourcing products and arranging deals is all part of the experience.

Attending PestWorld for the first time, BPCA chief executive, Simon Forrester summed up his feelings by saying: "As a first time attendee, I was impressed by the number and range of seminars for delegates, and the standard of the presentations – all delivered by experts. The exhibition didn't offer many new products, but it was a good chance to meet a broad cross-section of manufacturers. The whole event was extremely professional, and a credit to our industry."

From a European distributor's viewpoint, Frederic Verwilghen from Edialux in Belgium commented: "PestWorld is always the place to be. Lots of novel products to see along with opportunities to arrange distribution deals to bring them to the EU. Another big reason to attend is you'll meet up with your current suppliers and some of your larger clients."

To take part in next year's event, the dates are 17-20 October 2012 and the venue is to be Boston, Massachusetts, USA. Watch out for advance information in **Pest**.



NPMA gave its most prestigious award, the Pinnacle award, to Dr Michael Potter



Ruffling feathers, Sinny Dywood left and his team all the way from Newton Abbott in Devon



Pest editor Frances McKim with PestWorld first timer, BPCA chief executive, Simon Forrester



Bed bugs get everywhere! Small becomes large with the bugs (left), and large becomes small with this replica miniature bedroom scene, centre. There was even no escape in your bedroom – a promotional pillow case in all the hotel rooms!



## Zero trauma where it matters!

Should you have the misfortune to have a fall from height, the new ZT fall safety harness eliminates the use of groin straps which, notoriously, can catch you in a somewhat delicate area.

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The harness combines an integrated harness and lanyard with performance work-wear trousers or overalls and employs a patented leg gaiter system with lanyard and front point attachment.

The ZT harness is easy to fit and can be worn comfortably during the working day or whilst driving.

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

## Get stuck in

SX Environmental has just introduced to its range a new glue board trap which can be personalised to your company. SX Glue Inn is a dual purpose plastic glue trap which can be used for both mice and insects. Discreet and with slim-line design, it will fit in almost all openings, narrow or flat, making it suitable for commercial and domestic applications, says SX.

Designed to go into the new SX Glue Inn, SX Universal glue boards can also be used as a stand-alone glue trap for both insects and mice. They come with an impregnated, powerful attractant and high tack glue.



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

### Editor's note:

Readers are reminded that glue boards must be used in accordance with the Pest Management Alliance – Code of Best Practice for the Humane Use of Rodent Glue Boards.

## A ray of sunshine from PestWest

Maybe reflecting the sunny autumn we have had, but bursting onto the scene is a new, decorative front-of-house UV fly trap – the Sunburst.

With glue board and fly catch hidden from view, the Sunburst is discreet but still powerful. It comes equipped with a 20 watt compact tube providing a coverage area of 35m<sup>2</sup>.

The all-metal unit can be placed on a tabletop or wall mounted. It is available lacquered in white or silver grey, so easily blending into existing decor.

The Sunburst allows for quick, easy and tool-free service.

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



## Tenopa withdrawn

Regrettably, Tenopa from BASF has become a casualty of the Biocidal Products Directive. The European Commission decided not to include this insect growth regulator (flufenoxuron) onto Annex I.

Whilst production by BASF will end in January 2012, pest controllers will have up until July 2012 to acquire stock. The date by when all stock in the UK has to be used has yet to be set.

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|                          | 23-24 | Expocida 2012 Iberia   | Madrid, Spain                                       | <a href="http://www.aneclpla.com">www.aneclpla.com</a>                           |
| <b>MARCH</b>             | 2     | First Urban Badger Conference                                  | Ramada Encore Hotel, Derby                          | <a href="http://www.urban-wildlife.co.uk">www.urban-wildlife.co.uk</a>           |
| <b>APRIL</b>             | 26    | Pest-Ventures 2012   | Yew Lodge Hotel, Kegworth, Nottinghamshire          | <a href="mailto:moira@dewpointmarketing.co.uk">moira@dewpointmarketing.co.uk</a> |
| <b>MAY</b>               | 16-18 | 10th International Fumigants & Pheromones Technical Conference | Indianapolis, USA                                   | <a href="http://www.insectslimited.com">www.insectslimited.com</a>               |
| <b>JULY</b>              | 11-13 | FAOPMA 2012 Conference & exhibition                            | Adelaide, South Australia                           | <a href="http://www.aepma.com.au">www.aepma.com.au</a>                           |

## Top line-up for Pest-Ventures 2012

The popular Pest-Ventures technical seminar returns next spring with a one-day session on 26 April 2012 at the usual venue of the Best Western Premier Yew Lodge Hotel in Kegworth near East Midlands airport.

The programme focuses on 'bread and butter' pests. There is an update on rodenticide resistance in rats and new research showing anticoagulant resistance now being found in mice.

Break-out, participative sessions are planned on the future of permanent baiting against rodents and a fresh look at the old technique of block control, including its value in combatting resurgent pests such as bed bugs.

The programme kicks off with two scene-setting papers.

The first from Jonathan Peck, representing the Chartered Institute of Environmental Health's National Pesticide Advisory Panel, will provide an update on pest control legislation.

The second from a speaker from BASF and our own associate editor, Helen Riby, will unveil the results from the second National UK Pest Management Survey highlighting the mood of the industry and how it has changed since the first survey 12 month earlier.

Customer expectations in both the commercial and domestic sectors remain high but at the same time there are many challenges to be overcome. Public sector cuts are threatening local authority services and recession hit customers, especially in the domestic market are increasingly reluctant to spend on pest control.

Against this backdrop, meeting the challenge of providing an effective, value for money pest management service has never been tougher, says the Pest-Ventures team and that applies to everyone in the industry – pest control technicians in the public or private sector and their managers, those responsible for pest control in water and food companies and the facilities management sector. Keeping up-to-date with current research, legal developments and best practice has never been more important.

Places at Pest-Ventures 2012 cost £165 + VAT. Contact Moira Hart on 01664 822678, email [moira@dewpointmarketing.co.uk](mailto:moira@dewpointmarketing.co.uk) to book your place.



The 2012 speakers.  
Clockwise from the top: Professor Rob Smith, Helen Riby, Adrian Meyer, Jonathan Peck, Clive Boase, John Charlton and Dave Oldbury (centre)

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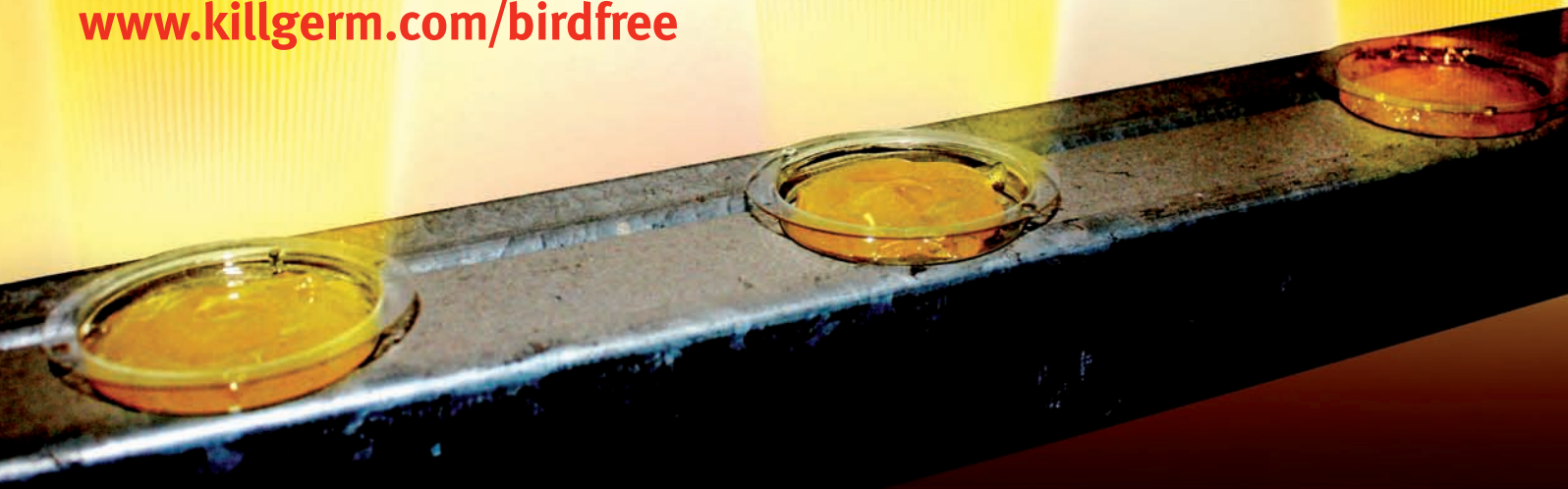
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