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Issue 17 September & October 2011



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Aims

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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Necessity is the mother of invention

Are we guilty of reaching for the insecticide can or the bait tub too easily? It's what we've become used to and it's what many customers expect. Of course, there are few situations where a chemical response is the entire story - removing harbourage and food sources, proofing and so on are important too. But are there times when these options could provide the whole solution? And if pest controllers put their minds to it, are there other pesticide-free methods they could come up with? Starting on page 26, Richard Strand talks to some pest professionals who are already offering a 'green' service and, he suggests, that with fewer pesticides available in future, life for pesties is about to become more interesting and, potentially, more profitable.

Making sure rodenticides are only used when needed pays other dividends too, such as preventing secondary poisoning of wildlife, as delegates on the Wildlife Aware course found out on page 12.

Traditional pesticide-free methods are also alive and well. For evidence, look no further than the PestTech programme on page 20. Ferreting, long netting and falconry feature prominently.

Perhaps now's the time to re-brand these 'old' methods and market them as the environment friendly 21st century solutions they actually are.

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BASIS PROMPT signs-up its 1,000th member



BASIS PROMPT, the pest controllers' professional register, has signed its 1,000th member, Sam Garth of Neal Pestforce, Boston, Lincolnshire. Sam commented: "I was really pleased when I passed the Level 2 pest control exam, but I know being recognised in the industry doesn't stop there. PROMPT is a great way to record my ongoing training each year and it means my company can show customers that I'm trained and up-to-date."

According to Rob Simpson of BASIS, signing the 1,000th member illustrates the progress made following renewed efforts to promote the benefits of annual CPD. "It is significant that the pest control industry has risen to the challenge to show that it has professional operators," he explains.

Collecting CPD points is easier than many think. Reading **Pest** earns two points plus there's two more for every correct **Pest Test**, see page 30.

Conmen disgrace

Three men posing as pest controllers have been sent to jail after conning a Hampshire old-aged pensioner, who lived on his own, out of over £4,000. The rogues took pet rats with them to convince the man his premises were infested. They then persuaded him to pay for baiting treatment costing £350, saying if the rats weren't controlled he would be evicted. They later returned insisting further work amounting to £1,000 and £3,000 was required and even drove him to the bank to get the money. Only on a subsequent visit, when a charge of £13,000 was mentioned, did the pensioner become suspicious and call the police.

Resistant rats likely cause of problem in Reading

An 80 year old bed-ridden stroke victim from the Southcote area of Reading died in early July. It was alleged that she had been bitten by rats. The lady and her neighbours had to be evacuated as Reading Council was called in to try to deal with the problem which has been ongoing for some years. The rats at the centre of this infestation are likely to have the Hampshire/Berkshire resistant gene (L120Q) and there is every chance that the rodent population in the Southcote district has been resistant to the second-generation anticoagulants, difenacoum and bromadiolone, for some time.

Dr Alan Buckle who chairs the Rodenticide Resistance Action Group (RRAG) commented: "We already know there is a resistance cluster in Berkshire and it would be no surprise if this included Reading. Presently, Reading University is working with Reading Borough Council, using the new DNA resistance detection technology, to try to understand what is going on within Reading's rat population in relation to resistance."

Chinese event shortlisted for global award

Pest Business, a partnership formed by two international consultancies in the non-crop market sector, Xenex Associates and AIS, has been shortlisted for an international Agrow Award to be announced in London on 1 November. Working in collaboration with the Chinese organisation CCPIT, Pest Business



Ms Ma Chunyan of CCPIT with Rod Parker (left) and Rob Fryatt of Pest Business

successfully identified the opportunity for the first, of what is planned as an annual, *Beyond Agriculture* conference in Shanghai during the 2011 CAC Agrochem show. The conference presented the opportunity for Chinese agrochemical producers to improve their understanding of worldwide markets outside agriculture – such as professional pest control. The second Pest Business *Beyond Agriculture* event is planned for the next CAC Agrochem Show in Shanghai on 4 March 2012.

Reversal for pest control at local authorities?

The declining fortunes, due to financial constraints, of pest control activities in local authorities is well documented. At *Pest* we have been trying to keep a log of these changes see www.pestmagazine.co.uk/content/NewsItem.aspx?id=630 and we welcome your news of further amendments. However, maybe the wheel is beginning to turn? Councillors at Northampton Borough Council are campaigning for their rodent service to be re-instated following ever rising complaints of rodent problems. The Council, then controlled by the Lib Dems, closed down its pest control service in April 2009.



Alan Morris (left) and Ken Black were snapped with their ratty friend introducing Rodilon to British livestock farmers at the massive European Dairy and Livestock Show at the NEC in early September.

Unlike at the equivalent show for arable farmers, pest control was somewhat under represented. BASF was the only other pestrelated exhibitor. All rather surprising as you would have expected livestock farmers to need as much, if not more pest control, than arable farmers.



Bell's roval accolade

MPs, Lords, project donors, environmental groups and other interested parties gathered in the River Room of the House of Lords on 7 September. The group, joined by Her Royal Highness The Princess Royal, was celebrating the success of Phase I trial baiting to rid the sub-Antarctic island of South Georgia of rats.

The South Georgia Heritage Trust, a Scottish registered charity, has funded the project almost exclusively from foundations and other private sources. Patron of the Trust is HRH Princess Anne.

Bell has supported the project by



HRH Princess Anne listens to Bell's technical director, Peter Martin (left) and European business director, Rupert Broome (centre)

shipping 58 tons of specially formulated pelleted brodifacoum bait which was broadcast by helicopter in March 2011 on three adjacent areas that surround the only on the web inhabited part of the island (see **Pest** issue 14).

Rodent Services East Anglia fined

At Norwich Magistrates Court on 17 August 2011 Rodent Services East Anglia pleaded guilty to four offences of failing to use a pesticide in accordance with the conditions of the approval and not taking all reasonable precautions in breach of the Food and Environment Protection Act 1985 and The Control of Pesticides Regulations. They were fined a total of £3,350.

The offences were uncovered after a dead fox was discovered by a Wymondham landowner. Pesticide poisoning was suspected and the case was accepted under the Wildlife Incident Investigation Scheme (WIIS). Analysis for pesticides confirmed rodenticide (Roban) in the fox's liver and this was considered to be a contributory factor to its death. Further investigation by Natural England, in conjunction with the Norfolk Constabulary, revealed that Rodent Services was carrying out work at a farm close-by. The product label for Roban states that users must search for and dispose of rodent carcasses at frequent intervals.

It was found that on two occasions there was a period of 86 days during which searches for dead carcasses were not carried out. It was during this time the poisoned fox was found. The company also failed to take all reasonable precautions as it:

- Used the product without the production of an environmental risk assessment;
- Used the product for a period longer than directed on the label;
- Failed to inspect the bait points during the first 10 - 14 days of the treatment, as directed on the label.

For all offences the company was fined £3,250, with costs and victim surcharge of £100 making a total of £3,350.

SX acquires Industrial Pesticides

It was announced on 19 August 2011 that SX Environmental Supplies is taking over the supply and distribution of products under the Industrial Pesticides (IP) banner. This acquisition will enable Industrial Cleaning Supplies (ICS) who owned IP to concentrate on growing their business and for SX to strengthen their presence in the north. Bruce Blything and Dean Levy will both continue in their positions. This acquisition further rationalises the UK pest control supply network following the acquisition of Paragon Professional Products by Killgerm

Chemicals on 12 April 2011. However it may throw-up some interesting product distribution scenarios as several major manufacturers had distribution arrangements with IP but not SX. It is believed that Bayer has already withdrawn their IP arrangements. on the web

Meanwhile on 13 September, SX held its first open day for Irish pest controllers at the Red Cow Moran Hotel in Dublin. The free-of-charge event was attended by over 50 customers along with five SX staff available to answer all the questions.

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Is the door opening on restricted use?

On 8 September the Chemicals Regulation Directorate (CRD) published a document outlining the procedure which pest control companies and local authorities would need to follow when applying for use in and around *would buildings of anticoagulant rodenticides that, up until now, are restricted to indoor use only.*

This is good news for the pest control industry which, to a large extent, has the Rodenticide Resistance Action Group (RRAG) to thank for its lobbying activities. Although the proposed procedures are somewhat rigorous, they are a good start.

It is a matter of record that in some areas of the country many organisations cannot perform their statutory obligations to conduct effective rodent control, so as to protect human health. The reason for this is resistance by the rodents to the existing anticoagulant rodenticides approved for 'outdoor' use.

To date, with one exception, site-specific applications to relax the restriction for use in and around buildings have been declined.

As CRD explains within the announcement: "Products containing the rodenticides brodifacoum, flocoumafen and difethialone are currently restricted to indoor use only. This restriction is in place due to the high risk of secondary poisoning of birds and mammals. Resistance in rats to first-generation as well as to those secondgeneration anticoagulants with unrestricted use has been reported. Due to the lack of alternative (non-anticoagulant) chemical methods of control as well as practical issues with non-chemical methods, problems have been experienced in controlling some populations of rats. It has been considered that the use of brodifacoum, flocoumafen and difethialone could be used to control populations of rats that have exhibited resistance to other anticoagulants."

A welcome development

Commenting on the development, Dr Alan Buckle who chairs RRAG said: "We welcome this new procedure which we first proposed at a RRAG seminar in November last year (see **Pest** issue 12). For the first time in the UK, pest control technicians and local authorities will be allowed to use resistance-breaking rodenticides to control resistant rat infestations. Effective resistance management will also help prolong the valuable lives of all anticoagulants. Equally importantly, it will benefit the environment because we think it is better to use small quantities of effective rodenticides than apply large quantities of ineffective ones.

"However, the procedure must operate cost-effectively. Each application to the Health & Safety Executive (HSE) is made by a

Rodenticide environmental risk consultation awaited

As this issue of **Pest** magazine went to press, the industry eagerly awaits the publication by CRD of the consultation document covering environmental risk. Early indications are that these proposals will alter further the use of these anticoagulant rodenticides in and around buildings.

This follows the publication of the consultation document, in April this year, covering rodenticide usage restrictions. Details will be included on the **Pest** website as soon as they are released. rodenticide approval holder on behalf of the pest control company, or local authority, which will eventually carry out the rodenticide treatment. The costs, both financial and in effort to get through red tape, will be borne by the approval holder and must be proportionate. If not, the scheme will be seen by some as an attempt by regulators to appear to do something constructive, when in reality nothing changes.

"Finally, although the HSE procedure speaks of 'outdoor' use, RRAG does not support any use of brodifacoum, flocoumafen and difethialone that is not in line with the European Commission's definition of use 'in and around buildings'. It is also highly unlikely that any approval holder would allow 'outdoor' applications because only uses 'in and around buildings' and in 'sewers' were supported under the Biocidal Products Directive," he concludes.

The new procedures can be read in full by going to www.pestmagazine.co.uk/content/NewsItem.aspx?id=660





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EFK tube prices up in the air



The price of the fluorescent lamp in an electronic fly killer may only be a relatively small part of the total price of the unit, but behind the scenes there have recently been a whole series of events which are likely to have an effect not only on price, but also on availability.

First came intervention from the EU. The Waste Electrical and Electronic Equipment (W/EEE) Directive became effective on 1 July 2007. It meant lamps could no longer be 'dumped' in landfill sites. To reduce the escape of mercury from the tubes, they must be recycled via an approved contractor.

Also with the environment in mind, is what is effectively a partner directive to the WEEE Directive - the Restriction of Hazardous Substances Directive (RoHS). This aims to control the use of certain hazardous substances in the production of new electrical and electronic equipment (EEE).

Exemption has run-out

Although the RoHS legislation was drawnup in 2006, leading tube manufacturer, Sylvania, managed to secure an exemption which was used across the industry, until it expired on 1 January 2011. The RoHS Directive requires the lead content of the phosphor within the UV tube to be eliminated. This means it is now illegal to manufacture or import into the EU BL 350nm tubes, although it is still legal to sell tubes manufactured before 1 January 2011. But once these stocks have been exhausted there will be no more 350nm tubes. They are being replaced with more expensive BL 368nm lead-free lamps.

As if these alterations were not enough, there is now a problem with raw material supply. Rare Earth Elements (REEs) are a set of seventeen chemical elements which have come to be heavily relied upon for use in hi-tech consumer goods worldwide, such as TV screens, smart phones, super magnets and phosphors used in fluorescent lighting.

There are many rare earth element mining sites around the world, however many of them have closed completely, leaving a position where China now controls 95% of REE production. China has reduced exports to use the rare earth oxides for their own domestic use to propel the country into the world leading manufacturer with highly advanced patented technologies. This may force manufacturers (outside China) into a

difficult situation. Manufacturers must decide whether to move their manufacturing to China to secure essential rare earth materials, or chose not to, and so have to fight for available raw earth elements and risk falling behind competitors.

1000% price rises

With demand for REEs exceeding supply, prices have increased exponentially. For example, the price of terbium and europium, which are both used in the composition of fluorescent UV lamps, have risen by 1,000% over the last 12 months.

Already this has caused disruption in the production and delivery of many types of UV lamps. Consequently, leading global brands such as Philips, General Electric, Sylvania and Wemlite have had to increase the prices of their UV lamps significantly. For the future, further rises are possible, depending on how long the shortage continues.

David Bowerman of the leading UK EFK manufacturer and lamp sleever explains: "At Bower Products we have taken in huge stocks of existing high quality UV lamps, to limit price increases. Theoretically, these stocks should see us through the start of the 2012 season,

but with the current uncertainties around price and supply, it is any-body's guess how long they will last," he concludes.

Quality might be compromised

Mathew Kaye, managing director of EFK Brandenburg adds: "In a knee jerk reaction to this challenging situation, some suppliers may start to mix together alternative elements (without performance capability) which are available more freely and cheaply to make lamps. These lamps have not passed quality regulations and standards as outlined by the top lighting manufacturers. Brandenburg is committed to maintaining the highest level of quality across all components of our insect light traps and will not compromise flying insect catch performance by using such second grade alternatives."

The whole situation is neatly summarised by Tom Holmes, technical manager at P+L Systems: "The last 18 months has seen hugely significant changes to the worldwide supply of UV tubes, first with the changes to the RoHS legislation resulting in increased costs for upgraded specifications of phosphor and glass, along with the continued unprecedented cost increases in the global supply of REE. As an industry, we are having to accept that unsustainably low priced UV tubes are no longer available to us. Instead we must focus on the value given by reliable, high quality UV tubes with proven UV irradiance output."



How valuable is a common industry



Rob Fryatt is the independent chairman of the CEN European Workgroup (TC 404). CEPA is the European sponsor organisation and the secretariat is managed by UNI, the Italian Standards Body.

Towards a European standard

- October 2002 the global industry aareed the Orlando Protocol, a Charter for World-Wide Professional Environmental Pest Management. It contained a goal to establish a minimum common standard of Pest Control Service worldwide.
- April 2008 during the inaugural Europest organised by CEPA in Rome, the Rome Protocol was accepted by all CEPA member organisations and companies. It outlined the standards of professionalism demanded of CEPA members covering training, product use and a commitment to customers.
- In 2009 the General Assembly of CEPA adopted the proposal to take this further and to seek to develop a common standard for Pest Management Service and to do this by working with CEN – the European Committee for Standardization.
- CEN's timetable requires delivery of the agreed standards by December 2013.

standard?

The proposal to create a European standard for pest management services has caused a good deal of comment and controversy here in the UK. From the early days of the Rome Protocol, the forerunner of the project, there have been heated debates on website forums and at times a divergence of opinion between industry leaders.

But are we in danger of losing sight of the original objective? Rob Fryatt, the independent chair of the CEN European Workgroup, reminds us of the purpose of the project and explains how it will help the cause of professional pest control across the whole of Europe.

Would you take a holiday with a travel agent that was not ABTA registered? Would you use a company to service your gas boiler that was not Gas Safe registered? (That's the new name for what used to be CORGI). Do you look for the evidence of such standards when contracting other services? If you were a pest manager in France, Germany, Spain or, even Malta, you would be able to say that your services met the National Standard established through their national equivalent of the British BSi standard.

A positive contribution

To have a recognised standard can only be a positive and welcome activity for any company operating in our great industry small or large! This is the goal of the Confederation of European Pest management Associations (CEPA), to establish and promote across Europe a single European Service Standard that will allow companies to commit to operating at a high professional standard. Right the way across Europe, national groups are sharing ideas and good practice to develop this important step forward for our industry.

Concerns and misconceptions

Will the standard deliver or impact on training?

- No, a standard is an operating procedure, a mark of quality not training.
- Will it cost me money to operate to the standard?

This is something that can only be determined and operated at a national level. This is not within the scope of a standard and any indications that this is the case are incorrect.

Is this a statutory standard? No, not at a European level, although it will be recognised by the European Commission within the Sustainable Use Directive that is currently moving into national law across all countries of the European Union.

At a national level how a recognised European Standard can become a statutory standard is within the hands of the national pest management industry. It rests with their abilities to convince their national government of its value. In Spain this is exactly what is happening. Led by their national industry association, ANECPLA, the Spanish industry worked together to establish a national standard through AENOR - their equivalent of the British Standards Institute. Once this was published and in use within the industry, the next step was to engage with the national government to incorporate the standard into law - to make it a statutory standard.

So what is a European Standard and, more importantly, what value does it have for service companies - both small and large?

European standards are established through the European Committee for Standardization (CEN) which is the co-ordinating body for the 31 individual national standards institutes throughout Europe. CEN has established literally thousands of standards that touch our everyday lives – from the size and shape of credit cards to new low energy light bulbs. CEN operates to a well established procedure which, as a pest management industry, we are still learning as we progress with our first standard.

The process takes a fixed three years to complete. It involves many diverse members of our industry as well as interested groups that influence us. These people come from right across Europe through their national standards workgroups. Representatives of these workgroups gather together twice a year at a European level to review and plan the output from the cross Europe workgroups.

So, what will be the value of a **European Standard?**

Advertising and promotion

First and foremost any company that wishes to work to the standard can advertise that fact. More and more the industry will be promoting the principles of the standard to a customer base that is increasingly international (hotel

chains, food manufacturers and retailers), encouraging them to seek out companies that operate to the standard as a minimum requirement for their contract.

Operating to the European standard means that any company, small or large, can promote this fact. For the first time there will be a common standard for all. One of the perceived barriers between small and large companies will be reduced.

Internal check

Internally, it can act as an excellent check on process and competences to ensure that you are meeting the minimum standards for operation. In a small company it is much easier to be assured your team meet and operate to the standard, than it is in a large company with complex internal audit and training requirements.

Improve our image

The industry at a national and European level will be promoting the standard as the minimum operating standard for the industry. This will improve the image of the industry with legislators. We will

increasingly be seen as a responsible industry managing self-regulation. It is within our scope as individual national industries to use the power of the standard to eliminate from the industry those who cannot, or do not wish to, operate to the industry standard. Just like Gas Safe and ABTA?

Written by ourselves, not imposed

A further value is that it will ensure that we have a standard written for and by the industry incorporated within the Sustainable Use Directive. Not one imposed by the European Commission Directorates.

In conclusion, developing a common operating standard will be good for our industry. Having a clear professional standard will allow us to further promote the value of our services and increase our influence with the European Commission.

Like it or not, a significant and increasing quantity of legislation is European. As an industry we are too small and fragmented to challenge the legislators. What we can do is work closely together to operate to common standards. To continue to demonstrate the professional level at which we operate.



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September & October 2011



Wild about wildlife!



What can pest control professionals do to protect wildlife at the same time as delivering excellent pest control? Whilst there's no silver bullet, there are plenty of small, but cumulatively effective changes, that can be made, as associate editor Helen Riby found out when she joined a recent Wildlife Aware course.

Arriving at Killgerm's training facilities in Yorkshire on 7 September I joined 11 other delegates keen to find out more about becoming wildlife aware. They came from across the sector. Three local authorities – Middlesbrough, Durham and Shropshire – each with large rural areas in their patches were represented and five private pest control businesses. There was a pretty wide range in experience too, from those relatively new to pest control, or newly established in their own pest control businesses, to guys with donkey's years of experience under their belt. They were here to learn from Killgerm's Robin Moss and Matt Davies and they were all looking forward to becoming accredited Wildlife Aware Technicians.

The idea behind the course is not to teach pest controllers how to control rodents, but to raise awareness of the unintended consequences of rodenticide use and to encourage them to think



about their activities and how they could be adjusted to help wildlife. The Wildlife Aware qualification was developed by the Campaign for Responsible Rodenticide Use (CRRU) and goes to the individual, not the employer.

Is it value for money?

At £175 including the cost of the online exam and accreditation onto the Wildlife Aware Register, the course isn't hugely expensive but in these tough economic times every penny spent needs to be looked at. So one of the first questions anyone considering doing the course will want answered is – does it give value for money? My firm impression is that it does. As an added bonus, accredited technicians are listed on the CRRU website and, as of 7 September 2011, there were only 84 people on that list. So there is a real opportunity, once you have this qualification, to use it as a selling tool to gain more business.

Lots of ground covered

The course itself covers a lot of ground, some of it more familiar than others. We started with some background on the regulatory pressures and the need to safeguard the future availability of rodenticides. All concentrates and dusts for example are going to be taken off the market very soon. Contact preparations have literally just gone, as of the end of September. We reviewed the reasons for control and the diseases rodents carry. We identified the other rodents that might be attracted to rodenticide bait and the impact this has on species further up the food chain, such as predatory birds. It was particularly interesting to learn that 30 or 40 years ago the main food source for owls, kestrels, stoats and so on would have been field voles (Microtus agrestis) but as their numbers have decreased with the loss of their hedgerow habitat, the wood mouse (Apodemus sylvaticus) has become an increasingly important food source. Field voles are less attracted to rodenticide bait as they are mainly herbivores. Wood mice, on the other hand, definitely do take rodenticide bait.

After lunch the focus switched to control, with sessions on the fundamentals of applying rodenticides safely and effectively on farms, including research findings on the impact of habitat management and the way in which rodents move around the farm. This was followed by a useful session describing the primary and secondary routes of wildlife exposure to rodenticides and including the findings from the Wildlife Incident Investigation Scheme (WIIS) which provides evidence that anticoagulant rodenticides are getting into wildlife and not always because of misuse or deliberate poisoning. The final session brought everything together in the CRRU code, see panel opposite.



But I'm the journalist. What did the pest controllers think?

Keith Bush, Middlesbrough Borough Council

"It was a very good day. I expected there to be a lot of waffle but there wasn't. It was the most interesting course I've done for ages. Matt in particular was excellent at describing the science in layman's terms. Whilst our core work is domestic premises and food stores, we are in a rural area and the point about permanent baiting not being necessary and just giving non-targets the chance to take the bait was well made."



Wildlife Aware pest controllers. Left to right: John Tiasdale and Keith Bush from Middlesbrough Council; Bethan Mcllroy, Nottingham Pest Control; Matthew Benton, MKB Environmental Services; Shane Roxby, Durham County Council; Lindsay Silvester, Advanced Pest Management; John Hall, Killsect/Rodentkill; Karl Brommer and Geoff Rogers, Shropshire Council; Stuart Broad, Advanced Pest Management, Dave Marris, wekillanypests.com and course tutor, Robin Moss, Killgerm

Bethan McIlroy, Field Biologist, Nottingham Pest Control

"I think this Wildlife Aware course is something everybody involved in pest control should do. There are a lot of guys using rodenticides who are just not aware of the implications for non-target species. Only by being aware of the problem can we come up with ways to prevent it happening. Coming from a research background it was really good to see how findings from the research world can be used in practice."

Shane Roxby, Senior Envirocrime Officer in South Durham

"The course was better than I expected. I found the research findings presented really interesting, particularly the research about rodenticide being found in wildlife through secondary poisoning. It was reassuring to hear that our approach in South Durham, which emphasises the site survey and conducting proper risk assessments, is also good for wildlife. Part of my job is to price-up service contracts. Being wildlife accredited will show farmers that we are doing our best for wildlife, as well as offering effective pest control."

Lindsay Silvester, Advanced Pest Management

"I've been doing pest control for 20 years, but there's always something new to learn. One interesting fact from this one was that 80% of mice carry Leptospirosis compared to just 14% of rats. I genuinely do feel this industry has to do more for wildlife. One of the key points that came up was the evidence on how rats move

Follow the CRRU Code

ALWAYS

Have a planned approach

- Record the quantity of bait used and where it is placed
- Use enough bait points to do the job ASAP
- Collect and dispose of rodent bodies

NEVER

- Leave bait exposed to non-target species. Use materials to hand or bait boxes to cover it
- Fail to inspect regularly
- Leave bait down at the end of a treatment

about the farm over the year, going out into the fields away from buildings in the summer. I think that behaviour could give us an opportunity to reduce the amount of rodenticide used and help wildlife. I'm going to try removing all the rodenticide from a few farms next summer, putting it back in the autumn and monitoring the test farms very carefully over that time."

MOLE, RABBI1	& RAT PROBLEMS?
Phostox Rentokil	R Fast & efficient action
The experts in pest c	ontrol Protect your stock, and reduce damage and loss caused by pests
	Easy to use with a specially designed applicator
	Proven in use over many years by farmers, groundsmen, greenkeepers and pest controllers
	Comes with carry bag, and probe dibber also available
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W. James	Download product labels & information from the website
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Phostoxin is subject to the Poi	e. Always read the label. Use pesticides safely. sons Rules. Its sale is controlled by legislation. ed by professional, trained operators.



Research funding found for gulls

The problems of seagulls moving into towns is now well known. The Bristol-based researcher, Peter Rock, has been investigating their colonies in the Severn Estuary since the early 1980s - as reported in **Pest** issue 14.

Over the years Peter has repeatedly called for funding to be made available to enable him to identify why urban gulls are so successful. It would seem his wish is soon to be granted. Local Bristol Lib Dem MP, Don Foster, has been lobbying Government for more research. It now seems on the cards that a research project lasting three years and costing around £400,000 is to be based at Bristol University. It is to be under the leadership of Peter Rock, commencing as early as next February.

One for the pot?

In August, on the Isle of Wight a man was arrested for shooting rooks and supplying them to local restaurants. The Taverner's restaurant in Godshill was making a meal out of serving rook salad. The investigation by Natural England found the man had shot up to 30 fledgling rooks and sold them to a meat wholesaler, who had sold them to the restaurant for human consumption. The arrested man faces a maximum £5,000 fine and a jail sentence of up to six months for each bird shot.

Meanwhile, Natural England is backing a change in the wildlife law to permit shot Canada geese to be sold in limited numbers as meat. Thousands of this non-native species are lawfully killed each year, but it is against the law to sell the carcass for meat. You can eat what you shoot, but you can't sell what you shoot.

High levels of rodenticide residues found in birds

Published by the Government's Science Advice for Scottish Agriculture (SASA) on 24 August, the annual Scottish wildlife poisoning by pesticides report unveils an increase in the number of incidents submitted to Scotland's Wildlife Incident Investigation Scheme (WIIS).



and pet dogs and cats were all found to be victims of accidental or deliberate poisonings.

In 2010, 233 incidents (which included five bee incidents) were referred to the WIIS Scotland and represented a 40% increase in the number of submissions compared to 2009. Five incidents were excluded, leaving 228 incidents accepted for further investigation. The cause of death or illness was determined in 123 incidents and unknown in 105 incidents, 106 incidents (46% of all incidents accepted) tested positive for pesticide residues.

Selected samples were screened for evidence of exposure to anticoagulant rodenticides. Residues of various anticoagulant rodenticides were detected in 72 out of 183 incidents (i.e. 39% of those incidents selected for rodenticide screening). Secondgeneration anticoagulant rodenticides - bromadiolone, brodifacoum and difenacoum - were found to be the most prevalent on the web active ingredients detected.

Call now on freephone

08



Following the acquisition by SX Environmental Supplies, the full range of products from PelGar International are now available to all Industrial Pesticides customers





Taking advantage of growing farming opportunities

Increasing workload and food quality assurance pressures are providing growing opportunities for professional rat and mouse control on farms across the UK.

Contrary to popular opinion, farmers are willing to pay promptly and well for quality baiting on regular contracts.

This, at least, is the experience of the National Pest Technicians Association (NPTA) chairman, Peter Crowden, who has seen demand for farm services at his Rutland Pest Control business more than triple over the past five years. Having concentrated on urban jobs for the bulk of his 30 years in the business, he now finds the vast majority of his work is in agriculture.



Peter Crowden searches for signs of rat activity



Together, Peter and his business partner, Graham Sharman now have annual rodent control contracts on over 60 farms and estates across Northamptonshire, Leicestershire, Nottinghamshire and Lincolnshire, with more farmers and landowners seeking their help every month.

Farmers need our help

"Most farmers need our help because they have neither the time nor the expertise to do the job right," he explains. "They seldom use a decent quality of bait or enough of it. They seldom put it in the right place. And, above all, they seldom tackle infestations early enough," he argues. "Typically farmers will buy 10 or 20 kg of bait and think it will last them a year. But we know that we may have to use three times this amount in the first three weeks to get on top of a farm rat infestation.

"Larger businesses, managed with fewer people means farm managers have so many demands on their time and attention these days it's perfectly understandable rodent control doesn't become a priority until rats and mice really become problematic. By which time they are far more difficult and demanding to tackle, leading to less effective control.

"It's a vicious circle, which – combined with the growing food quality assurance demands – is why they are increasingly looking for help from professionals who understand the very different disciplines and demands of farm control."

Secret to baiting success

The secret of good farm rat control in Peter Crowden's experience is to concentrate first class baiting where they live, not just where they feed. All too often he sees people making the mistake of baiting in boxes close to stored grain or feed then failing to keep them adequately topped-up.

"By doing this you're just attracting rats to the sweet shop, then leaving them unsatisfied at the door," he insists.

Bait boxes are important to Peter, but only as a second line of defence. His primary focus is always on tracking where



the rats are coming from, then using an attractive bait directly in their burrows. That way they eat plenty of it before venturing further afield. Equally, other animals are protected far more effectively because they seldom encroach on active rat burrows and bait isn't foraged from boxes then left lying around by the rodents.

Survey critical

This approach makes the survey he conducts initially, and at every routine visit, the single most important part of the Rutland Pest Control programme. Using his in-depth understanding of farm rat behaviour Peter Crowden focuses his attention on all the most likely spots, in and around, the buildings. Wherever he sees signs of rat activity he extends his search outwards to locate the burrows, using ditches and watercourses as key signposts.

Taking care not to block all the entrances at once, he then baits the burrows with a top quality multi-feed rodenticide, preferring whole wheat formulations for their attractiveness to farm rats.

"With bait less than 25% of the total cost of

our jobs, it really is false economy not to go for quality," he reasons. "If you don't use the best, most palatable bait possible you can easily find yourself spending far more time getting an infestation under control than you would do otherwise. And time is what really determines the cost of treatment and its profitability."

Although single-feed rodenticides based on difethialone, brodifacoum and flocoumafen have the highest overall rat potency, the fact that legally they can only be used indoors rules them out for widespread farm use, says Peter. He doesn't regard this as a particular drawback, however, as he finds difenacoum and bromadiolone multi-feed baits can be every bit as effective. But only if they have the proven quality of leading manufacturers, such as BASF Pest Control Solutions, and are kept well enough topped-up to ensure all rats get a lethal dose.

Mouse alert

"Once you've got on top of rats you must be alert for mice," Peter warns. "More often than not you'll see them taking advantage of the fact that their more dominant cousins



Peter checks one of his bait boxes

have been eliminated from an area where there's attractive food on offer.

"For mouse control difenacoum is my first choice. It has a higher potency against mice than even the most recently introduced difethialone single feed rodenticide. I particularly favour quality paste formulations like Neosorexa Pasta here. A really great innovation, it's about the most palatable bait you can get. And it has the added attraction of moisture which can be in very short supply for mice living in grain and feed stores. Again, it needs diligent topping-up; especially in the first week of treatment. And regular inspections are essential to counter inevitable re-invasion of territories from beyond the farmstead."

Monthly checks

While fewer visits may be sufficient for some urban environments, Peter and Graham check each of their farms once a month for at least 10 months of the year. They point out that fast changing farm conditions and rapid rodent breeding rates make it essential to do the detailed rounds every month – with the possible exception of arable units in July and August.

Regular visits at which they check for fresh signs of rodent activity, pinpoint problems and tackle them promptly with carefully targeted baiting are part of the contract they establish with each customer. All visits and treatments are documented in rodent control files they maintain at every farm for food quality assurance use.

"Once we've eradicated an established infestation with intensive baiting, we invariably find we can keep well on top of future problems with our regime," Peter Crowden reports. "As we get to know the units we learn where new problems tend to arise and concentrate our attention on them. We also work with our farmers to prevent infestations through effective proofing, clutter reduction and vegetation control. At the same time, we're on farm immediately anyone reports so much as a whiff of a rat.

"We include all visits, bait boxes and treatments as part of our fixed price annual contract, costed on the basis of our first evaluation, reviewed annually and invoiced quarterly. I can safely say we have lots of happy customers and absolutely no payment problems. We make a good living from the work providing we organise it right and employ quality baits. And our farmers find the assurance of reliable, first class year round rodent control we provide well worth paying for," says Peter.





Peter investigates likely burrowing areas close to farm buildings



A typical rat burrow



A perfect rat access point which needs closing down immediately



Peter Crowden (left) and Tom Hawthorne discuss the Flawborough Farms rodent control record book

Professional rodent control is proving its worth at Flawborough Farms near Nottingham where Tom Hawthorne and his father John currently grow 1,800 ha of combinable crops on their own land and on contract for several neighbours.

Up to 2009 they did their own rodent control. But having had Peter Crowden successfully tackle major rat infestations on two of their three farmsteads they have been more than happy to 'delegate' the responsibility to him ever since.

"Rat control was something we only really did when we remembered, or when problems became apparent," recalls Tom. "Running our growing business with only two other full-time staff, this was as much as we could do.

"While we never had major concerns at our central Hall Farm unit, rats really became a problem at the two far quieter yards; especially the one close to the local pheasant shoot. I don't mind admitting things were getting out of control with large numbers of very bold rats all over the place.

"At the same time, we were starting to store grain in a serious way, rather than just selling the bulk of it off the combine as we always used to. So it became vital to get to grips with the problem – not least before it became a serious issue at our Assured Combinable Crops Scheme inspections.

"Despite the scale of the problem, Peter got things sorted within two or three weeks. The improvement was immediately obvious and, with his continued input, has been well-maintained. This has been a big weight off our minds."

Altogether, Flawborough Farms is now storing around 15,000 tonnes of grain a year over an extended period at its three yards. That's well over £2.5 million at current market prices, so the Hawthornes can ill-afford to see it damaged or contaminated by rats or mice. The equivalent of little more than five tonnes of grain it costs them to effectively insure their business against rodents with Rutland Pest Control is minuscule.

"We are essentially paying to rid ourselves of both rats and the hassle of having to deal with them," Tom points out. "The expertise and discipline Peter brings is invaluable. Because of the volumes he's using across his business he can buy top quality baits at far more favourable prices they we ever can. He keeps a close eye on all the yards through our whole grain storage period and acts immediately to nip any problems firmly in the bud. He advises us on things we need to do to prevent rodents causing problems. And he ensures our rodent control measures and documentation are always up to scratch.

"With less and less time at our disposal and more and more food quality assurance demands, this sort of first class service is something we can't afford to be without these days. We certainly wouldn't want to go back to doing it ourselves. We'd do it far less effectively than it needs to be done and it would cost us far more in time and bait than having the job done professionally," concludes Tom.





I don't want to know their names.I want them out of my apartments. 99



66 I'm begging you-stop these cockroaches from invading my kitchen! 99



66 No matter their kind, there is no place for them in my restaurant 99

James, Professional Chef

"To my customers, a cockroach is a cockroach. Thankfully, Advion[®] sees things the same way."

Michael, Pest Management Professional

Welcome to the Age of Advion® Cockroach Gel, the gel bait that controls all cockroach pest species, even gel-bait-averse ones.



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Bed bugs still in the news

DIY not good for your health

A recent report, published by the Centers for Disease Control and Prevention (CDC), based in Atlanta, USA, in its publication *Morbidity and Mortality Weekly Report*, analysed the 111 cases of acute illness confirmed from the use of insecticides to control bed bugs in seven US states between 2003 and 2010. It said 93% of the cases occurred among people living in private homes where the pesticides

were applied by do-it-your-selfers. The ailments most frequently involved the nervous system, respiratory, and gastrointestinal effects.

Frequently contributing factors included excessive insecticide application, failure to wash or change pesticide-treated bedding, and either a lack of notification or ineffective notification of pesticide application, the report detailed. Although the number of acute illnesses from insecticides used to control bed bugs does not suggest a large public health burden, such incidents can have serious health effects.

Health officials suggested ways to keep cases from escalating, including strengthening media campaigns to educate the public about bed bug-related issues and non-chemical control methods as well as ways to prevent infestation in the first place, such as avoiding the purchase of used mattresses and bedding. The report concluded by recommending the use of certified operators, should pesticides be required.

The National Pest Management Association (NPMA) commented: "The findings draw attention to the importance of relying on a licensed, qualified pest professional for effective bed bug control. As one of the most difficult pests to control, eradicating bed bugs requires a partnership between a homeowner/dweller and pest professional. Pest management professionals are trained in the biology and control of pests such as bed bugs and are licensed and regulated by the states in which they operate."



Sisters awarded compensation after London hotel stay

In August, two sisters who needed hospital treatment after being bitten more than 100 times by bed bugs at a London hotel (the Airways Hotel in Pimlico) were awarded £1,600 in compensation.

After sleeping at the hotel, which has been slated on holiday advice website TripAdvisor, one of the sisters woke-up with 86 bites. She and her sister, who was bitten more than 30 times, were both rushed to Queen Mary's Hospital in Bexley, London, where they were given antibiotics and antihistamines to combat the swelling and nausea caused by the bites.

EPA on the war path

On 19 September, a co-ordinated multiagency effort, led by the US Environmental Protection Agency (EPA) announced criminal charges against twelve defendants for their roles in the illegal distribution and sale of unregistered and misbranded pesticides sold out of multiple locations in New York's Chinatown. 14 locations were searched and more than 6,000 packages of pesticides seized. Theses were particularly dangerous because their appearance could lead them to be mistaken for sweets or cough medicine.

In one case a lady became gravely ill after ingesting a pesticide she mistook for medicine. Later investigation revealed that the pesticide, a small vial of bluegreen liquid contained almost 61 times the amount of brodifacoum than is allowed by the EPA. Other products seized contained bromadiolone, sodium fluoroacetate and fipronil.

Fourth Australian Code of Practice drafted

As Stephen Doggett, author of this latest revision explains: "Bed bugs continue to be a major problem in the developed world, including Australia, and management technology has evolved at a rapid pace, hence the need for a fourth edition of A Code of Practice for the Control of Bed Bug Infestation in Australia (CoP)."

This revised edition takes into consideration that up until recently in the modern bed bug resurgence, encounters with the insect were mainly in areas where people slept. However, bed bugs now have had a broader societal impact with infestations occurring in shops, offices, hospitals, physician waiting rooms, public transport systems such as planes, trains and buses, and cinemas. You no longer need to sleep in an infested bed to pick up bed bugs.



One of the big trends in the US is the use of 'thermal heating' to control bed bugs, and this is now included in the Australian CoP. If done properly 'thermal heat' can result in the very quick eradication of infestations.

Despite the market being flooded with bed bug management devices and products since the last edition of the CoP, other than diatomaceous earth dust, not one has been verified as efficacious by an independent scientific body. Accordingly such devices and products are not mentioned nor recommended within the CoP. The use of any management device not specifically mentioned in this CoP is at your own and your client's risk.

The draft of this revised code can be freely downloaded from www.bedbug.org.au Comments are sought, and should be emailed before 28 October to Stephen.Doggett@swahs.health.nsw.gov.au





Plan your trip with our quick guide to **PestTech 2011**

2 November 2011, The National Motorcycle Museum, Birmingham organised by:

Long netting

presented by Liam Brinded, Brinded Long Netting

(npta)

EVENTS PestTech 2011

National Pest Technicians Association







Collect Your CPD

All workshops, seminars and demonstrations, as well as actually attending PestTech, are worth BASIS PROMPT professional pest controller register CPD points. Make sure you collect yours. CPD forms will be available at every seminar and workshop. Event attendance points can be collected by visiting the BASIS stand, 42. Bring your membership card and BASIS will scan your details in.

Practical demonstrations	Outsid	
See and learn from the experts	Morning 2 November	Afternoon 2 Novembe
Ferreting demonstration presented by Simon Whitehead, Pakefield Ferrets	09.30 - 10.00	12.30 - 13.0
Hawks in pest control presented by Jan Prymeka, JRCS Falconry	10.00 - 10.30	13.00 - 13.3

Technical workshops Ballacraine Suite Keep up with the technicalities 2 November ** certificated course My nose knows - the use of bed bug inspection dogs 09.30 - 10.00 presented by Adam Juson, Merlin Pest Control Seagull legislation update 10.00 - 10.45 presented by Simon Moon, Taunton Dean Council & Paul Butt, Natural England Feral bee awareness and treatment ** 13.00 - 14.30 presented by Tony Baker, Alphakill Pest Control and Iain Turner, National Pest Technicians Association Fly control in and around farms 14.30 - 15.15

Kirkmichael Suite

speaker to be confirmed



Workshop 11.00 - 12.00

The Pest Control News workshop is an established part of the PestTech experience and one many visitors make a point of not missing. As **Pest** went to press however, the subject of this year's workshop had not been confirmed. Keep an eye on our website where details will be published when known.

Women in pest control 13.00 - 14.00

Sponsored by PCN The Professional Women in Pest



Management (PWIPM) group will be holding their now traditional PestTech meeting but at a new time - don't turn up at 14.00 - it will all be over! Keep an eye on the **Pest** website for further details.



10.30 - 11.00

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n er

.00

.30

13.30 - 14.00

EVENTS PestTech 2011

The Exhibition

Doors open at 09.00 Exhibition closes at 16.00 Three CPD points awarded for attendance

28 Animal Artistry

30 Pest Magazine

32 BASF

34 Barrettine

31 Bell International

33 Bradshaw Bennett

35 Rutland Electric Fencing

36 DuPont International

41 Brinded Long Netting

43 Bed Bug Foundation

44 Silvandersson

46 Blattodea Culture

49 & 50 Brandenburg

52 Killgerm Group

37 International Pest

Control

38 PestWest

39 Huck Nets

40 BPCA

42 BASIS

45 RIWA

47 CRRU

48 NWTF

51 IHS

Group

29 County Workwear

- 1 Agropharm
- 2 Park Hill Training
- **3 Bower Products**
- **4** Industrial Pesticides
- 5 & 6 P+L Systems
- 7 Russell Environmental **Products**
- 8 WaspBane
- **9** Will Fountain
- 10 & 11 NPTA
- 12 Airgun Training & Education
- 13 Lodi UK
- 14 Unichem
- 15 ScanWise
- **16 Friendly Data Solutions**
- **17 RSPH**
- **18 Roythorne Solicitors**
- 19 & 20 JRCS Falconry
- 21 SX Environmental **Supplies**
- 22 AgriSense-BCS
- 23 PelGar
- 24 Bat Conservation Trust
- **25 Allman Sprayers**
- **26 Bayer Environmental** Science
- 27 Bed Bug Detection

Refreshments

Light refreshments, including tea and coffee, sandwiches and pastries are available from the catering stand in the Premier Suite.

For those wanting something more substantial the Museum restaurant on the first floor provides sit-down meals at reasonable prices.

PestTech website

Check-out the most up-to-date details at the dedicated PestTech website at www.pesttech.org.uk











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Killgerm – in it for The Group at a glance Head office in Ossett, West

- Head office in Ossett, West Yorkshire
- Employs over 140 people
- Operates through two main divisions:
- The Killgerm Division with six companies operating directly in ten countries:
 - Killgerm Chemicals Ltd in Ossett covering UK & Ireland;
 - Killgerm Benelux NV in Turnhout, Belgium covering Belgium, The Netherlands & Luxemburg;
 - Killgerm GmbH in Neuss, Germany supplying Germany and Austria;
 - Killgerm Schwiz GmbH in Zurich for the Swiss market;
 - Killgerm SA in Barcelona for Spain and Portugal;
 - Killgerm Polska based in Warsaw – established to supply the expanding Polish market.
- The PestWest Division which has three operating companies:
 - PestWest Electronics Ltd based in Ossett and exporting to 70 countries
 - PestWest USA LLC based in Sarasota, Florida covering sales to both North and South America
 - PestWest China Ltd the newest company, officially launched in August 2011

In addition, the Group owns a travel agency, Travelwise Ltd specialising in travel management for businesses, has a graphic design business, Albatross Marketing and runs the magazine company Pest Control News Ltd.



If you're in pest control in the UK, the chances are you will have at least heard of, or more likely bought supplies from, Killgerm. It is not only the biggest distributor of pest control products in the country, but its people crop up in all sorts of industry roles; speaking at



COMMERCIAL

conferences, participating in BPCA committees, promoting training and professionalism... Associate Editor Helen Riby went to the company's head office in Yorkshire to find out what makes this clearly very successful company tick.

September 1971 was a significant date in the development of the Killgerm Group as we know it today. It was at that time that a young man was asked to take over the management of the then Killgerm Disinfectants Division. His name? – Jonathan Peck, now CEO of the much larger Killgerm Group and, definitely, an important part of what makes Killgerm tick!

Already working for the company at that time was Raymond Harrop, now commercial director for the Killgerm Group and managing director of Killgerm Chemicals, the subsidiary that covers the UK and Irish markets. These two were soon joined by Jonathan's first appointee, chemist Philip Dalgliesh, who today takes care of all regulatory and compliance issues, including product registrations.

In the mid 70s, the business was refocused to concentrate on higher value insecticides and rodenticides. Then, in 1976 Jonathan led a successful management buyout and the business moved to new premises in Ossett, near Wakefield in West Yorkshire, where it has been based ever since. At that time, in addition to Jonathan, Ray and Philip, there were just nine other staff. Today the Group employs over 140 people with nine mother tongues speaking a total of 12 different languages. It incorporates the electronic fly killer (EFK) business, PestWest and there are operating companies in seven other countries - see 'at a glance' panel left.

In addition to Jonathan and Ray there are two other executive directors on the Killgerm Group board – marketing director, Sabra Fearon, who joined the group in 1993 and Peter Kitson, the finance director since 2006.

The primary activity of the Killgerm part of the business, which accounts for around 70% of the total, is to provide a one-stopshop for everything a pest controller might need. This means that the division carries more than 14,000 different product lines. The PestWest division is export-led with sales to over 70 countries. EFKs are all manufactured to internationally recognised quality standards – some still in Yorkshire but also under contract in Vietnam.

So just how big is the Killgerm business? "In the UK we sell more than all the other distributors put together," says Jonathan. But of course it's not just turnover that measures success. Profits are essential to allow investment. Despite having recently completed the purchase of the pest control distribution business of Riwa in both the UK and the Netherlands, Killgerm has largely looked to grow organically. "The Riwa purchases were two of just four acquisitions we've made over the last 40 years," says Jonathan. "Our preferred expansion route is to establish our own offices and warehouses in the countries that we trade in. We've found that has worked best for us."

Jonathan Peck has a reputation for keeping his finger on the pulse but there's one Killgerm head office he's never been to and one MD he's never met. The Zurich office is a virtual one, set up because local laws only grant pesticide product registrations to Swiss companies. A Swiss lawyer is the MD and the office is just a brass plate on his door.



New companies

As a case in point, when **Pest** magazine caught up with Jonathan he had just returned from the successful launch conference for Killgerm's newest subsidiary, PestWest China. "You might be wondering why the Chinese would want to buy EFKs built to European specifications when they clearly have a huge manufacturing capacity of their own. Our market research shows that the bigger pest control operations, the ones that service the international hotel chains and the food manufacturing exporters, want quality branded products."

Killgerm Polska is another relatively new company. "We take a long term view. These new companies might take three or four years to establish, but we are happy to



Kath Bradley on the PestWest production line in Ossett

make that investment and confident that they will prosper, as our other overseas subsidiaries have proved."

Service-led

The group's customer base includes every size of business. Whether a customer spends £1 million a year or just £100 they get the same service – for example order by 17.00 and Killgerm will do its utmost to get the product out the same day.

Being approachable and friendly is a key part of customer service and keeping people informed of what's happening, even if it is to tell them that the carrier is not going to make that before 09.00 delivery time after all! This approach seems to pay off as customer loyalty and repeat business is high. Killgerm is also renowned for its technical support and says it has the biggest technical team of any UK distributor. Its insect identification service has been used by many pest controllers over the years.

Having access to good information on the performance of this multifaceted business is essential to its smooth operation. The computer system in Ossett produces monthly accounts on all 12 of the Group companies. "We know exactly what stocks we hold in every company and can quickly pick up on changing sales trends," explains Jonathan.

Unusually for a distributer business Killgerm still employs its own chemist, Philip Dalgliesh. This is because the company doesn't just source products from manufacturers to sell on to pest controllers. True to its manufacturing roots, the 21st century Killgerm still formulates a range of insecticides and rodenticides.

Indeed, this ability to formulate and repackage products labelled for sale in all 30 countries party to the EU Biocidal Products Directive will be a distinct competitive advantage, as Jonathan explains: "In some ways things have come full circle over the past 40 years. Back then it was usual for the big chemical companies to concentrate on producing active ingredients for smaller formulators in local markets. Then, as regulations got tighter and the multinationals moved into branding their own products, fewer local formulators were needed.

"Today whilst the Bayers and BASFs of this world will be happy to produce product



In the warehouse, Craig Buchanan



Lee Glazebrook on the Killgerm production line

labelled for the big EU markets, will they really want to produce small batches of product labelled for the likes of Malta, Estonia, or Bulgaria? I think not. But here at Killgerm, we have the capability to meet



The management team: left to right Peter Kitson, finance director, Ray Harrop, commercial director, Sabra Fearon, marketing director, Philip Dalgliesh, chemist and Jonathan Peck, CEO





regulatory requirements, the flexibility to produce small batches and established distribution channels to get products to the market," he adds.

Putting something back

Jonathan is passionate about the industry: "I despair of people who are happy to take profits out of this industry, but never put anything back. We encourage our staff to take part in professional and trade bodies, to sit on Government committees, to work with UK and international agencies and generally get involved."

A good example of the way the group puts something back is the raft of websites and promotional material and support Killgerm has given to industry initiatives such as CRRU (the Campaign for Responsible Rodenticide Use), the SOE project to dispose of redundant pesticides, the NPAP literature, the World Health Organisation's book on urban pests, the pest controllers professional register (BASIS PROMPT) and the Professional Women in Pest Management (PWIPM) group, to name but a few.

A lot of energy is also put into training with recent investment in a training suite complete with an industrial kitchen and a domestic lounge where would-be pest controllers can put theory into practice. The company also runs the Pest Controllers Academy to help pest controllers ensure their company gets the first call when a customer needs a pest control service.

Home-grown talent

In any company, it's the people who make it what it is. And with Jonathan and Ray celebrating a very successful 40 years, neither are getting any younger! So, where next for Killgerm? Who will lead the company in future?

"Succession planning is something we take very seriously says Jonathan. "We look at it over the long-term; not just who's going to replace the current board when they retire, but who will replace the replacements in the longer term. That's why we are keen to help our staff obtain higher qualifications, for example by sponsoring them through university, or to take professional exams and vocational qualifications."

It is also why Jonathan has set up a trust to be managed by professional trustees. "When I die no one person will control the business, the majority of my stake will go into the trust," he explains. However all that is some way off yet as he has no plans to retire, just yet "I'm simply having too much fun!" he enthuses.

Over the years Killgerm has brought in many young people and seen them develop to fill key roles in the organisation. PestWest's Fred Hurstel is one such example, coming from Alsace in France to improve his English, he is now the director of PestWest, in charge of Europe and based in Warsaw.

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Pesticide free pest control

Richard Strand suggests that, with fewer pesticides, life for professional pest controllers is about to become a lot more interesting and, he contends, potentially more profitable to boot.

A typical pest control exam paper from 10-15 years ago carried a high proportion of questions on the nature and use of pesticides. Not so these days. The Royal Society for Public Health is currently revising its Level 2 Pest Control database of questions, amending and deleting redundant questions and drafting new ones. Just as in the 2007 'spring clean', most of the questions being dropped relate to pesticides that are no longer available and it is proving hard to find new pesticide-related questions to replace them. A reflection on the dwindling number and range of approved pesticides.

Fewer and fewer pesticides available

Whether we like it or not, as time passes the 'weapons locker' is equipped with fewer and fewer pesticides. If this trend continues, and there is no reason to suppose that it will not, pest controllers can anticipate a future far less reliant on chemicals, instead looking towards trapping, exclusion and just plain ingenuity. Is this bad news for pest controllers? It will be for those at the fringes of the industry who expect to do their job without having to think about it. For those who relish a challenge, however, life is likely to become a lot more interesting and, possibly counter-intuitively, more profitable. So what lies ahead?

Before going too far let me lay a few ghosts. In this article I will not be using the word 'Green' – a word that has been taken hostage by marketing departments across the world to sell products often with little thought to their environmental credentials. 'Organic', is another word that has fallen into misuse – 'organic vegetables' – I have yet to encounter any inorganic ones! In pest control terms, if 'organic' refers to the benefits of using natural products as pesticides then we would all be clamouring for the return of strychnine and red squill!

An early pointer towards a different way of thinking came about



Heat treatment using a diathermic treatment capsule but it could be as simple as keeping a kettle and heater in the van

10 years ago at an open meeting of the Advisory Committee on Pesticides. The most memorable and most cogently argued message came, not from the panel, but from Georgina Downs who was in the audience. (Georgina is a campaigner who champions the cause of those who claim to suffer following exposure to pesticides, particularly in agriculture).

While making the point that pesticides were often used as a quick fix option, she related the tale of her father finding a wasps' nest in his greenhouse. She contacted several pest control organisations, all when asked how they would deal with it, quoted the use of pesticides. Even when specifically asked none was prepared to offer any non-chemical alternatives. Eventually Georgina found a small pest control business that was prepared to take a look.

Boiling water at dusk

A solution involving boiling water at dusk when the wasps were in the nest was agreed. The job took less than five minutes and with no pesticides used. There was no risk to the pest controller himself nor to Georgina's father neither when entering the greenhouse nor later from a pesticide contaminated, albeit dead, wasps' nest. The real eye-opener in this story was the comment by the pest controller. He said that he had never really thought about tackling such a job without using pesticides and that it had therefore got him thinking about other possible non-chemical pest control alternatives. He had thought of several. I wonder if that pest controller went on to offer a pesticide free pest control service to those wanting it? If he did will he have found himself at the head of a growing market?

Last year when the European Parliament threatened the withdrawal of rodenticidal anticoagulants, the reaction amongst pest controllers was one of disbelief and indignation. Was there ever a time when the industry was so united in the belief that we were right? Whilst that attempt to ban anticoagulants was repelled, history may show it to be a case of 'too far, too fast' by the authorities, rather than a failure!

Pest controllers may be of the opinion that anticoagulants and indeed all pesticides are (currently) indispensable but do our customers think so too? Leaving aside the pharmaceutical and food processing industries, where pesticides are a no no because of the potential consequences of product contamination; more and more customers, both domestic and commercial, question their use and would pay a premium for the same result without them.

As long ago as 1999 Rainer Gsell the proprietor of a well established and respected servicing company in Germany (and now also chief executive of DSV – the German pest control association), spotted the potential. Set against a backdrop of a very negative



FEATURE No pesticide please



treatments. He has had great success with heat treatments against bedbugs – a technique that he applies regularly in hotels, institutions and in peoples' homes. He also will take on rodent control using trapping, exclusion and environment management exercises although he emphasises that the size and complexity of some infestations mean that eradication won't be achieved by physical means alone. The pesticide-free service is not an option that he offers for Pharaohs' ants or for cockroachesyet! In commenting on his experience with pesticide free pest control Rainer also emphasises that 'necessity is the mother of invention'. While you are content using pesticides you don't even think about the alternatives, an observation very similar to that of Georgina Downs' pest control contractor.

More businesses offering pesticide free solutions

In the UK there is an increasing number of businesses geared up to offer a pesticide free service to customers who request it. One such is Worcestershire-based Wolverley Organic Pest Control. Wolverley's Paul Parsons is very enthusiastic and is delighted to see interest in the service growing. With his pesticide free customers split 50:50 between domestic and commercial, Paul says: "Much of the growth in this part of our business is through satisfied customers passing the message on." Pyrethrum (strictly speaking a pesticide but of plant origin and not residual) and diatomaceous earth feature high on Paul's choice of products, combined with some novel ways of applying them! Harking back to that wasps' nest, Paul keeps a small kettle and heater in the back of his van. Paul also emphasises the importance of thinking through potential alternatives and keeps a regular check on industry developments to spot what he can incorporate into his service.

Pest controllers have long recognised the benefits of hygiene and proofing in all aspects of pest control not least in rodent control, in making the premises less attractive and harder to get into. Manipulation of the environment goes further than this. Trials looking at rat populations on farms suggest that the removal of cover and sources of food and water can produce an environment that will not support as large a rodent population. Those rats that remain will be more vulnerable to predation as they travel longer distances in the open in search of food. In areas where anticoagulant resistance is an issue, habitat management is also a way of redressing the balance between resistant and nonresistant individuals in the population. By taking the pressure off the non-resistant rats, the level of resistance in the population as a whole should reduce thus prolonging the viability of rodenticides.

Much then can be done to control pests without resorting to chemicals, but there is still along way to go in terms of education as well as product development. Deborah Fielding of Green Care UK in Oldham says that her company offers a pesticide free service and would like to do more work this way. She points out, however, that the non-pesticide option often takes longer to achieve results and is more labour intensive. Some customers still demand and expect eradication within the same time frame and for the same price or even less.

Looking at the industry's love/hate relationship with ultrasonics gives us a clue to the different ways in which pest controllers and their clients perceive pest management. For decades the pest control industry has winced at the claims made by importers and distributors of ultrasonic and electromagnetic pest repellers. Advertising for some extends to claims to repel birds, fleas, cockroaches and other insects as well as rodents. If these devices





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Nonetheless 40 years on, ultrasonics and electromagnetics as pest control techniques, are still with us and there are very many customers out there willing to buy.

No rats were harmed in resolving your problem!

This is, at least in part, a view on the world in which we expect to resolve a problem at the flick of a switch (it's even better when a little red light comes on as well!) These devices tap into a desire to achieve a result without messy consequences...."no rats were harmed in the resolution of your problem!" By excluding or driving pests away nothing has to be killed, a notion that chimes well in a cosseted 21st century Western world!

Rob Fryatt runs Pest Free Home – an online website selling amateur pest control products to the general public. Rob is keen to emphasise: "Pest Free Home does not sell any products specifically labelled for professional use only. The company sets out to offer to the general public DIY solutions for small-scale domestic pest problems." Even so, Rob was surprised at just how few actual pesticides made it onto the website's inventory. Of some 85 products only 16 are chemical based. Four of these are silica and surfactant products which are regarded as physical control agents rather than poisons, and another of the products, an insect repellent, is based on citronella. So technically only 11 are, or contain, pesticides. "We didn't set out," says Rob, "to actively exclude or play down the use of pesticides. There was no hidden agenda to appeal to people who actually don't want to kill anything. It is just what made sense when looking for products that would actually solve problems when used by people who are not trained pest controllers. Interestingly, the most frequent comment our customer service team hear from the general public is 'I don't want anything that contains a chemical'. The emphasis in innovation has moved towards physical, rather than chemical, tools."

And there are some novel products and solutions out there too! From mesh screens specifically designed to be fitted over airbricks to exclude mice and with sizes to fit all standard airbricks; through the flea traps referred to earlier as used by Rainer Gsell; to a variety of flying insect traps which are designed to look attractive (a functional looking fly paper doesn't cut the mustard in a *Homes and Gardens* age!). Even ranges of practical devices such as EFKs carry models disguised as clocks, or as artistic up-lighters for bistro style front-of-house use, as opposed to more industrial looking units





Waspinator's decoy nest deters wasps from other colonies

problems in the kitchen. Electric fences used to be the preserve of farmers. Now it is possible to buy small-scale kits to keep rabbits out of the vegetable patch and to stop foxes digging up the lawn. Submit details and dimensions online to at least one web-based company and they will design an electric fence kit to meet your personal requirements. On loosely the same principle, kits consisting of copper strip are being sold to minimise slug damage. The copper strip creates a 'cordon sanitaire' – when the slug tries to cross the strip a tiny electric charge is developed which is enough to repel it.

Innovative and exotic solutions abound

At the more exotic end of the spectrum, mosquito and midge digesters are available which generate a plume of the chemical attractant, octenol which lures these insects into the device. So reducing the midge population over an area of up to 5,000 square metres. Even a wasps' nest decoy has been developed. The Waspinator is a fabric bag resembling a nest. Marauding wasps perceive it to be a nest of another colony and stay away – a potential solution to wasps worrying picnickers at late summer barbeques. If it sounds far fetched the company that markets the Waspinator provides documentary evidence of its impact in trials.

Probably the most dramatic development in pest control over the last two decades has been the resurgence of bed bugs as an issue. It is the favourite subject of conferences and seminars and the driver behind international codes of practice (See **Pest** issue 16 July & August – page 25). As might be imagined, this, of all pest problems, has driven innovation. What has been the result? A range of active and passive detectors, bed bug proof mattress covers, furniture castors with built in bug barriers, dogs trained to sniff out infestations, cold treatments for luggage and heat treatments for bedrooms – not a new insecticide anywhere to be seen on the list!

This may be because the cost of registration makes pesticide development almost exclusively the preserve of multinational manufacturers. What's more, niche products are unlikely to generate the sales sufficient to cover regulatory costs and the time scale to achieve the necessary approval is lengthy. A combination which means that chemicals with potential never get off the ground, particularly if that potential is perceived to be specific to a narrow range of pests. This, of course, leaves the field free and open to innovations in control that do not involve chemicals and hence costly data packs to achieve an approval.

Bed Bug

Barrier



Novel forms of 'green' rat control

Cats to the rescue

In Bole, a city in the west of China, workers are harnessing the power of one overabundance to control another. Residents are gathering together a 'cat army' having rounded-up over 150 stray cats which have been roaming the city's streets. The 'cat army' is then transferred to the countryside which has experienced an explosion of rats.

The cats seem to be doing their thing, as Chinese officials report that rat sightings and rat holes in the fields have been reduced by half. Meanwhile, the feline regiment is obviously flourishing, as cat numbers have risen to over 225 strong!

On the flight path

Over in San Rafael, California, the city is, in desperation, turning to the introduction of barn owls in an attempt to control their exploding rat population. Plywood homes have been erected for these latest pest control recruits.

Alex Goobe, founder of the Hungary Owl Project which has built the boxes said: "They are superb hunters with large appetites. Rats are a favourite delicacy. A family of owls can eat between 3,000 and 5,000 rats a year."

Can you pass the Pest Test

BASIS has made two PROMPT CPD points available if you can demonstrate that you have improved your knowledge, understanding and technical knowhow by passing the **Pest Test** and answering all our questions correctly. So read through our articles on EFKs and on-farm rodent control in this issue of **Pest** and answer the questions below.

Native rat fights back

Researchers from the University of Sydney, Australia, have recently reintroduced populations of native bush rats, called Boguls, to bushland around Sydney harbour. The new Bogul populations will not only reinstate a native species, but also potentially reduce the populations of pest black rats, as the Boguls compete for territory and resources.



Boguls (*Rattus fuscipes*) are native to Australia and were once common in Sydney, but were wiped out when Europeans settled the area. Research led by Associate Professor Peter Banks and Dr Grainne Cleary, from the University of Sydney's School of Biological Sciences, suggests that Boguls may be able to out-compete black rats (*Rattus rattus*) in the race for territory. "This re-introduction will be the first large scale trial to see how well the Boguls can compete against pest black rats. We will give the true blue Bogul back its residence advantage by reducing black rat numbers, but that is all we can do – the rest is up to our little Aussie battler Bogul to fight for its traditional territory," said Dr Grainne Cleary.

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

SEND COMPLETED QUESTIONS to:

Pest Magazine, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ. We will contact you with your result and, if all your answers are correct, we will credit the CPD points to you.

1 What does the WEEE Directive require that tubes should be?			4 When going onto a farm to undertake rodent control, what does Peter Crowden regard as the single most important activity?					
a) Not replaced every year		Recycled via an approv contractor	ved		a) Having a cup of coffee with the farmer		b) Turning-up on time	
c) Only carried in-hand	d) /	Manufactured only in t	he EU		 c) Undertaking a survey initially and at every visit 		d) Parking his van in the correct spot	
2 What does RoHS stand for?				5 Of the total price of a rodent job, how much does Peter Crowden estimate the cost of the bait makes up?				
a) Royal Opera House Society		Rodents on House Surveillance			a) 5%		b) Less than 25%	
c) Restriction of Hazardous Substances		Regulations on Hazard Substances	lous		c) More than 50%		d) 100%	
3 Which of the following are Rare Earth Elements that go into fluorescent UV lamps and are currently rising in price?				6 Which rodenticides can you legally use in and around buildings i.e. 'outdoors'?				
a) Terbium	b) E	Europium			a) Difethialone		b) Brodifacoum	\square
c) Platinum	d) A	Aluminium			c) Difenacoum		d) Bromadiolone	
Name: Tel:						PROMPT registration number:		
		Email:	Email:					



TECHNICAL Russell trials results

Trials show value of Dismate PE

Dismate PE, the mating disruption system, is based on the release of a small quantity of the nature-identical insect pheromone. It is capable of disrupting the communication between male and female moths (*Plodia* and *Ephestia*) leading to failed mating and so a subsequent and gradual reduction in the food moth population. Dismate has been developed by Russell IPM for the control of food moths and can be used as a reliable alternative to methyl bromide fumigation. Manufacturers Russell explain below how it has been evaluated in several food processing and manufacturing facilities across Europe over the last year. The data collected showed a significant and continuous decline in the moth population, as well as a direct correlation between the pheromone trap catch trends with female egg laying behaviour.

Pheromone traps male moth catches

The application of the Dismate dispensers decreased the number of moths in the pheromone traps to less than two moths/trap. This reduction was rather gradual, with very few adults found during November and, especially, December.



Ovipositions trap observations

Oviposition traps were also used to monitor larval activity. In the Dismate treated area, the number of larvae recorded was significantly low. This consistency is an additional indication that the overall oviposition was noticeably reduced due to the application of the Dismate systems.



This data indicates a substantial downward trend of the Indian meal moth (*Plodia interpunctella*) population in factories managed by the Dismate system. This was shadowed by a drop in the tendency of laid eggs in the protected area. Most significantly, annual trends of customer complaints were extensively reduced during this period.

In one factory-wide application of Dismate PE for twelve months, the impact on the Indian meal moth population was significantly higher than the effect of four methyl bromide treatments.

For more information please visit www.confusedmoth.com







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Dr Jonathan Wade

Know your poison!

Selecting the right tool for the job is essential in getting the best results. Not surprisingly this applies to product selection in pest control. An understanding of the differences between the various active substances will help you make the right product choice for effective rodent control. Dr Jonathan Wade, technical director for Hampshire based PelGar International explains.

Active substances used in rodenticides are often marketed in a way that can be confusing, if not actually misleading. By considering a few facts and figures behind the leading rodenticide active substances used in the UK, and across the globe, an informed decision can be made on the best products to be used for a particular job – and each job will be different.

How much do rats & mice eat?

The UK industry focuses on two main active substances – difenacoum and bromadiolone. Both are second-generation anticoagulants. To ensure the ingestion of a lethal dose, both require the target rodents to eat more than a single meal. They are therefore referred to as multi-feed baits. By understanding how much rats and mice eat and what the lethal doses are, we can build a better understanding of which products are best used in different situations.

A rat will typically eat 25-30g of food in a day, taken in about ten small meals, with the maximum consumption per meal of around 3g. Rats may be inclined to ignore food sources which are situated in 'exposed' locations and if the food is 'free' will retrieve it to a place of security and 'stash' it there. Mice on the other hand are exploratory feeders and will consume around 3g of food in a day but in many small meals – with a maximum meal size typically around 0.2g. As such, for a bait to be considered as a single-feed, the lethal dose must be below 3g of bait for rats and 0.2g of bait for mice.

Bromadiolone is regarded by some manufacturers as a 'single-feed'



Formulation choice is key to any rodent control campaign

bait for rats. For this to be true, rats must be capable of ingesting 5-6g of bait at a single meal. As indicated earlier, this quantity is very unlikely to be eaten at a single meal. But, for both difenacoum and bromadiolone baits, if correctly sited and sufficiently palatable, this quantity could be eaten in one day. As with all anticoagulant rodenticides, first-generation or second-generation, single-feed or multiple-feed, once a lethal dose has been eaten death typically occurs three to five days later.

Toxicity information taken from laboratory studies must always be regarded as indicative but does provide very useful comparative information. Conditions vary and the experiments may not have used rodents of the same strain or even sex and the experimental techniques may have been different. All of these parameters affect the results and so the data should be regarded as 'indicative' rather than absolute.

Which actives are most potent?

The data shown in Graph 1 and Table 1 on page 33 has been accepted by the industry as standard for over 25 years. It comes from data published by the World Health Organisation and *The Pesticide Manual* (the industry 'bible') and can provide a good understanding of the potency hierarchy of rodenticides in common usage today. 'Unpublished data' which has not been subject to scrutiny should never be used as a basis of fact.

From this we can see that rats could consume a lethal dose of difenacoum, bromadiolone, coumatetralyl and difethiolone in around two to four meals, confirming their status as multi-feed baits. Depending on the quality and palatability of the bait formulation then all of these baits can provide a good opportunity for the target pest to consume a lethal dose within one day of feeding and commonly rats may ingest several lethal doses over the first two to three days of feeding before ill effects are felt. Brodifacoum and flocoumafen are true single-feed rodenticides against rats. The data also indicates that difenacoum is by far the most effective of the multi-feed baits against house mice and, when its non-target toxicity profile is considered, should be the product of choice for mouse control. The only true single-feed product for mouse control is brodifacoum.

Whilst difenacoum, because of its remarkable specificity to commensal rodents, has one of the best toxicity profiles of the anticoagulant rodenticides, coumatetralyl has also been shown to have reduced toxicity to birds. As such both of these products have merit for rat control programmes in sensitive outdoor situations, such





as those where birds of prey are in residence. Table 2, below, where figures are available, gives an indication of the toxicity profile of the above rodenticides to non-target animals. These figures should be taken as an indication only. Rodenticides should always be protected from non-target animals and in any case of accidental or secondary poisoning you should always consult a vet or doctor.

Real differences in toxicity shown

The figures show that there is a very real difference in the toxicity profile of the different actives substances to non-target vertebrates. By comparing target species toxicity with non-target species toxicity, a measure of risk can be determined. For instance brodifacoum is around six times more effective against rats when compared to difenacoum, though poses a threat at least 50 times higher to dogs as an indicative non-target species. This information should be considered carefully when selecting the active material in the bait to be used.

There are some pockets of known resistance to the secondgeneration anticoagulants difenacoum and bromadiolone in the UK, whilst resistance to first generation actives such as warfarin, chlorophacinone, diphacinone and coumatetralyl is widespread.

- 30					
Active	LD₅₀ brown rat (g)	LD₅₀ house mouse (g)	Application		
	Second generation rodenticides				
Difenacoum	9.0	0.4	indoor & outdoor		
Bromadiolone	5.6	0.9	indoor & outdoor		
Brodifacoum	1.4	0.2	indoor only		
Flocoumafen	1.3	0.4	indoor only		
Difethialone	5.6	1.3	indoor only		
First generation rodenticides					
Coumatetralyl	11.0	66.7	indoor & outdoor		
LD ₅₀ values are shown in grams (to 1 decimal place) for 250g rats/25g mice. The concentration					

Table 1: Quantity of finished bait required to generate

an LD₅₀ in rats and mice

of active in the baits is the standard commercial rate for that active

There is no known resistance to brodifacoum or flocoumafen, outside of a laboratory, in the UK, although it is strongly recommended that these highly potent single-dose baits should only be used where necessary and in limited quantities. Understanding and employing a pulse baiting strategy will also help to limit nontarget exposure. Significant constraints apply to the use of brodifacoum, flocoumafen and difethialone in the UK. As a result products containing these active ingredients are restricted to use by professionals and for use indoors only.

Understanding and choosing the right active substance for the job in hand is vitally important due to the significant variation in activity they have against rats and mice and the toxicity to non-target animals. The choice of active substance should form part of the general risk assessment, considering where the key activity is on a site and looking at the potential exposure to both humans and nontarget animals. Formulation choice is also key in any rodent control campaign as the rodents must first find the bait and consume a lethal dose. No rodenticide, or formulation, is completely universal and selecting the correct product for a job will save both time and money and minimise environmental risk.









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Previously sold by Luxan and then Certis, Biopren BMS makes a re-appearance and is now available from SX Environmental.

Based on the active isomer of the insect growth regulator, S-methoprene, Biopren BMS attracts ants and encourages them to take bait back to their nest. The product is specially formulated as a dry bait, meaning there is no mixing and no mess. It comes in 2.5g clear plastic graduated packs, so making it easier to monitor bait uptake, says SX.

ghost ants and Argentine ants.

Biopren BMS comes with recommendations for long-term control of Pharaoh's ants,

www.pestcontrolonline.com

Pest

Alphachloralose for mice

Black Pearl is a new mouse bait containing micro-encapsulated alphachloralose.

Marketed by Lodi UK, who says the product is formulated to attract and control mice very auickly. It is manufactured using new patented active capsulation technology – a process by which the active ingredient molecule is

surrounded, or coated, with a continuous film

of polymeric material. This encapsulation of the alphachloralose ensures that a mouse can neither taste, nor sense the active ingredient and so will very quickly consume a lethal dose. It is effective in all temperature extremes.

As Lodi explains, Black Pearl is the only bait available in the UK which does not contain an anticoagulant based active ingredient. It works in a very different manner, as the mice are

immobilised nearly instantly and then drift into a coma, followed by death.

Black Pearl is available as a paste bait in 1kg buckets or as a whole grain formulation.

www.lodi-uk.com

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The nominations have closed and we have 12 fantastic new products shortlisted by **Pest** readers in this year's **Pest** Best Product of the Year Award.

So now its time to have your say. Which product has helped you, as a pest professional, the most already? Or, which do you feel will, in the future, help you the most? Take a look at the shortlist and then make your selection. You can vote for two products using the official postal voting form or go to the **Pest** website and send us your vote electronically. Your second choice product will be taken into account in the event of a tie. To be counted your vote must be in before midnight on 28 October 2011.

The top three products which receive the greatest number of reader votes will be announced during PestTech at the National Motorcycle Museum on 2 November and will be featured in issue 18 of **Pest**.



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SEND YOUR COMPLETED FORM to Pest Magazine, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ				

Readers may vote for two products, but may only submit one voting form;
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	DAY	EVENT	VENUE	FIND OUT MORE
2011 OCTOBER	12	NPTA Regional Conference in association with SX Environmental	Holiday Inn, Manchester Airport	www.npta.org.uk
	19-22	PestWorld 2011	New Orleans, USA	www.npmapestworld.org
	26-28	A Pest Odyssey 2011	British Museum, London	www.pestodyssey.org
NOVEMBER	2	PestTech 2011	National Motorcycle Museum, Birmingham	www.pesttech.org.uk
	2	Pest Control News dinner	Windmill Village Hotel	editor@pestcontrolnews.com
	16-17	Parasitec Iberica & Tecnoplagas	Hotel Auditorium, Madrid, Spain	www.parasitec.org
	24	SOFHT Annual Lecture & Lunch	Landmark Hotel, London	www.sofht.co.uk
2012 FEBRUARY	15-16	Eurocido 2012	Westfallenhalle Exhibition Centre, Dortmund, Germany	www.eurocido.de
	23-24	Expocida 2012 Iberia	Madrid, Spain	www.anecpla.com
APRIL	26	Pest-Ventures 2012	Yew Lodge Hotel, Kegworth, Nottinghamshire	moira@dewpointmarketing.co.uk
MAY	16-18	10th International Fumigants & Pheromones Technical Conference	Indianapolis, USA	www.insectslimited.com

ICUP held in Brazil

Held once every three years, the seventh International Conference on Urban Pests (ICUP) went, for the first time, to South America between 7-10 August. In total it attracted over 240 delegates, representing 20 countries. Ana Eugênia de Carvalho Campos, from the Institute of Biology in São Paulo, Brazil and her organising committee put together a conference that fitted well with the ICUP tradition, but which had a clear Brazilian flavour.

The venue was a former Metallurgical Institute in the mining town of Ouro Preto in Brazil. The town has UNESCO protected status, owing to the fine 18th and 19th century Baroque architecture. In total, the conference included 73 oral presentations and 61 poster presentations. These can all be found as either a hard-backed book or as a CD. Contact Clive Boase at clive@pest-management.com for prices.

Making use of this unique and historic venue, there was a special two-day



Ouro Preto is UNESCO protected

workshop on pests in historic buildings organised by David Pinniger from the UK and Joao

Justi from the São Paulo Institute of Biology. The first day covered the biology and control of particular pest groups. One of the key issues was the huge diversity of species and the rapid increase in populations experienced in tropical climates. For example, there seem to be more species of ants which are urban pests than the entire list of all British ant species.

The morning of the second day was devoted to specific pests of heritage collections. Ecology and identification of pests, IPM strategies and new developments in detection, monitoring and control.

In the afternoon the group visited St Francis of Assissi church in Ouro Preto to see examples of woodborer damage *in situ* and to discuss options for preventing such damage in the future. The participants agreed that the two days were very



Ana Eugênia de Carvalho Campos who chaired the event with Dr Daniel Bajomi, chair in 2008

valuable to exchange ideas across continents.

The next ICUP will

be in Zurich, Switzerland, 2014 with Gabi Mueller of the Urban Pest Advisory Service in Zurich as chair.

Bill Robinson

Boase have

(above) who with the UK's Clive

masterminded all

seven ICUP events



Delegates in St Francis of Assissi church





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