

# pest

The independent UK pest management magazine

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Issue 20  
March & April 2012

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As the industry's only independent magazine, **Pest** aims to deliver a mix of unbiased news, impartial advice and topical technical features. We are committed to being as inclusive as possible covering every sector of the pest management industry.

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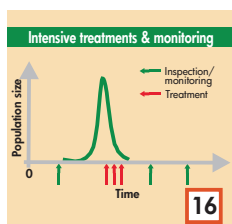
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## Something for everyone

Professional pest control is an amazingly varied business. As publishers we not only try to bring readers news of developments – be it new techniques, new products, regulatory amendments, changes of staff and the like – but we also aim to cover the full range of pest control activities – so there's something to appeal to all our readers.

Preparing this issue has brought this diversity very much to mind. We have covered stories from all corners of the industry. Features on a new chemical means of control – ants with Formidor – rub shoulders with a model on how Integrated Pest Management can be part of your operation. The management of mammalian pests extends from badgers in the urban environment to mice in pig farms. Fumigation is viewed by many as a specialist area, and even these readers are catered for, with a report from the recent fumigation event organised by BPCA.

If this were not enough – our reports stretch beyond the shores of the UK – with a fascinating review of the growing Chinese market, plus a round-up of antics in Germany at Eurocido.

The subjects may be varied – but so is the ingenuity of the products developed to play their part in the battle for control. Here, you our readers, can make your views known by participating in the **Pest** Best Product of the year award. Turn to page 31, as now is the time to nominate your favourites. Then later in the year you can place your vote. Enjoy the diversity!

*Frances McKim*

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## Dramatic fall in starling numbers

Judging by the number and scale of starling murmurations reported during the winter – and pity any pestie who has such a roost on their patch – the latest figures, revealed in the RSPB Big Garden Birdwatch survey, revealed a surprising decline of nearly 80% over the last 20 years.

## Hat-trick for Cleankill in business awards

Surrey-based Cleankill Environmental Services is celebrating after being shortlisted in three categories of the local business awards. Cleankill beat off competition from other companies in the Best Medium Sized Business, Best for Customer Service and Best for Training and Development categories of the Croydon Business Awards.

These awards, in association with Barclays, have been developed by South London Business to reward and celebrate the many dynamic and innovative businesses in the borough.

Cleankill managing director Paul Bates said: "We are absolutely thrilled to have been shortlisted in three categories. Especially pleasing is becoming a finalist in two areas that are extremely important to us – training and customer service."

Cleankill staff will now take part in interviews with the awards judges who will then decide which companies should win.

## People on the move

### All change at NPTA

Iain Turner from Alpha Pest Control took on the role of chairman in February, taking over from Peter Crowden who has stepped down for personal reasons. New in his role too is vice-chairman Adam Hawley from Guardian Pest Control Ltd who replaces Paul Burton who retired from the management board at the end of last year.



Yet more change is on the horizon when Margaret Coleyshaw retires at the end of June after 10 years with the NPTA. Margaret and her colleague Julie Gillies are largely responsible for keeping the whole NPTA show on the road.



### New appointment at Russell IPM

Deeside-based Russell IPM has announced that Trevor Green joined their team on 2 April 2012, in the new position of UK national accounts manager.

Trevor has a long history of working in the pest control industry, most recently for the last six and a half years he was the national technical and sales manager at SX Environmental.

### New group chief scientific officer

Rentokil Initial has promoted Peter Whitall to this new role. He will be responsible for science and technology across the business. Rentokil explained that Peter is already expanding the company's global network of scientific partners. One of his first tasks is overseeing the transition of the company's existing European Technical Centre in Horsham to a Global Science Centre which will undertake work for both the Rentokil Pest Control and Initial Hygiene sides of the business. Peter is also chairman of the BSI-UK section of CEN European Workgroup (TC404) – a role he will be continuing with.



### Further training and development resource for the SX team



SX Environmental has appointed Phil Fountain as regional sales and technical manager.

Phil's role will be to support professional pest control customers as well as the wider responsibility of developing the company's training and auditing programme.

He has had a long career in the industry and originally joined the SX team in the autumn of 2010 as sales manager for London and the East of England, before departing for Derby-based BHB Pest Control.

### New to BPCA

The British Pest Control Association (BPCA) recently welcomed Maddy Pritchard to the team as operations manager. Maddy is covering for Lorraine Norton, who is currently on maternity leave. Maddy has worked as a business improvement professional and senior project manager, supporting organisational change programmes and managed customer service teams, in a diverse range of organisations and business sectors including the RAC, Thames Water Utilities, Misys and Nottingham City Council.





## P + L acquires SX Environmental

On 13 February, P+L Systems announced that it had bought the distributor business of SX Environmental Supplies from its founder, Richard Lunn, for an undisclosed sum.

Founded in 1996, SX Environmental has grown rapidly to become a respected player in the industry supplying a wide range of industry leading products and services to customers in the UK and mainland Europe. The SX business will remain in its current facility near Southend in Essex and Richard Lunn and his staff will continue to manage the business going forward.

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www

## City Link delivers loss for Rentokil

Despite intensive restructuring of its City Link business, this 'problem child' significantly contributed to the annual loss of £50.5 m in 2011 (compared with a £14.5 m profit in 2010) as announced by Rentokil Initial in early March.

However, pest control fared much better, growing by 0.3% overall. UK pest control grew 11.3%, of which 6.7% was attributed to the acquisition of Santia in February 2011. In Europe, strong performances were also posted in Germany, Austria, Switzerland and the Nordics, but these were offset by poor results in Spain, Portugal and Greece due to the Eurozone crisis. North America, the division's largest business, grew 5.5%.

## CRRU steps up the pressure

The Campaign for Responsible Rodenticide Use (CRRU) has recently declared it will be focussing on farmers and gamekeepers during 2012, to help them improve rat control efficacy and eliminate poor practice. The campaign's programme will promote best practice when farmers and gamekeepers use rodenticides themselves, and increase access to Wildlife Aware accredited technicians for those who employ professional pest controllers.

A new addition to CRRU is Bayer CropScience, so taking the roster of backers to eight rodenticide manufacturers and distributors. On the CRRU steering group, Bayer will be represented by Alan Morris, the company's head of sales, professional products.



## Spanish event packed-out

For the second time, the Spanish association ANECPLA (Pest Control Companies National Association) organised Expocida Iberia 2012 in Madrid on 23-24 February. As is the way, the bustling exhibition was accompanied by a comprehensive seminar programme.

The full range of pest control topics was addressed, but the latest research which showed a 70% increase in requested bed bug control services along the past five years was undoubtedly the main topic of debate.

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## A novel means of promotion

Well-known to many in the industry as a chirpy chappie, Peter Stewart of Aberkil, based in Aberdeen, has put two of his loves in life – pest control and entertaining – together for the mutual benefit of both.

As an award winning member of Toastmasters International, as well as a near look-alike for X-Factor judge Louis Walsh, Peter is more than accomplished at standing on his own hind legs and giving a highly entertaining talk – often followed-up by a further skill – singing. Peter has put these skills together and now bases his talk on all the amusing incidents that have occurred to him in his pest control 'day' job – from *Rat Catcher to Rat Pack* is the title of his set.

Although, tongue-in-cheek, his routine does get over the more serious message concerning the benefits of pest control, and is followed-up by a medley of Frank Sinatra numbers. This must work – as Peter declares his pest control business has never been busier!






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# Rodent survey confirms local authority austerity measures

Released at the end of March 2012, the latest NPTA National Rodent Survey confirms the declining involvement of local authorities in rodent control.

The annual benchmark rodent survey, undertaken by the National Pest Technicians Association (NPTA) with BASF Pest Control Solutions, reveals a substantial drop in the number of local authorities offering rodent control services in 2010/11.

Worryingly, the survey was completed at the end of 2011, prior to further inevitable cut-backs demanded in the new 2012/13 financial year.

## Significant fall in treatments

At the same time, it shows another significant annual fall in rat and mouse treatments being undertaken by those councils continuing to offer pest control.

These results mirror the findings reported in the January & February (issue 19) of *Pest* magazine. However, in that article it was impossible to put any sort of figure on the number of councils either offering, or withdrawing, from rodent control activities. This was because the main source of information came from individual local authority websites, local press reports or published tenders.

## Extra web-based research included

For this year's survey, in addition to the 243 (61%) survey questionnaire responses, NPTA undertook further web-based research to cover those councils (155) who did not reply to the questionnaire. This is quite straightforward as virtually all councils detail their involvement, or lack of it, in pest control. From this NPTA is confident that the breakdown they present is the most accurate assessment possible of current local authority service provision.

Encouragingly, the research shows that 87% of councils still offer some form of rodent control service – as shown in Figure 1 on page 7.

Of this 71% offered it as an in-house service with 16% providing a service through an appointed sub-contractor. But, 13% of councils offered no service whatsoever – more than double the number in 2009/10 and just over six times the level from 2008/9. What level will this figure be in next year's report once the full impact of cuts in this financial year become apparent?



## But, what cost to the householder?

But, the number of councils offering some form of rodent control is only half the story. The service might be offered, but at what cost to the householder?

Numerous councils, whilst maintaining a rodent service, have increased – sometimes very significantly – the price charged for their services, as the article in *Pest* clearly revealed. The survey showed that although the majority of councils still managed to offer some element of free rat control, to those on benefit for example, over 40% charged for all work compared to around 30% in the previous two years. For mouse control, the proportion of local authorities charging rose sharply to around 60% compared to 50% previously.

With these factors in mind, it is hardly surprising that the number of rat treatments, calculated on a like-for-like basis, were overall 12% lower than the previous year at just over 185,000 treatments. Those councils who charged for all, or part, of their rat control work showed a greater reduction of 15%, whereas those continuing to offer a free service only declined by 8%. On a similar like-for-like basis, mouse treatments at around 86,500 in the year showed an 8% fall on 2009/10 service levels.

When asked to identify the causes of rodent control problems, for the third year in a row, the same issues emerged.

## Is it time for rodenticide application certification?

NPTA is seeking views from its members on whether it should push for tighter controls on the supply and use of 'Professional Use' rodenticides.

In particular the Association says it would like to be in a position to press for a higher standard in the definition of 'Professional User' so that all such users will have to hold a relevant Certificate of Competence.

"We have long had concerns about how many farmers, gamekeepers etc are being trained to use rodenticides properly and continue to hear disturbing stories about misuse in this sector. We also continue to receive reports about how lax some agricultural retail outlets are in supplying 'Professional Use' rodenticides without asking for proof of training. They may not be breaking the law, but they appear to be operating to different standards to the suppliers in our sector. We would like all suppliers to be operating under similar standards of product stewardship.

At present, a Professional User is defined as a person who is required to use pesticides as part of their work and who has received appropriate information, instruction and training. We do not feel this general requirement is good enough any more. Training needs to conform to industry-agreed standards and be followed by a suitable assessment, such as an exam or interview, with a certificate awarded, which can be produced if required. Members need to contact NPTA to make their views known.



Overfeeding of wild birds 74%; defective drains and sewers 62%; poorly managed domestic waste 37%; and poor building maintenance 34% were all named.

Poor DIY treatments, often a topic which raises the hackles of professional pest controllers, was only mentioned by 13% of respondents – surprisingly, a slightly lower figure than the previous year.

However, there was a significant decline in those citing poorly managed domestic waste management as a contributory cause of rodent infestations – 37% this year against 41% in 2009/10 and 48% in 2008/9. A major bone of political contention in the past, this suggests local authorities and householders are managing alternate week collections increasingly more effectively.

### Warnings being ignored

Commenting on this year's findings, Iain Turner, the newly installed chairman of NPTA (see page 4 of this issue) said: "This 12th annual survey confirms our previous predictions of the extent to which national austerity measures are reducing treatment levels. They are seriously undermining the original concept of local authority responsibility for public health.

"Sadly, warnings by the Chartered Institute



of Environmental Health (CIEH) and NPTA, amongst others, have gone unheeded. As a result, the well-structured, professionally managed and, above all, free council control services that previously kept rat and mouse infestations at bay are being badly eroded.

Failure to stem this decline will leave enforcement action as the only way of tackling rodent problems in many parts of

the country," he predicted. "As well as proving more costly overall than timely infestation control, this seems certain to allow rodent populations to escalate to an extent that may well pose a serious threat to public health.

We urge all those with the power to intervene to appreciate the seriousness of this situation and take steps to address it before it is too late."

Copies of the full 2010/11 Rodent Survey Report are available digitally from either [www.npta.org.uk](http://www.npta.org.uk) or [www.pestcontrol.basf.co.uk](http://www.pestcontrol.basf.co.uk). Printed copies are also available from both organisations.



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# China – Eyes Wide Open!

In the January & February 2010 edition of **Pest** Rob Fryatt wrote a feature called *Open Your Eyes to China*. It was written after the Chinese Pest Control Association (CPCA) had successfully hosted the annual Asia-Pacific pest management industry conference. Two years on he brings us up-to-date with Chinese market developments.

The Beijing Olympics opened many new eyes to China and since then we have all learnt more and more about this country that will be the world's largest economy by 2025, if not before. Having just returned from the honour of being the guest speaker and only 'Westerner' at the 2012 national congress of the CPCA, which, by the way, had over 500 delegates, the time is opportune to review progress in the fastest growing pest control market on the planet!

For many years I have been a regular visitor on business to China and as the market grows my visits are becoming more frequent. Culturally, the Chinese, respect age and experience (thank goodness!), but as the new generation of entrepreneurs – well educated and with increasingly good English skills – drive the economy forward, modern web and social media skills can be considered equally important. Working within China, personal contact and networking remain the keys to business success. As with all markets, price and product play an important part, but still respect and trust figure highly.

So, what about some current facts and figures. Huang Xiaoyun, the Deputy Director of CPCA stated at the recent Beyond Agriculture Seminar in Shanghai that there were now 10,000 service companies in China – that is more than the whole of Europe! Interestingly she also stated: "The PCO is still rare in China and there are still too few pest control companies for the needs of the population." The market, is still small with current estimates at around £700 million, but the industry is identified by the Chinese government as a valued contributor to health and hygiene and therefore key in building the domestic prosperity of China –

a major focus of the current development of the economy.

But China is more like a continent than a country. The structure is very decentralised with 29 local associations at city or provincial level. As expected, the major internationals are present – Bayer, BASF and Syngenta – but few British, or even European industry dedicated companies. So it was a pleasure to see PestWest as the only European company exhibiting at the national congress. On the service side, Rentokil, ISS and Ecolab are all present. Orkin has also established a foothold with a Shanghai-based franchise in place.

As part of my recent visit, I was invited to contribute to an industry debate on the future development of Chinese pest management. This turned out to be a four hour marathon! It was clear that the industry recognises its own deficiencies and has a plan to improve, not just its image, but awareness of its value amongst the 1.2 billion Chinese. Recent activity has seen a structured national training programme put in place, which differentiates between general pest management and the specialist services required in critical situations, such as in food production and hospitals. As all things Chinese, the right infrastructure is in

place with a central training school in Beijing and local schools in Shanghai and Shenzhen.

The industry is preparing for increased regulation and welcomes a higher focus on professionalism, on certification and especially management. This final point being seen as one of the critical factors in driving the industry forward. The Chinese have a belief that it is the skills of management that will allow their industry to grow and consolidate. In the same debate, the CEO of Guardian, one of the leading Chinese pest management companies put his clear perspectives on the next five to 10 years saying: "More companies will go national. One Chinese company will have revenues in excess of US\$1 billion (£600 million). The industry will become more professional and leading pest management companies will become known brands, like Rentokil, Orkin and Terminix. How will this happen? Through industry consolidation and managing within an increasingly complex regulatory environment. Regulatory, in China, means more than product registrations, it means demonstrating control in all critical aspects of business from financial audits to staff pay and conditions.

The discussion in China is all about the future. They face similar problems to those we face in our industry today. The industry is catching up with the 'West', yet the Chinese would acknowledge they have a long way to go. But with 'Eyes Wide Open' they will catch-up fast.



Peter Tsui – Green Harbour Group, William Kong – Beijing Greenleaf, Zhou Yuan – Harbin Pest Control Technology, Chuck Jiang – Guardian Shanghai Hygiene Services, Rob Fryatt – Xenex Associates and Pascal Cai – Chinese Pest Control Association



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# Will city badgers mean more work for pesties?

The first Urban Badger Conference was held in Derby in March and, despite the fact that urban badgers are causing increasing problems for householders in towns and cities, there wasn't a single pest controller in the 30 strong audience! Should there have been? Is this a business opportunity that pest controllers are missing out on? Associate editor Helen Riby reports.

With Derby being practically on our doorstep here at **Pest**, we put our name down to attend the first Urban Badger Conference almost as soon as it was advertised, fully expecting to bump into a number of readers. But, no, on arriving at the Ramada Hotel, Pride Park venue (just across the road from BPCA), it quickly became apparent that pest controllers were in short supply.

Killgerm had set up a small display of cage traps and the like, with Isobel Jowett there to look after it and answer delegates' questions. But all the local authority delegates turned out to be either wildlife

officers or from council amenity departments responsible for cemeteries. Once you heard where the delegates were from it made complete sense – badgers and cemeteries can be quite a problem – the badgers seeing them as quiet 'des res' sites in which to set up home. But then, when they start to dig large holes and unearth human remains, a load of difficult ethical problems emerge. One of the delegates explained how they have to hold regular bone collections and re-intering ceremonies.

## Reputation for badger exclusions

That's not to say that there wasn't a good deal of pest control expertise in the room. Gary Williams from organisers Urban Wildlife Solutions has a pest control background and whilst his company is described as 'environment consultants' a good deal of Gary's pest control expertise is employed to solve, humanely, the problems caused by urban badgers and foxes.

Gary and his partner, Anne Summers, have built a reputation in domestic badger exclusions. They have seen the demand for their services grow in parts of the country where you might think there would be few, if any, badgers. Wolverhampton, for example, is one of the most built-up urban environments you can imagine and yet it has more badgers per head of population than any city in the UK. And, when a badger digs a sett under the foundations of your house, you definitely know about it!

Whilst you are extremely unlikely



Natural England's Rodney Calvert

to obtain a licence to trap and kill a badger in **any circumstances**, you will usually be able to obtain a licence from Natural England to evict and exclude them. As Gary explained, badger exclusion work can only be conducted between 1 July and 30 November. Planning and licence applications, however, can be submitted all year round and the licence, once obtained, will detail what you can and cannot do.

One way is exclusion gates which allow the badgers out, but not back in. But, with setts which can be large and have several entrances, that's not as easy as it sounds. Badgers are powerful creatures, so the gates have to be strong and well fitted. Gates must remain continuously in position for a minimum period of 21 days following the last sign indicating possible access by badgers into the sett, before action can be taken to close or destroy the sett. This is far from easy to determine and requires careful monitoring. Once empty, Gary usually recommends pumping in concrete. As you can imagine it can all get quite expensive.

So why were there no pest controllers? Well, as Gary said: "Badgers are not pests. They are a protected species and that complicates matters."

The truth in that statement soon became very apparent as the law protecting badgers and how it should be interpreted came into every



Organisers, Gary Williams and Anne Summers of Urban Wildlife Solutions, show-off one of the special badger exclusion gates they have invented



speaker's presentation. It probably also explained why so many police were in the audience – with Northamptonshire, Northumbria and North Yorkshire constabularies all represented. By the time it came to the final session from Natural England's Dr Rodney Calvert there was a lively discussion about how the law should be interpreted and, in particular, what constituted obstruction access to a sett and what were acceptable techniques for monitoring purposes to confirm your suspicion that the sett was not in current use.

Amongst other things, the Protection of Badgers Act 1992 (see box below) makes it illegal to interfere with a badger sett and obstructing access is one of the things listed as interference. Suffice to say it is complex, and from the comments made by the North Yorkshire wildlife crime officer, I wouldn't recommend putting anything across a sett entrance in North Yorkshire as you are likely to be arrested and cautioned – even if you can later prove that you had good reason to believe the sett was abandoned and that you were monitoring it to check!

#### Is vaccination the answer to TB?

Moving away from the urban theme there was an interesting paper from Lucy Borde of Brock Vaccination. Lucy, who until recently worked for the Food and Environment Research Agency (FERA, previously CSL) was involved in the badger vaccination trials at FERA. She has set up a company to offer an alternative solution to the bovine TB and badger problem. She highlighted the enormous cost to the tax payer of the disease, estimated at some £500 million over the past 10 years, and explained how vaccinating badgers is both practical and effective in reducing the severity of the disease in badgers. It's not a cheap exercise since as many badgers as possible have to be cage trapped and individually vaccinated.

In Lucy's experience administering the vaccine itself is the easy part, as the badgers generally just sit quietly in the cage trap and, in fact, when the traps are visited early in the morning they are often curled-up asleep. A certificate of competence is required to administer the vaccine and as with any other interference, a licence must be obtained from Natural England to authorise the programme. Trapping a very high percentage of the badgers in a sett requires great skill and this is where opportunities for pest controllers with trapping skills could open-up in future. The Welsh government has already switched its focus to vaccination, rather than culling, and will be running a five year programme in the North Pembrokeshire Intensive Action Area. Badger vaccination is not a quick fix. To produce a population of badgers with low disease prevalence, annual vaccination is recommended. This allows each year's new cubs to be vaccinated. As most badgers have a lifespan of three to five years, undertaking a vaccination programme of five years should allow old diseased animals to naturally die out, and result in a population of badgers posing a reduced risk of disease transmission.

The clear message for pest controllers from this interesting day was a simple one. This is a pretty specialist area so, if you are thinking of diversifying into badger exclusion, make sure you are fully aware of the legislation and its impact. Also, ensure that you have applied for, and been granted, a licence for each and every exclusion you plan to do before you start.

Alternatively, if you have customers who are experiencing problems with urban badgers it may be better to point them in the direction of a man (and woman) who can! Urban Wildlife Solutions clearly have plenty of experience, so they would be as good a place as any to start and offer free advice to householders.

### Badgers and the law

The Protection of Badgers Act 1992, which makes it illegal to kill, injure or take badgers or to interfere with a badger sett. The term 'badger sett' is normally understood to mean the system of tunnels and chambers, in which badgers live, and their entrances and immediate surrounds. The 1992 Act specifically defines a sett as 'any structure or place which displays signs indicating current use by a badger'. Interference with a sett includes blocking tunnels or damaging the sett in any way. There is, however, provision within the legislation to permit activities affecting badgers, or their setts, where there is suitable justification and a problem cannot be resolved by alternative means. Such activities are authorised under licences.

The Natural England website gives excellent advice on badgers and the law. It also includes details on how to apply for a licence. The simplest way to find the right section is to type *Natural England badger guidance* into your search engine. Natural England's wildlife advisers within the regulation delivery teams will also provide free advice.



Lucy Borde from Brock Vaccination

### Rural badgers and the proposed cull

This conference was first and foremost about urban badgers and delegates were asked at the outset to keep comments on the proposed cull to deal with TB in cattle until the afternoon session on badger vaccination. It was clear, however, that organisations like the Badger Trust and local Badger Groups have not accepted the Government's stance that trial culls by shooting are necessary in England and should go ahead this autumn. These groups are very active and, indeed, since the conference it has emerged that the Badger Trust is mounting a legal challenge to the proposed cull. The trust and local groups keep their activities within the law. They provide expert advice to developers on where to relocate badgers and how to construct artificial setts as well as playing a vital role in helping to tackle the serious problem of badger baiting which still takes place on a horrific scale in this country.

There are, however, other much more militant animal rights groups who will no doubt be watching developments and planning their response. Whilst it is not yet clear who will be called upon to shoot the badgers in the cull areas, it does seem likely that pest controllers, with the relevant shooting experience, may find themselves being asked to get involved. The big question is should they? Is it a business opportunity or a poisoned chalice?

We would like to hear your views. Email [editor@pestmagazine.co.uk](mailto:editor@pestmagazine.co.uk) or write to us at **Pest** magazine, Foxhill, Stanford on Soar, Loughborough, Leics LE12 5PZ

# A new gem?

## Does Lodi's Black Pearl mouse killer have what it takes?

Launched last autumn, Black Pearl from Lodi UK, is a new weapon in the armoury available for mouse control. In the promotional material surrounding the introduction, some pretty impressive claims were made. So have these lived up to expectations. **Pest** editor Frances McKim set-out to discover more.

If the reaction from Jeremy Barraclough, technical manager for Command Pest Control in Suffolk is anything to go by, Lodi UK seems to be onto a winner.

"You are generally somewhat dubious about the claims made with new products," explained Jeremy. "Often they don't live up to expectations. But with Black Pearl I've been genuinely amazed with the results we have achieved. Within 30 minutes of laying baits Command has been finding dead mice. It's certainly a major part of our armoury now and we'll be using it wherever there is a severe mouse problem to sort out," he concluded.

A glowing report indeed. So what's this product all about? Aren't mice one of those pests that professional technicians say are hard to control?

Key to success with any product is its active ingredient – in this case



Within 30 minutes of laying baits Command has been finding dead mice

alphachloralose. If you look the active up in a chemical directory it tells you that alphachloralose is an immobilising agent, or narcotic, used on mice and pest birds. Classified as soporific, it is a central nervous system depressant designed to immobilise target species at sub-lethal doses. The compound is slowly metabolised, resulting in recovery within a few hours from ingestion. So – in short – unlike all the anticoagulants available for mouse control – it is not a poison. Understand these features and you unlock the secrets of success.

### But alphachloralose is not new

Practical pest controllers who have been around for some time – and there are quite a few of you out there! – will argue that the use of alphachloralose is not new. True. My own personal first contact with the active came more years ago than I will admit to, when I went out with a pest control company to one of those massive mental hospitals (now closed) in north London to narcotise birds. Although the active is still registered for this use, the wildlife regulations are such that it is virtually never employed for this purpose anymore.

However, many will remember buying alphachloralose concentrate and making up their own secret recipe to use for mouse control. Icing sugar was one such addition,



*Black Pearl launched last autumn, is a valuable addition to the pest controller's armoury and can produce dramatic results, but it's not a 'magic wand' that is the answer to all mouse problems*



# Command very much in command

Tucked away down a quiet and very rural Suffolk lane not far from Sudbury, you come across some farm buildings. No sign greets you. No evidence of what goes on here. This is very much the hall mark of what must now be one of the largest privately owned, regional pest control companies in the country.

But look a bit more carefully and the game is up, as there are several smartly sign-written Command Pest Control vans in the car park.

Quietly and efficiently getting on with the job is the pervading feeling presented by Command Pest Control. This is not surprising, as when you meet the owner, Mark Ward, he too presents an air of quiet efficiency. But looks can be deceptive – Command today employs nearly 60 staff and has 38 technicians out on the road looking after their customers which stretch from Hampshire to North Yorkshire – and that is certainly no mean achievement.

On his own with his sprayer and a selection of bait boxes, Mark Ward started Command in 1986. Coming from a farming background and having spent two years with Mid Suffolk Council in its pest control team, he put this background together and built his business around pest control in the arable sector. Not surprisingly, as Command is located in the heart of agricultural Suffolk, this remains the same today, with nearly 60% of the business servicing the requirements of arable farming. "I understand what farmers want – treatment for rodents, rabbits, grain store spraying, grain fumigation and the like," explained Mark.

"We like farmers. They are loyal and traditional customers. But we do also have long-standing commercial and domestic clients. And we have recently set-up a 'one stop shop' for our hotel and washroom customers. We not only offer pest control, but also specialist cleaning, odour management and washroom services. We believe in being customer led," Mark concluded.

Training at Command is carried out in-house and technicians are all up to RSPH/BPCA Level 2. Whilst acquiring good new technicians is a problem common to most pest control companies within the industry, once at Command they have a habit of staying. In fact, the second employee taken on by Mark is still within the business.

In this current climate of all rush, targets to meet, call quotas to make and profit targets to achieve, it is refreshing to come



*Quietly and efficiently getting on with the job, Mark Ward owner of Command Pest Control*

across a company who you feel really does care about its customers.

"We set our sights high – to do things above the market average," is Mark's rule of thumb. Whilst Mark may now spend most of his time sitting in his office running the business, you do feel he still hankers to be out there talking to farmers and getting his hands dirty working within, as he describes it, a true, old fashioned rural pest control business.



*Jeremy Barraclough, technical manager for Command Pest Control*

as pure alphachloralose has a very bitter taste, so had to be made attractive to mice. And here lies one of the downsides to this product. Should a mouse eat only a small amount of your bait and so recover from its effects, it is highly likely to be bait shy and so refuse to eat any more of it.

However, regulatory requirements changed and the sale of alphachloralose concentrate ceased. With Rentokil and Physalys (from France) as the approval holders, use within the UK receded to use by Rentokil within its own pest control servicing teams as Alpha Rapid (so not available outside Rentokil) and sale as an amateur use product by Rentokil as Fast Action Mouse Killer and as an own branded product to B&Q.

This was the position until the arrival, late last year, of Black Pearl from Lodi. What Lodi has done successfully is take what was an old active and apply modern technology.

## Bitter taste overcome

Research at their base in France over the last two to three years has achieved an innovative micro-encapsulated and patented formulation. This formulation was then made into a paste bait and presented for sale as individual 'tea-bag like' bait bags with a further grain formulation product soon to be available. And in doing so, Lodi appears to have got over the bitter taste issue, as the bait bags certainly smell appealing – a factor borne out by the mice that seem to dine on them with relish.



Acceptance of the bait is confirmed in practical use by Mitie, as pest control managing director, Peter Trotman details:

"To us it's all about a question of palatability. We all know the active is exceptionally effective when used in the correct conditions, however its success depends on bait take. The product has a good level of palatability which is on a par with other good ready-to-use baits. So when there is a take the results are very impressive. Black Pearl is one of those products you can turn to when you need instant results, or suspect resistance to the usual products. We feel it's a very important product in the range of rodenticides currently available."

### How it works

Alphachloralose works not by poisoning the mouse, but as a narcotic, slowing down the metabolic rate and eventually the mouse dies of hypothermia. This led to one of the other criticisms of the product – that it worked best in cold conditions – as in hot conditions the mouse may well recover.

Based on his experience of previously working within Rentokil, industry consultant, John Charlton, explains: "The temperature issue is an historical item and was detailed on product labels. It was based on the ability of mice to recover at temperatures above the advised temperature of 15°C.

"In reality the temperature in areas where the mice have their harbourages, and spend much of their time, is significantly lower. We demonstrated this on training courses by showing the temperature change between room temperature, where we as humans feel it, versus the temperature at ground (mouse) level. When presented in an attractive bait base, results were not

adversely affected by ambient conditions." So, this aspect would seem to have been addressed.

As Command's Jeremy Barraclough explains his company has used Black Pearl with great success in warm and steamy indoor situations, such as within animal houses.

### A valuable addition

Summing-up his thoughts, John concludes: "Users must not think this product is a 'magic wand' that is the answer to all mouse problems – it is a valuable addition and can produce dramatic results."

These views are echoed by independent rodenticide expert Adrian Meyer who said: "I'm delighted alphachloralose is once again more widely available, although it could be regarded as something of a niche product to use in clearly defined situations where rapid results are required.

It is certainly a 'thinking product' – operators need to think how to use it. In a site, such as a Chinese take-away with a severe mouse problem, the place must be cleaned-up well before application (so as to eliminate other food sources), then if well baited, reasonable mortality can be expected. These spectacular results certainly impress the client. Then after this, the contractor can proceed with more routine, follow-up control with anticoagulants."

To conclude, the final word goes to Roger Simpson, managing director for Lodi UK. "We are very proud to have launched Black Pearl to the UK market. It gives UK pest controllers an additional and effective tool for mouse control. We have been overwhelmed with the positive response."

Maybe with the success of Black Pearl, Rentokil will reconsider the introduction of its own product to the UK market. Who knows?

## Seeing really is believing

Hearing about spectacular results is one thing. Seeing them is another. But judging by the vast number of dead mice seen at a Suffolk pig fattening unit, Black Pearl certainly produces the goods!

With a through-put of 1,600 pigs a year, Andrew Bridges (right) of Mill Green farm, Stonham Aspal in Suffolk, had, over the last three to four years, built-up a mouse problem of quite enormous proportions. His pigs arrive at three weeks of age and depart at 18 weeks. All are produced under the Farm Freedom label.

Having reached desperation stakes, Andrew contacted Command Pest Control for help. Local Command technician, Ivan Ambrose, recognised the severity of the problem and baited with Black Pearl in those pens currently un-occupied between pig 'crops'.

Within 20 to 30 minutes mice were spotted obviously effected by the alphachloralose. After 24 to 48 hours it was estimated up to 90% of the mice were dead and the farmer, Andrew Bridges, had only one word to describe the result: "Tremendous!"







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Bruce Schoelitz has developed a useful model to guide IPM thinking

# Greener pest control

## Can IPM solve urban pest management problems?

Integrated Pest Management or IPM is one of those terms which gets discussed by policymakers and, for want of a better description, the pest management intelligentsia. But what does it actually mean and is it something that pest management professionals can usefully employ in their day-to-day working lives? Associate editor Helen Riby reports on an interesting model, developed in Holland, which provides a structure to the thinking required to implement IPM.



Speaking at the German pest control event, Eurocido, in February, Bruce Schoelitz, an entomologist from KAD (Kenniscentrum Dierplagen), the centre for pest control knowledge in The Netherlands, outlined the approach that he has devised to help pest controllers apply IPM.

Whilst IPM will not necessarily be suited to every situation, following the thought processes in Bruce Schoelitz's model is more than just an interesting exercise and, knowing how innovative pest controllers can be, it could easily prove a useful tool to pin down the concept and turn it into practical pest control solutions.

### Too many definitions

Bruce began his explanation by asking his audience to raise a hand if they knew what IPM was. Most people indicated that they did, but when pressed, found it difficult to define. No wonder. There is no shortage of definitions. Bruce had found hundreds of different and detailed options which led him to conclude that his first step had to be to document a simple definition. He settled on: 'the goal of IPM is the management of pests by the integrated use of **multiple suppressive tactics**.' (Ehler, 2006) and added 'with the emphasis on pest prevention and pesticide reduction'.

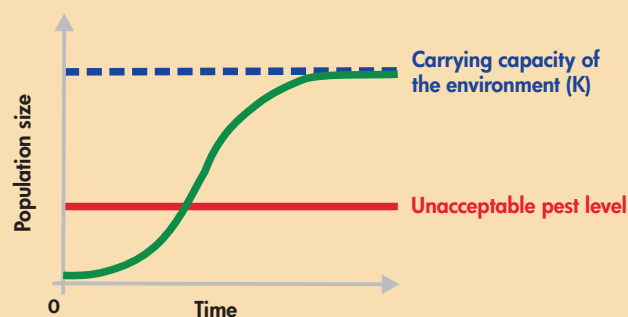
"To do IPM successfully requires an ecological understanding of the pests involved," he said. "It also needs an appreciation of the way pest populations grow." In fact it has been by looking at pest population growth that Bruce devised his IPM model for pest control.

### How do pest populations grow?

Pest populations usually start low, rise gradually and then take off. They continue to expand rapidly until the carrying capacity of their environment is reached. This simple concept of the carrying capacity is the natural ceiling on the pest population size. As Figure 1 illustrates, as the carrying capacity is reached, the rate of population growth slows and then stops.

To this graph he then added the red line. This is the population level at which that particular pest becomes unacceptable. So it is where

Figure 1: How pest populations grow



Source: KAD

the pests start to cause economic damage, pose a health risk or become just plain annoying. The position of this red line will vary with the pest species and the environment so, in a food factory, it will be practically zero for all pests, but in other situations, for example, nuisance flies in a domestic situation, the level will be rather higher. The goal of the pest controller is to reduce the level of the pest to below this unacceptable level and keep it there.

To summarise this in more scientific language:

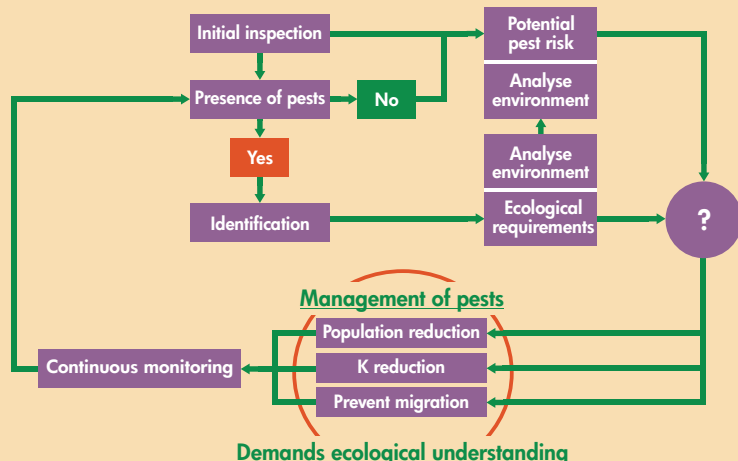
The population size at a time in the future ( $P_{t+1}$ ) equals the population size now ( $P_t$ ) plus all the births ( $B$ ) minus all the deaths ( $D$ ) that occur plus any migration in ( $M_i$ ) minus any migration out ( $M_o$ ) so we get the equation:

$$P_{t+1} = P_t + B - D + M_i - M_o$$

The pest managers job is to control the population size and keep it below the unacceptable level. Of course this could be achieved by an intensive spraying or baiting programme, in other words by increasing the death rate in the pest population. But the aim of IPM is to be greener and to use non-chemical methods first, followed, if justifiable, by chemical controls.



## The Integrated Pest Management process



Source: KAD

The diagram left, shows the whole process in schematic form. Bruce emphasised the importance of a thorough inspection at the outset to determine:

- Which pests are present;
- What the potential risks from other pests are.

He explained that when pests are found pest controllers must be sure they know which species they are dealing with and what their ecological requirements are. This information helps you work out what to do to get rid of the pests.

Analysing the environment is important too as this provides an insight into which pests have the potential to be a problem.

IPM is about using all this information on ecological requirements and the environment to answer the question how can I best get control of the situation?

Looking at the way pest populations grow provides an insight into some of the other ways that pest controllers can intervene to achieve the required reduction in pest numbers.

### 1 Reducing the carrying capacity

The first and most obvious action is to look to reduce the carrying capacity of the environment (K). Actions such as the removal of food, water and shelter and general good housekeeping will do this. Understanding pest behaviour helps you decide what to do. If it is possible to bring K below the acceptable pest level then the problem will be solved in its entirety. In practice this is very hard to achieve. But reducing K is definitely part of the IPM solution.

### 2 Preventing migration

Preventing migration into the area also reduces the population. This requires both organisational activities, such as checking for pests in incoming goods into a factory and structural actions including blocking holes, screening entrances and the like.

### 3 Increasing the death rate

The third and final management action is to increase the death rate by trapping and/or the application of pesticides. IPM is not, as some people think, anti-pesticides, rather it is about using them to complement other activities. Obviously, increasing the death rate will also reduce the birth rate.

However it is important to recognise that both actions 1 and 2 above rely to a great extent on customers. IPM therefore requires close cooperation with customers and, more often than not, client education.

### Maintaining control

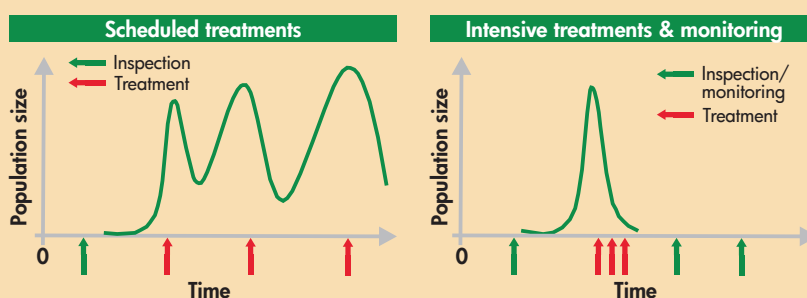
But there's more to pest management than just gaining control. Maintaining control and preventing pest re-infestations and pest explosions is equally important. When it comes to keeping control, this IPM model has plenty to offer.

Analysing some common pest control strategies against the model clearly shows why they don't work. For example, in Figure 2 the charts on the left shows how a pesticide-based solution with scheduled visits and focusing exclusively on increasing the death

rate, fails to solve the problem. It results in a series of pest peaks and troughs. It is far better, as shown in the right-hand chart, to really get on top of the problem with frequent visits and then follow up with a comprehensive monitoring programme.

Monitoring is another essential part of IPM – visual inspections, insect lamps, pheromone-based systems, non-toxic baits and so on. It is essential because environments are dynamic and carrying capacities can change. It is also essential because early detection is crucial. Remember the population growth curve, if you can see the population beginning to grow and intervene at that stage, before it goes above the unacceptable level, or before the pest population grows too big, gaining control will require much less effort and less pesticide too. This is IPM.

Figure 2: Pest control strategies



Source: KAD

## In summary

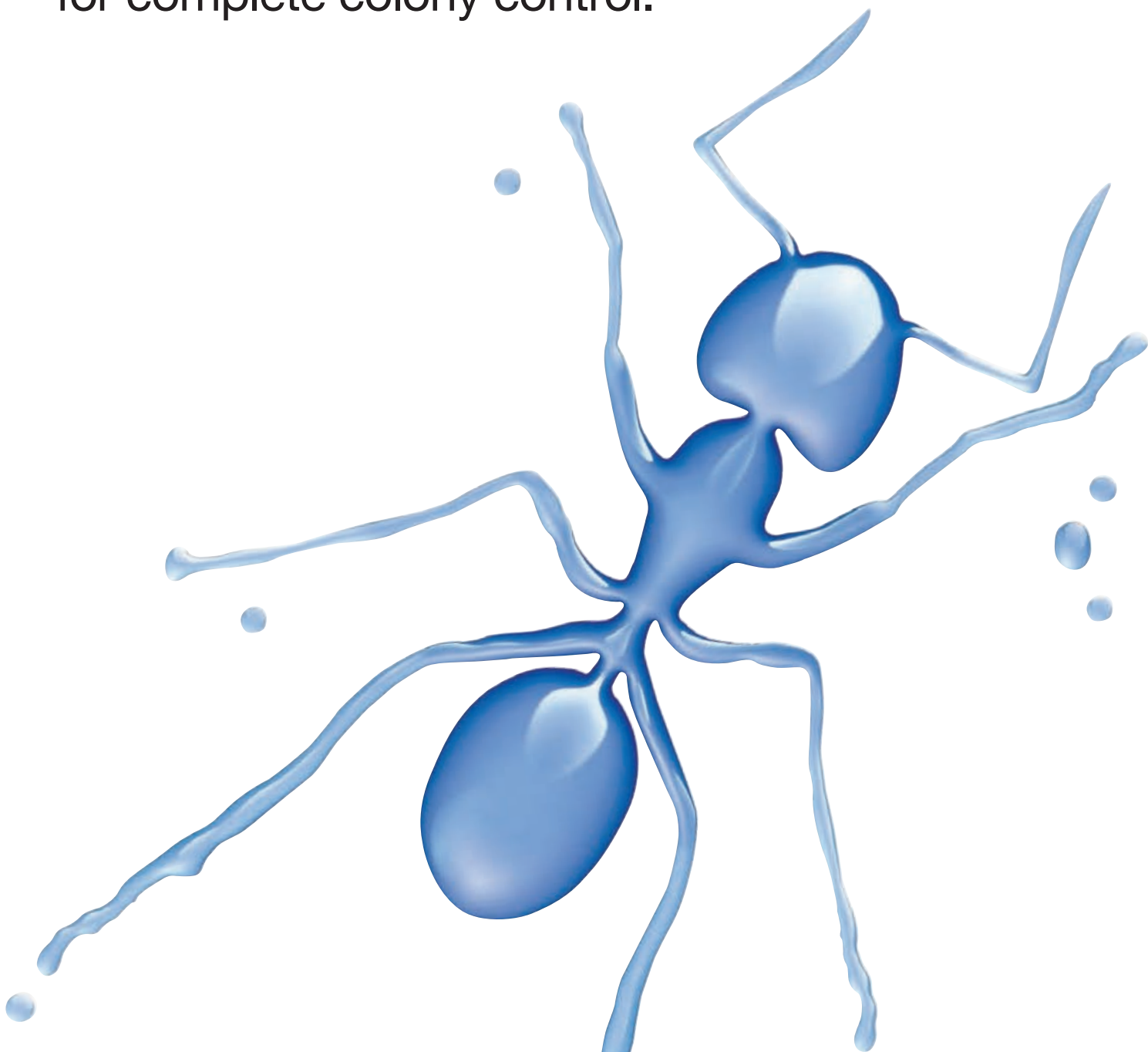
IPM in pest control is a combination of:

- Reducing the carrying capacity of the environment;
- Preventing migration;
- Controlling the pest population (if present).

It relies on good ecological understanding of the pest to inform decision making, a thorough inspection of the environment which is at risk of infestation and regular monitoring.

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# Putting precision into ant control



*Lasius niger*

## BASF introduces new Formidor liquid

In the same way they've revolutionised cockroach treatment, modern insecticide baits are providing pest controllers with an increasingly effective and acceptable way of dealing with the problem of ants in UK homes, restaurants, hospitals, offices, warehouses and other buildings. Roland Twydell, insect control specialist at BASF, discusses how ant behaviour can effect control strategies.

The complex social structure and ubiquitous nature of ants, however, makes them particularly difficult to control. This means successful ant baiting demands precision treatment carefully planned to take full advantage of the insect's natural behaviour.

This is the experience of BASF insect control specialist, Roland Twydell who points out that ants haven't become one of the world's most successful insects by chance.

"Clear divisions of labour between different groups of workers – scouts, foragers, larvae feeders and sentries – as well as between workers, queens and drones (reproductive males) ensure highly efficient colony establishment and development," he explains.

### Prolific egg laying capacity

"Their social structure also allows ant colonies to survive and thrive despite the elimination of vast numbers of visible workers. Especially so since egg-laying queens and vulnerable larvae tend to be located deep in relatively inaccessible and, in some cases, multiple nests. This makes direct nest treatment equally unsuccessful, allowing colonies to be re-populated rapidly from surviving eggs and larvae, not to mention the queens' prolific egg-laying capacity.

"While spraying foraging workers or nests at best tends to give only temporary respite from ant problems, modern insecticide baiting is an extremely effective way of



**Roland Twydell, insect control specialist at BASF Pest Control Solutions**

addressing these particular control challenges. It ensures the most complete colony control by harnessing the natural trophallactic behaviour of ants in which foraging workers are exclusively responsible for bringing food back to the nest to sustain all the other workers, developing larvae, any drones and queens.



© Nils Pospischil

*Tetramorium caespitum*



© Nils Pospischil

*Lasius emarginatus*



© Nils Pospischil

*Lasius flavus*

"Even so, our extensive work and practical experience in North America where they are the single most common pest shows that effective ant control depends on getting baiting just right," he stresses. "At the same time, it is best supported by physical preventative measures and, where immediate elimination of visible ants is important in sensitive locations, with targeted insecticide spraying."

As far as baiting is concerned, Roland Twydell highlights good insecticide choice, bait formulation and baiting practice as the three critical considerations in dealing with some of the main ant species causing problems.

### Main problem species

Unsurprisingly, perhaps, most UK ant problems tend to involve species attracted to human foods with high sugar contents. The most common of these sweet-feeders are black garden ants (*Lasius niger*), yellow ants (*Lasius flavus*), red lasius ants (*Lasius emarginatus*) and pavement ants (*Tetramorium caespitum*) all of which generally nest outdoors.

"Effective exploitation of trophallaxis is the key to successful control in all these species," Roland Twydell insists. "Only by ensuring sufficient insecticide bait is transferred throughout the entire colony by foraging workers will all the larvae and any queens be controlled to give complete colony collapse."

"For this to happen, the active ingredient has to be undetectable to ants, yet powerful

enough to be lethal when ingested or physically transferred in minimal quantities. At the same time, it has to be sufficiently delayed in its action to allow workers to bring the bait back to the nest and distribute it widely before succumbing.

"The vast majority of insecticides fall down in at least one of these vital respects, with fipronil standing out amongst very few other options for its balance of all three attributes.

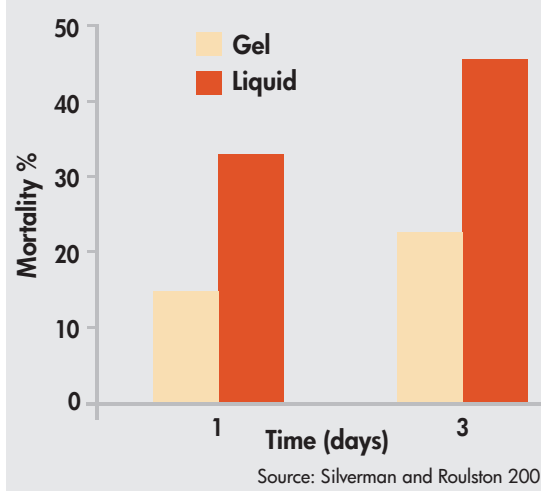
"Of course, the formulation must also be highly attractive and appealing to ants to stimulate the greatest possible feeding," he adds. "And research shows the bait needs to be in liquid form for the most rapid and effective active ingredient uptake and redistribution throughout the colony too."

### Liquid performs best in trials

Replicated ant trials have shown more individuals at a time feed on a gel than a liquid and remain there more than eight times longer. Despite this, however, those feeding on the liquid were found to consume around five times more than the gel-feeders per visit. A natural consequence of their adaptation to feeding on honeydew, these findings underline the fallacy of judging ant baits by the number of individuals they appear to attract.

Furthermore, parallel trials with 30 workers allowed to feed for just five minutes on liquid and gel baits incorporating the same concentration of fipronil showed around

**Fig 1: Comparative ant mortality of 0.005% fipronil liquid and gel baits**



double the mortality amongst colonies of 500 workers from the liquid formulation (Figure 1).

This clearly demonstrates the importance of the physical form of the bait as much as its attractiveness and palatability in maximising both uptake and trophallaxis.

### Rapid initial worker uptake

"We've used this detailed understanding of ant behaviour to develop the new insecticide bait we are launching across the UK from this season," Roland explains. "Containing 0.05% fipronil, Formidor is carefully formulated to be highly attractive to sweet-feeding ants while only being effective from 12 - 24 hours after consumption. Its syrupy, honeydew form maximises initial worker uptake and transfer throughout the colony, while its low dose killing power ensures the most complete colony control through trophallaxis."

To support treatment and guard against re-infestation, he also advocates regular cleaning of floors and surfaces to remove spillages and ant scent trails; good disposal of kitchen scraps and food waste; permanent sealing of access points with flexible caulk; and, wherever possible, ant-proof food storage.

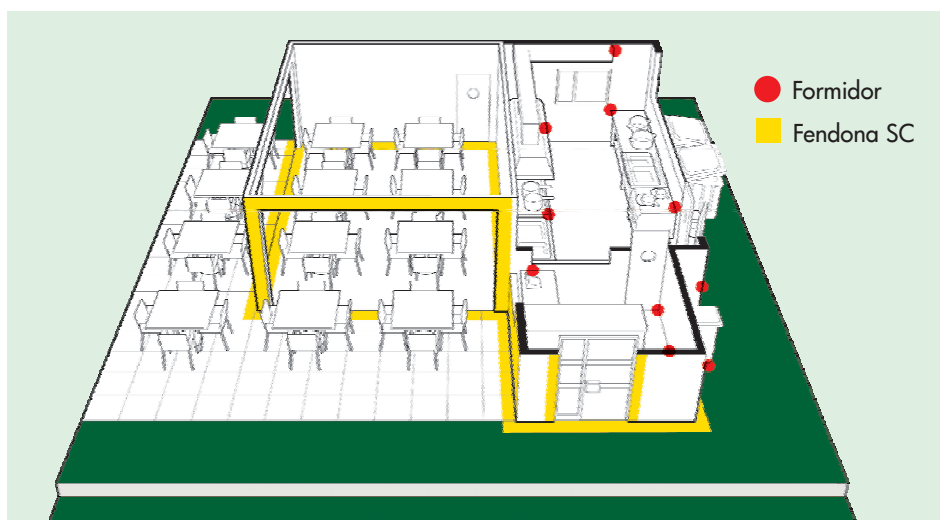
"Ant baiting will typically take between 10 - 14 days to give complete colony control," he observes. "So, where rapid elimination of foraging ants is important in sensitive locations, it may need to be complemented with the tactical spraying of a fast-acting and persistent alpha-cypermethrin formulation like Fendona."

"This should be targeted at indoor ant trails and wall/floor junctions, include typical entry points around windows, doors, drains

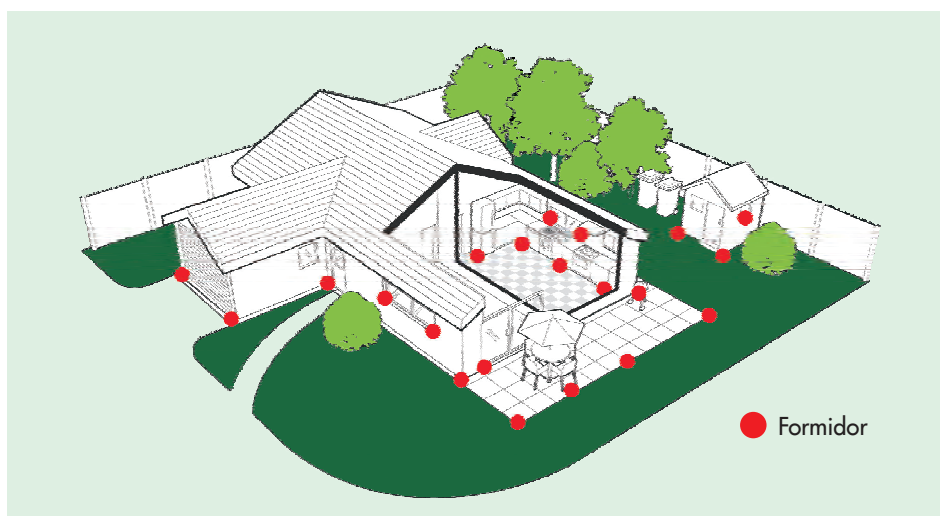


BASF's new ant control product, Formidor, makes the most of trophallaxis (the exchange of regurgitated food) to ensure bait is transferred throughout the colony





*In sensitive locations, such as the restaurant above, Formidor is best used in tandem with tactical spraying of Fendona SC for rapid elimination*



*In domestic settings Formidor is applied along active foraging trails and as close to nest sites as possible*

## Five steps to good baiting practice

Alongside the right insecticide and formulation, Roland Twydel recommends five key elements of baiting practice for the greatest success in ant control.

Specifically:

- Cleaning indoor areas and removing alternative food sources before treatment;
- Placing indoor bait points close to known or suspected ant access points, avoiding areas previously treated with repellent insecticides;
- Focusing outdoor bait points along active ant foraging trails and as close to nest sites as possible;
- Placing outdoor baits on non-porous surfaces protected from the rain, preferably in specialist bait stations;
- Fully informing customers of the programme and bait point locations, warning them not to clean them away or use other insecticides near them.

and pipe runs, and avoid ant trails in the vicinity of bait points." As well as the immediate elimination of obvious signs of infestation while complementary baiting achieves full colony control, thorough perimeter treatment with such a repellent insecticide will provide a valuable short-term barrier to further ant entry.

"It's important to appreciate that effective baiting-based ant control through well-managed internal, perimeter and external treatment in this way fundamentally depends on a thorough inspection of infested premises to identify ant access points and trace the main foraging trails as far back to nest sites as possible."

"The fact that most nests are likely to be outdoors and that trails can be very difficult to pinpoint when conditions are wet, means premises should be inspected in dry weather, wherever possible," he concludes.



*Ants are perfectly adapted to consuming liquids, hence liquid baits will generally deliver excellent results*

# Fumigating grain shipments

Some of the far reaching consequences associated with the fumigation of grain shipments came under the spotlight at the first BPCA Fumigation Conference held at the Association's Pride Park office in Derby on 27 March.

BPCA's first Fumigation Conference attracted some 25 delegates representing a cross-section of organisations from food companies and grain merchants to professional fumigators. Chaired by the Association's Richard Moseley the focus for the day was the use of phosphine gas in bulk grain shipments.

The three presenters were Acheta's Mike Kelly, who advises companies on fumigation and regularly lectures on the BPCA fumigation diploma course; Dr Anne Wilson a medical consultant, who now works for the Public Health Agency in Northern Ireland and practical fumigator, Tony Pereira-Moleiro of Termapest.

The metallic phosphide products that produce the phosphine gas are the same ones used to control vertebrate pests such as moles, rabbits and rats. Because phosphine is highly toxic it must be treated with respect. It is also now the only fumigant approved in the UK and, as Richard Moseley stressed, if the industry cannot get its house in order and ensure good stewardship, the government has made it clear that approvals will be revoked. Much progress has already been made through the RAMPS initiative which, to begin with, has focussed mostly on the use of these products for vertebrate pest control, as featured in **Pest** issue 18.

## Consequences of error

Mike Kelly highlighted some of the more extreme consequences of getting it wrong. For example, when the wrong formulation – magnesium phosphide – was selected for a shipment of grain travelling from the port of Marseille in southern France. The result was a dramatic explosion ripping off one of the hatches to the hold just two days into the voyage. Fortunately no-one was injured. At the opposite end of the scale Mike told of a shipment from Uzbekistan where the grain was so dry that there was no reaction at all and consequently no insects killed!

Ensuring fumigations are carried out responsibly in countries other than the UK is outside the remit of BPCA, but bad practice is not confined to foreign parts, as Tony Pereira-Moleiro pointed out. Tony explained how grain shipments are being declared gas free and safe to unload before they should be. He suggested that commercial pressure was to blame. Shippers want their

vessels turned round quickly and customers want to take delivery of their goods without delay. But he reminded fumigators that if it is their signature on the gas free certificate and something goes wrong then the buck stops with them and the liabilities can be huge. What if, for example, the customer's premises have to be closed down because of gas contamination, or worse still, if someone is taken seriously ill, or even dies.

Tony emphasised that there is much more to venting a vessel than just opening the hatches. He also raised concerns about the current position where many fumigators pass their diploma but never do refresher training.

Speaking from the audience, David Cross, chair of RAMPS, was able to explain the position of the metallic phosphide products under the Sustainable Use Directive for plant protection. Under this regulation, by the end of 2014, purchasers and users of metallic phosphides for plant protection uses will have to hold an appropriate certificate and will be required to re-sit an exam every few years to prove their competency. In future, such requirements are also likely to be

introduced for uses under biocodes legislation.

Dr Anne Wilson from the Public Health Agency in Northern Ireland talked about the toxicity of phosphine gas and the symptoms associated with poisoning. For low levels of exposure these are non specific – headache, dizziness, confusion, weakness, chest tightening, cough vomiting, diarrhoea, muscle pain – which probably means cases of mild exposure go unreported.

## Ripple effect

She also explained the lengths that Agencies have to go to, to prepare contingency plans for possible chemical incidents such as at ports. If, for example, the port of Belfast had to be closed due to phosphine, the impact on petroleum and oil supplies would be immense since 80% of Northern Ireland's supplies come through Belfast. There is also potential to cause harm to people as some 13 million ferry passengers pass through the port every year. She described these far reaching consequences as the ripple effect.

Comments from the floor during the day highlighted some of the problems associated with container shipping. There was anecdotal evidence of containers not being labelled correctly because it costs more to ship them when they are labelled as 'under gas'. BPCA plans to hold a second conference to specifically look at this topic.



Left to right: Richard Moseley, Dr Anne Wilson, Tony Pereira-Moleiro and Mike Kelly



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Above, Bob Rosenberg, Senior Vice President of NPMA, gave the opening paper on green pest control in the USA

# A warm welcome at Eurcido 2012

Although cold outside, the welcome at Eurocido 2012 in February was warm and friendly. Held in Dortmund the event celebrated its tenth anniversary this year. As Eurocido is held every two years, this means at 20 years, it must be one of the longest established events in Europe. Organised by the German pest control Association the exhibition covered 3,600 m<sup>2</sup> compared to 2,200m<sup>2</sup> in 2010 and there were almost 50% more exhibitors –up from 65 to 90 this time. Visitor numbers were about 1,500, which is the same as two years ago, but the majority of these are the decision makers. Maybe that's because, uniquely among the European events, there is a Euro 25 charge to enter. Detailed reports on the exhibition and the seminars are on the **Pest** website.

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



Rainer Gsell, national chairman, of the German pest control Association with **Pest** editors Helen Riby (centre) and Frances McKim

Right, Bell was delighted to be awarded the prize for best new product innovation. Voted for by the exhibition visitors – this went to Protecta Evo Express!



Right, getting to know you! SX and P+L staff meet at Eurocido, which almost immediately followed the announcement that P+L had acquired SX



Killgerm organised a musical celebration, marking 25 years of serving the German market, and accompanied by the now famous Killgerm mouse!



Left, British manufacturers Agropharm, from High Wycombe in Buckinghamshire, were on the look out for European distributors



Above, all smiles on the BASF Pest Control Solutions stand



Smile you're on camera



Deeside-based Russell Environmental Products were out in force

Left, AgriSense launched its bed bug monitoring trap



Staff from Silvandersson (Sweden) were on hand to greet customers from Europe and further afield



## Formidor said to be formidable!

A novel, high efficacy insecticide bait called Formidor has been launched for use by pest controllers requiring complete and reliable ant control, says manufacturer BASF Pest Control Solutions. The bait is virtually odourless to humans and is approved for use both in and around domestic and commercial buildings.

The product is primarily recommended for controlling black garden ants (*Lasius niger*), yellow ants (*Lasius flavus*), red lasius ants (*Lasius emarginatus*) and pavement ants (*Tetramorium caespitum*). Based on the active ingredient, fipronil, it is no stranger to the UK market, as this is the same active as used in Goliath cockroach bait.

The 0.05% concentration of fipronil is carefully balanced so the insecticide only begins to have a lethal effect between 12 and 24 hours after ingestion. This ensures workers have sufficient time to share the bait widely with adults, larvae and queens throughout the colony before succumbing.

Ready-to-use Formidor comes in convenient 25 ml dropper bottles for greater speed and ease of application. One 3-4 mm diameter drop should be placed every 30 cm along visible ant trails, starting as close to the nest as possible. In normal use BASF calculates each 25 ml bottle of Formidor should be sufficient to treat around 250 metres of ant runs.



[www.pestcontrol.basf.co.uk](http://www.pestcontrol.basf.co.uk)

## Battle against the bed bugs

New to the UK market are three products introduced by Barrettine Environmental Health, designed to combat the bed bug invasion.

Now the manufacturer's European partner, Barrettine has introduced the Bedbug Beacon CO<sub>2</sub> active monitor for the detection of bed bugs. The product reproduces CO<sub>2</sub> drawing bed bugs, both adults and nymphs out of their hiding places – a critical factor for both accurate monitoring or to ascertain if a room is bed bug free.

The Bedbug Beacon is easy to work with, lasts for at least five days at a time and comes with enough supplies for two sessions.

Also new from Barrettine is the Bed Bug Blue faecal testing kit. This is a simple and inexpensive test kit designed to identify faecal spots left behind by hidden bed bugs. After only one minute it is possible to determine if the black spots under suspicion are actually from bed bugs or not. Bed Bug Blue will turn blue for bed bug faecal spots whether they are new or old (up to two years old) as long as the spotting has not been wiped down with cleansers or other chemicals.

This product could present a new service for pest controllers to offer. It is a very professional and scientific way to carry out a survey to prove, or not, that bed bugs are causing problems.

Finally is the Cimex Eradicator. This is a cost effective and portable steamer, providing an innovative and effective method to eliminate bed bugs. It produces super-heated dry steam up to 180°C. Barrettine says, that laboratory tests, along with field trials, have shown that a Cimex Eradicator treatment eliminates 100% of eggs and larvae, as well as a high percentage of adult insects.

It is ideal for use in private houses, hotels and other types of accommodation and transportation.



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

## White addition to join original all stainless steel model



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

Joining the original Chameleon Vega model launched last spring, comes the new white version, featuring a Zintec steel body with a white powder-coated finish.

Equipped with energy-efficient T5 14-watt UVA tubes powered by a state-of-the-art electronic ballast, this combination is set fair to guarantee efficient fly control, with a coverage area of 150m<sup>2</sup>.

The design of the Chameleon Vega allows for quick, easy and tool-free service which saves time and money. The front cover simply opens outwards and stays open through a self-locking mechanism. The elimination of a catch tray further improves and speeds-up maintenance. The glue board is interchangeable with other Chameleon range fly trap which further alleviates servicing and reduces stock-keeping costs.



## No nasty niffs

Available in a range of formulations, the Airicide odour control range is a counteractant that is released gradually and uniformly into the air.

It is not just an air freshener, it is made to merge with and change the geometrics of odorous molecules in the air, so they will not be recognised as offensive when they reach the nose, explains distributor Killgerm. They can be used to eliminate foul odours from bacterial growth, cooking, smoking, pets, chemicals etc.

The range includes the PX19 cabinet (with associated PX19 microcell refills) which has adjustable side vents to control the release of the odour counteractant. It can be installed anywhere using double-sided tape. PX17 odour counteractant pots are moulded blocks of special absorbent polymer which release the concentrated odour counteractant gradually into the air.

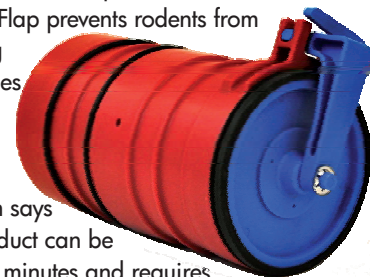
Px60 RTU foul odour eliminator spray is also available.



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

## Rodents bared

Working along similar principles to other non-return rodent products on the market, the Rat Flap prevents rodents from entering properties via drain pipes. Killgerm says this product can be fitted in minutes and requires no specialist equipment or expertise. Rat Flap is manufactured in the UK using 100% recyclable materials.



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

## Cluster Buster

Also new from Killgerm is the Cluster Buster – a simple, economical trap to eliminate cluster fly problems. The flies are captured in quicksand causing rapid dehydration. It also prevents flies from refreshing the pheromone trails that lead even more flies back in. The first set of traps will last up to two years on average; three to four years for subsequent traps.

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

## Regulatory changes

Whilst it is always interesting to hear what's new, users need to keep abreast of any label amendments or product withdrawals.

### Changes to Talunex and Phostoxin labels

At the end of March 2012, as a result of regulatory risk assessments there has been an amendment to the usage instructions for both these products containing aluminium phosphide for rat, rabbit and mole control. Burrows, runs and harbourages cannot be treated if they are less than 10 metres from any building occupied by man or animals. The previous conditions of use referred to a distance of three metres away from occupied buildings.

### Tenopa must all be gone by end of July

UK pest controllers have until 31 July 2012 to use up stocks of Tenopa insecticide from BASF.

Tenopa contains the active substance, flufenoxuron and the requirement to withdraw the product comes from national arrangements, recently published, following last autumn's decision by the European Commission not to include the insect growth regulator, flufenoxuron, on Annex 1 of the Biocidal Products Directive.

This means that, as of 31 July 2012, the product loses its approval for sale, supply, storage, use and disposal.

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Use biocides safely. Always read the label and product information before use. Products contain (L-R) Silicon Dioxide 50%; Bromadiolone 0.005%; Permethrin 0.46% & d-Allerthrin 0.13%. \*Conditions apply. Offer open until the end of May 2012.

## BASF's best practice ant control guide

A specialist guide to best practice European ant control has been published by BASF Pest Control Solutions to help pest control professionals tackle the species that cause the most problems in homes, hospitals, restaurants and other buildings.

The latest in the company's series of SMART Pest Control Guides, the 12-page booklet identifies the key problem-causing species and vital elements of their biology and behaviour that need to be harnessed to ensure the most reliable, long-term control.

It sets-out a clear strategy for treatment based on quality baiting to achieve complete colony control complemented by support spraying where rapid knockdown is required. It also covers the use of

physical measures to guard against re-infestation from new colonies.

Copies of the guide, which also provides specific advice on making the most of high performance BASF Pest Control Solutions insecticides, are available free of charge to pest controllers from [www.pestcontrol.basf.co.uk](http://www.pestcontrol.basf.co.uk) or by calling the technical services team on 0161 488 5355.



## Pest & Predator Control

This British Association for Shooting and Conservation (BASC) handbook, published by Quiller Publishing, makes a useful addition to their existing range of practical handbooks. Admittedly designed primarily for gamekeepers, this hard-backed book, running to 120 pages – all in colour – provides an excellent resumé of wildlife pest management.

It starts by detailing the various legal requirements, followed by individual chapters covering the various means of fox control, trapping ground predators with tunnel traps, snaring, cage trapping of corvids as well as non-lethal methods of control. Not surprisingly, a whole chapter is devoted to poisoning i.e. the use of rodenticides. Although familiar territory to pest controllers, this section is bang up-to-date and appeals for the correct and responsible use of rodenticides so as to avoid secondary poisoning of non-target species.



Throughout, colour pictures are used to illustrate the various techniques and the variety of suitable equipment. The section on trapping – of small ground predators i.e. rabbits, stoats and rats – is particularly useful and includes photographs of the various traps that can legally be used, along with instructions on how to set and place them. Mink are also covered, as are birds (having identified the appropriate legal procedures) and squirrels, where both shooting and trapping are discussed.

Price £16.95 ISBN 978-1-84689-085-7 from [www.countrybooksdirect.com](http://www.countrybooksdirect.com)

### Pest verdict:

Invaluable to practical pest controllers either as a resumé of activities or if starting-out in this area.

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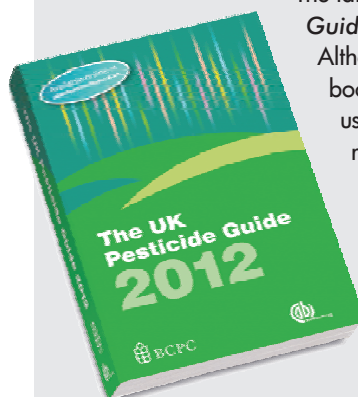
*Expert Pest Control Solutions Since 1924.*



## 2012 UK Pesticide Guide

The latest edition of *The UK Pesticide Guide* has recently been published. Although this is a vital reference book for all those involved with using pesticides in the agricultural market, it is also of benefit for some pest controllers. For example rodenticides are included, as are the agricultural uses of certain products e.g. in grain stores.

Price £44.50 from BCPC at [www.bcpc.org/bookshop](http://www.bcpc.org/bookshop)





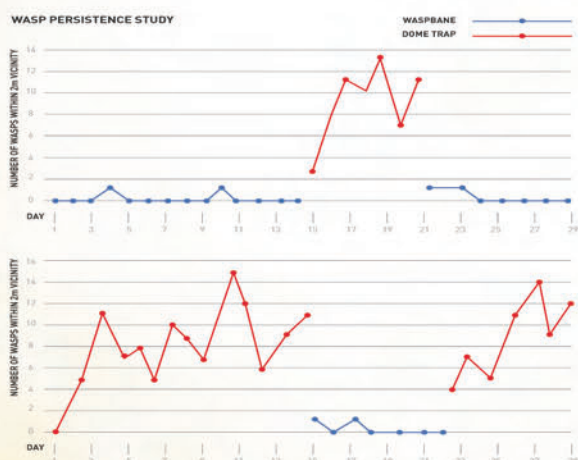
# Health and Safety **ALERT**

An article recently published in the Cardiology Journal\* suggests that the number of people killed in the UK each year by wasp stings could number in excess of 1000.

It now appears that wasp stings can trigger heart attacks in a number of susceptible people several days after being stung. This is known as

## **Kounis Syndrome.**

**WaspBane** is the only high efficiency wasp trap on the market proven to reduce risk by up to 97.5% compared to other traps.



Wasp persistence cross over studies have shown that that unlike other traps, WaspBane reduces the number of wasps persisting in the area to be protected.



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\* Sinkiewicz et al. Allergic Myocardial Infarction, Cardiology Journal 2008, Vol. 15, No. 3, pp 220-225

## Take the Pest Test

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

Try to answer them all in one sitting and without referring back to the article.

**Take care as some questions may have more than one correct answer so tick all the answers you believe are correct.**

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

- 1 Why is Lodi's Black Pearl different to other mouse killers?
 

<input type="checkbox"/> a) It's available in sachets	<input type="checkbox"/> c) It's not a poison
<input type="checkbox"/> b) It's based on a brand new active ingredient	<input type="checkbox"/> d) It's sold as a concentrate
- 2 What is the most important factor to consider when deciding whether or not to use alphachloralose?
 

<input type="checkbox"/> a) The likelihood of a good bait take	<input type="checkbox"/> c) The product price
<input type="checkbox"/> b) The room temperature at human height	<input type="checkbox"/> d) The month of application
- 3 Left to their own devices, what factor will eventually limit the size of a pest population?
 

<input type="checkbox"/> a) Too few females	<input type="checkbox"/> c) Interbreeding causing genetic problems
<input type="checkbox"/> b) Too many aggressive males	<input type="checkbox"/> d) The carrying capacity of the environment
- 4 Which of the following activities is **not** part of IPM?
 

<input type="checkbox"/> a) Close cooperation with customers	<input type="checkbox"/> c) Inspection and monitoring
<input type="checkbox"/> b) A good ecological understanding of pests	<input type="checkbox"/> d) Ditching all pesticide-based solutions
- 5 What did the replicated trials with 0.005% fipronil liquid and gel bait show?
 

<input type="checkbox"/> a) The bait attracting the most workers works best	<input type="checkbox"/> c) Almost twice as many ants died with gel bait
<input type="checkbox"/> b) Almost twice as many ants died with liquid bait	<input type="checkbox"/> d) The form of bait made no difference to death rates
- 6 Typically how long does ant baiting with fipronil take to achieve complete colony control?
 

<input type="checkbox"/> a) 1 to 4 days	<input type="checkbox"/> c) 10 to 14 days
<input type="checkbox"/> b) 5 to 10 days	<input type="checkbox"/> d) Around 28 days

Name: \_\_\_\_\_

Organisation: \_\_\_\_\_

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PROMPT account number: 200 \_\_\_\_\_



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Month	Day	Event	Venue	Find out more
May	16-18	10th International Fumigants & Pheromones Technical Conference	Indianapolis USA	<a href="http://www.insectslimited.com">www.insectslimited.com</a>
July	11-13	FAOPMA 2012 Conference & exhibition	Adelaide South Australia	<a href="http://www.aepma.com.au">www.aepma.com.au</a>
September	6-7	Third Annual Bed Bug University Summit	Red Rock Casino, Las Vegas USA	<a href="http://www.bedbugcentral.com/summit">www.bedbugcentral.com/summit</a>
October	17-20	PestWorld 2012	Boston USA	<a href="http://www.npmapestworld.org/pestworld2012/">www.npmapestworld.org/pestworld2012/</a>
November	7	PestTech 2012	National Motorcycle Museum Birmingham	<a href="http://www.pesttech.org.uk">www.pesttech.org.uk</a>
	14-16	FAOPMA 2012 Conference & exhibition	Espace Champerret Paris, France	<a href="http://www.parasitec.org">www.parasitec.org</a>



# Nominate your favourite products

Products are eligible if launched between 1 January 2011 and 31 August 2012

Nominations have started to come into the **Pest** office for the Best Product Award 2012, but there's still plenty of time to get your favourite onto the shortlist.

This year the qualifying period has been extended, so products launched between 1 January 2011 and 31 August 2012 are eligible. And remember you can nominate as many products as you would like, so don't wait to see what's going to be launched over the coming months, get your suggestions in now.

A quick look at the new product pages in the last seven issues of **Pest** shows there's plenty to choose from. There's SX Environmental's re-introduction of Biopren last autumn, Lodi's Black Pearl mouse killer, launched at PestTech in November, Bayer's new rodenticide, Rodilon, introduced in the summer, when Bird Free Optical Gel was also featured. Barretine's Romax Rodent Seal, Bell's new Protecta Evo-Express bait station and Avishock from P+L all featured in our last edition. If it's electronic devices that switch you on then look no further than the Wisebox from Scanwise, which was also introduced at the start of this year. Alternatively, what about one of the wireless inspection cameras from Barretine and Killgerm, or Killgerm's pocket sized motion sensor camera to capture pest activity, remotely and with infra red for night vision? Then there is a whole range of different bed bug monitors and EFks. One thing you can't accuse this industry of is a lack of innovation!

By nominating products for this prestigious award you will be showing your support for the effort manufacturers and distributors

put in to find all these new products. To make a nomination fill in and return the form below or email [editor@pestmagazine.co.uk](mailto:editor@pestmagazine.co.uk) with your product list. Please include your name, organisation and contact telephone number in your email.

## Nomination form

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

1

2

3

4

5

Name:

Organisation:

Tel:

Email:

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

For all the legal stuff visit [www.pestmagazine.co.uk/content/newsitem.aspx?id=750](http://www.pestmagazine.co.uk/content/newsitem.aspx?id=750)





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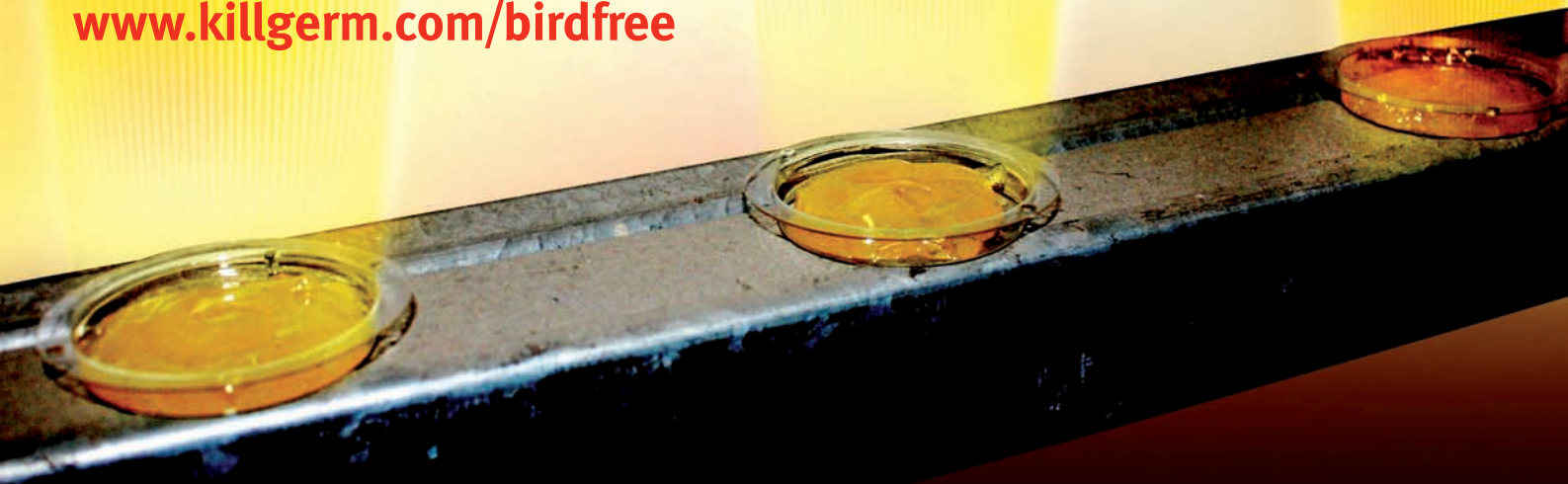
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