

The independent UK pest management magazine

Baiting: Is change on the way?

Issue 21 May & June 2012



TV foxes spark yet more controversy



Cotswold super ants controlled



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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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A bumper issue

The mood of the pest control industry continues to be optimistic according to the second National UK Pest Management Survey organised by BASF Pest Solutions and ourselves at **Pest**. Whilst there are some signs that those working in local authority pest control units are less positive over the medium term, they too have proved surprisingly resilient. Turn to page 7 for our report. This feature is just one of a record number in this bumper issue which, for the first time, runs to 44 pages. We have a particular focus on ant control with an independent review of the new products now on the market – see page 33. Also in this issue we have an in-depth review of Philips EFK lamps, whilst our cover story looks at the controversial subject of permanent baiting. Speaking of controversy foxes, once again, caused pest controllers' collective blood pressures to rise as they watched the Channel 4 Foxes Live programme. Turn to page 11 for news on this and other TV coverage for pests and pest controllers. Finally, whilst we are never short

of things to write, we cannot do so without the backing of our advertisers and we would like to thank them all for their continued support.

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AgriSense now Suterra

By the time readers are viewing this edition, the AgriSense company as we knew it will be no more. As from 1 June, this well-known South Wales manufacturer of attractantbased insect pest monitoring and control products will be known as Suterra.



AgriSense has been in existence for over 25 years and was purchased by Suterra in 2006. This move to its new name completes the company's integration into

its new corporate family.

Pest Guard win award

Manchester-based Pest Guard North West is feeling rather pleased with itself after scooping the Green Business of the Year 2012 award presented by the Pride of Tameside Award (Buy with Confidence) Trading Standards.



on the web

MITIE flying high

Three pieces of news will please all those involved with the facilities management company, MITIE. First, they announced financial results showing yet another year of growth - profit before tax increasing by 8.9% to £94.5m.

Then they have bagged two rather nice pest control contracts. MITIE was the successful bidder to take-over the pest control contract at Leeds City Council. This was previously held by Rentokil (see Pest Issue 9 May & June 2010) who decided not to re-tender. Commencing on 1 June, it is for a threeyear period with the option on two further one-year additions. The second new job is as part of a full servicing contract (including pest control) at Birmingham airport.

People on the move

Its farewell to.....

After 22 years working originally for Sorex and subsequently for BASF, Shirley Wilson turned-off her office computer for the last time in early May. Shirley retired from her sales



responsibility post for urban pest control and agriculture in the UK and Ireland. In 2010 she was inducted into the Pest Control News Hall of Fame.

The office at Bower Products is certainly going to be guieter when Tina Huggins departs at



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Show

some point in the near future. Tina has been with Bower for over 25 years, during which time she has done virtually everything although her official title is credit control and office manager. The industry will remember her most for her always cheery face on the Bower exhibition stands.

Tina Huggins

All change

In an announcement made in mid-May, Jonathan Peck is to stand down as managing director of Killgerm Group. Jonathan, who has been chairman and group managing director of Killgerm Group since its inception, is handing over the dayto-day commercial management of the Group to a new managing director – Rupert Broome.

Rupert has for the last nine years been Bell Laboratories' international director for Europe, the Middle East, Africa and Asia. He joined Killgerm on 16 June and will be responsible for developing the Killgerm Group's commercial activities.

The departure of Rupert has necessitated changes in responsibilities at Bell. Agostino (Tino) Panetta, currently Bell's regional manager for southern Europe and based in France, is to become European business manager. In the UK, Brady Hudson is adding on the web responsibility for agricultural sales to her current role.

And we welcome.....

Dorin Pop has joined Bayer as field sales support manager. Dorin will be responsible for all technical support to the professional pest control product ranges.

He joined the team earlier in the year and brings with him a wealth of knowledge and experience. He is based at the Cambridge office.



Laurence Barnard

BPCA has a new marketing and communications officer with the appointment of



Rupert Broome, left, with Jonathan Peck

Laurence Barnard. His role will include the development and maintenance of the websites, social media, online and email marketing as well as the management of Professional Pest Controller (PPC) and alexo magazines.

Before joining the BPCA he worked in marketing at the University of Derby, covering a similar portfolio of responsibilities.



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Gauntlet thrown down by officials over illegal pesticide storage

Workers who use pesticides are now being warned they risk prosecution if they fail to follow the law for storing them safely.

This fresh warning from Natural England and the Health and Safety Executive (HSE) follows the successful prosecution of Andrew Bray. from Heachem in



Norfolk. Mr Bray was fined £1,000 over two pesticide offences. Norfolk police officers found nine pesticide containers of aluminium phosphide stored in an unlocked garden shed when they searched the home where he lived with his young son. Eight of the containers held Luxan Talunex, which is no longer authorised for storage and use in the UK, and the other held Rentokil Phostoxin.

The pesticides had not been stored in a metal or fire-resistant cabinet and there was no warning sign on the unlocked shed. Some of the containers had been opened and resealed after use - a practice which could have led to the release of dangerous gas if they had come into contact with water. The labels on many containers were also decayed and difficult to read.



Russell IPM awarded a second **Queen's award**

Congratulations - again - to Dr Shakir Al-Zaidi and all the team at Russell IPM for this year receiving the Queen's Award for Enterprise in the category of Innovation. Receiving this second award is a real triumph for Deeside-based Russell IPM. It was only last year that the company was awarded its first Queen's Award in the WWW category of International Trade.

Bees gain friends

A recent report commissioned by Friends of the Earth and undertaken by the University of Reading, claims the growing use of pesticides is contributing to the decline of bees. Albeit this was mainly in the agricultural sector - but pest control must do its bit to protect bees. To promote their findings, campaigners dressed as giant bees protested outside the recent Chelsea Flower Show.



Marathon man

To most of us couch potatoes, running to the post is guite enough but to run a marathon doesn't bear thinking about!

So congratulations to David Hall, product manager for Rentokil Products, who recently completed the London marathon in a very respectable five hours and 21 minutes – and wait for it – he was dressed as a angry red bird.

This was his sixth marathon in total and his fourth London one. He was running in aid of the Meningitis Trust, raising about £2,700 which included a little support from **Pest** publications. David would like to thank all the suppliers, colleagues and friends who supported him.









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The National UK Pest Management Survey 2012

Optimistic outlook

The people who work at the sharp-end of pest control are broadly optimistic about the future of the UK pest management industry, according to findings in the second National UK Pest Management Survey. Jointly organised by BASF Pest Control Solutions and **Pest** publications, the 2012 survey recorded that two thirds of those responding felt prospects for the coming year were good or very good. That view changed very little over the medium term (five years).

Looking at the way the different groups in the survey responded however some notable differences were identified. In particular, those working in local authority pest control departments, were markedly less optimistic than their colleagues in the private sector, whether they were pest technicians and managers in private companies or self-employed pest controllers. Even so 58% said prospects over the next 12 months were good or very good, an increase over the 2011 survey when just under half felt that way. Over the medium term, however, local authority people were much more uncertain, with just 28% believing their prospects were good over the next five years and almost as many describing prospects over that time frame as poor, or very poor.

In sharp contrast, 75% of those working in private companies were optimistic over the coming year, rising to 82% over the five year term. 62% of self-employed pest controllers felt prospects were good or very good over the next 12 months, rising to 73% over five years. These figures were slightly down on the 2011 scores but interestingly the number describing prospects as poor, or very poor, also fell.

This optimistic mood was also reflected in actual performance where 40% of those working in private companies said that business was good and profits up in 2011, up from 31% in 2010, with 53% describing profits as satisfactory given the state of the economy. For the self-employed two thirds were satisfied with their profitability in 2011.



Pest control prospects







owner/managers

The second National UK Pest Management Survey 2012 was conducted amongst **Pest** readers at the sharp-end of pest control, including self-employed pest controllers, pest technicians, managers and owners of pest control companies and local authority pest control units.

It was an online survey so only those who had registered an email address were included and was conducted in March this year, 12 months after the first survey. With a 20% response rate, a good geographical split and a reasonably even split between the three groupings, it provides a valuable whole industry perspective. It should be noted however, that those local authorities which have opted out of pest control are unlikely to be **Pest** readers and will not therefore have participated.

May & June 2012

pest 7

What pest controllers get up to at work

Rodent control takes up around half of all pest controllers' time with wasps also a significant activity. Despite all the hype about bed bugs they still only scored 5% (4% in 2011).

Local authorities are even more focused on rats and mice (60%) with wasps taking up around a fifth of the local authority workload. Interestingly, whilst bed bugs only account for 4% of local authority pest management activity, 94% of all local authorities in the survey do get involved in some bed bug work, that is up from 88% in the 2011 survey. 89% of local authorities also do some cockroach work even though, once again, this represents a small (4%) of their total workload.

Self-employed pest controllers spend a fifth of their time dealing with wasps. But rodent control is their biggest activity with rats (24%) and mice (19%). Some 14% of the self-employed pest controllers' workload is tackling other problem mammals – rabbits, moles, foxes and so on. Only around half of this group do any bed bug work, with a similar proportion involved in cockroach control and bird management.

Bird management is more likely to be undertaken by private companies. It accounts for 10% of their activities and 78% of this group have some involvement in bird management. Private companies also spend a lot of time dealing with rodents (45% split 50:50 between rats and mice) and wasps (11%). This group also has the biggest involvement in bed bug control, which accounts for 7% of their activity, with over 80% of the companies in the survey doing some sort of bed bug work. This is an increase over the 2011 survey which showed 70% were involved in bed bug control.



Treatment costs

For most jobs time accounts for around twothirds of the treatment cost, which means travel, product and other costs are typically less than 33%.

Time spent as proportion of total treatment cost All replies

Rats	66 %
Mice	66%
Cockroaches	65 %
Bed bugs	69 %

Future growth

Looking at the way pest controllers see their work changing in future the survey found:

- Bed bug control continues to be the area of work most pest controllers predict will be increasing in the future. Notably, more private companies saw this as a growth activity compared to the self-employed and local authorities.
- Far more of the self-employed predict an increase in rat and mouse control work than either private companies or local authorities.
- The self-employed foresee other mammal control work as more of a growth area than private companies, while a net 15% of local authorities see this activity reducing.
- The self-employed also see better prospects for increasing wasp control work than either of the other two groups.
- In contrast, bird management work is seen as a particular growth area by private companies.
- Reasonable growth in insect control activity is foreseen by both the self-employed and private companies, but a net 7% of local authorities see a reduction in this activity.

Changes expected in pest control activities

Where it all happens

Overall around half of all pest control activity takes place in domestic dwellings, with around a third in the commercial sector, which includes hotels, restaurants, offices, shops and factories. Some 7% takes place on farms, with 6% in public institutions, such as schools, hospitals and prisons. Based on the 2012 survey findings, very little pest control activity is taking place in sewers – recorded at just 1%.

Once again, however, there are significant differences between the three sectors.

The focus for local authorities is domestic dwellings at 72% (75% in 2011) with commercial work accounting for just 14% of council pest control activities. Interestingly, in the 2011 survey we recorded 70% of local authorities

undertaking some commercial work in hotels, restaurants, office and factories but in the 2012 survey, only 56% stated that they were doing any sort of commercial work. This result seems rather counter intuitive as, against a background of cutbacks, it might be assumed local authorities would look for more, not less, commercial work.

The domestic sector is also important for the self-employed with 50% of their activity in domestic dwellings. Farms are identified as a significant location for this group at 12% (down slightly from 15% in the 2011 survey).

A quarter of jobs completed by private pest control companies are also domestic but for this group, unsurprisingly, there is a greater emphasis on commercial work, which accounted for a total of 58% of all activity.

Activities by location All replies

Biggest barriers to control

Not surprisingly, the local authority group identified local authority cutbacks as the most important barrier to effective pest control in the UK, whilst the self-employed and private companies saw this as the least significant barrier. Clearly, the private and self-employed sectors view local authority cutbacks as more of an opportunity than a threat.

All sectors identified financial pressure on customers and DIY control as presenting substantial barriers to effective pest control. Poor professional practice is more widely viewed as an important barrier by private companies and self-employed pest controllers than local authorities. Private companies also see increasing product use restrictions and declining pesticide ranges as more important barriers than the other two groups. All sectors see increasing physiological and behavioural resistance to rodenticides and insecticides as relatively minor issues.

Pest control barriers

Contracts

As a supplementary question in 2012, we asked about the split of commercial work between contracts and one-off jobs. Private companies' work is split 72% contract; 28% one-off, whilst self-employed and local authority commercial work is more 60:40, in favour of contracts.

Purchasing decisions

The 2012 survey also looked at the factors influencing product selection.

All sectors rate pesticide performance as by far the most important criteria in bait and spray choice, with a proven active ingredient in second place.

Lowest unit cost is the least important criterion, particularly for the self-employed.

Good manufacturer technical support is also of relatively little importance, although those in private companies see good distributor technical support as markedly more important than the selfemployed.

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TV Stars Is there no end to the public's appetite for pests and pest control?

The great British public – or is it simply TV producers looking for a subject which is cheap and easy to cover? – seem to have an insatiable appetite for all things creepy, stinky or slightly revolting! Pests are an easy target as everyone one of us has encountered them at some time – even if it is just that large spider in the bath. But just like the spider scenario – people look to someone else to sort out the problem for them. Enter the pest controller.

The general public displays a very mixed response to pests. Few would argue that rats running uncontrolled around their house, or out in the street, should not be eliminated. But wait, there are plenty of folks who keep rats as pets – admittedly bred for this purpose.

In the last few weeks we have all been introduced to Miss Snooks – a fox who has her own one-bedroom flat, equipped with a den made out of cardboard boxes and blankets and enjoys being served her favourite meal of chicken and honey.

Foxes now sort after as pets

Miss Snooks and her quite dotty Bristolbased pet shop owner, Steve Edgington, have sparked a potential nationwide trend – keeping foxes as pets. As Gary Williams of Urban Wildlife exclaimed: "I'll scream if I get yet another phone call asking if I can find someone a fox cub to have as a pet." Miss Snooks and a whole raft of wild foxes featured over several nights on the Channel

Urban fox seminar

Hot on the heel of the Foxes Live programme, Gary Williams and Anne Summers of Urban Wildlife Solutions have set up an Urban Fox Seminar. The objective is to bring some sense to the urban fox debate. It will be held on 23 November 2012 at The Churchgate Hotel, Old Harlow, Essex and follows on from the successful Urban Badger conference, see **Pest** Issue 20 – March & April 2012. 4 programme – Foxes Live. Wild in the City – which ran between 30 April and 9 May. For four hours we were treated to endless footage of sweet and cuddly fox cubs romping around urban gardens.

Who would disagree with the 'ah factor' at this stage in their lives – that is until it's happening in your garden. But cubs grow into adult foxes and then the fun really starts. Even so most of those with adult foxes in, or visiting, their gardens seemed unwilling to do anything about them – and perish the thought someone might want to get rid of them – and yes that does involve killing them – as this is the most humane way of dealing with this pest.

To their credit, Danny Thatcher and Brian Redpath of B&D Pest Control were prepared to have a film crew out with them when they were catching and then despatching a fox.

As Danny explained: "I like foxes but everything has its correct place and urban gardens are not designed for foxes. I'm not ashamed of what I do. It's a service which needs to be done and I'd much rather we carried it out in a professional and appropriate manner."

After each programme, you could switch to More4 for a further half-hour debate on the programme just shown. Danny stuck to his guns and appeared on this too and he certainly did not let either himself, or the industry down. It would seem some viewers didn't share his opinion, as Danny has subsequently received death threats for his activities.

Inside Nature's Giants' presenter, Mark Evans, fronted Channel 4's Foxes Live. Wild in the City

Broken TV sets!

Judging by the comments sent into the **Pest** office, there were probably several broken TV sets up and down the country, as readers threw things at their tellies in frustration. One email from Terry Fricker of Buckinghamshire-based Rentakeeper Environmental Services sums up the majority of your views. He exclaimed: "So the 'treehugger' world of Beatrix Potter has taken over the presenters, researchers and pretty much everyone featured on this series of programmes!

"Essex man with a litter of fox cubs under his patio decking and he does not want the problem sorted as any straight thinking individual would. However, he is surprised and perturbed by the stench and wants someone to stop the smell but to leave the family of foxes there!"

In between the webcam fox den slots, viewers were asked to submit their fox sightings. From these, the programme's scientific adviser, Dr Dawn Scott from the University of Brighton, calculated that over the last 20 years there had been a 20% increase in urban foxes with the population now standing at 40,000.

Pest checked this out with Professor Stephen Harris of the Mammal Research Unit at Bristol University, who most would agree is the top independent expert in this field. His view is that the fox population has actually declined, especially in certain areas where mange has been devastating to numbers. His estimate of the current urban fox

Foxes Live. Wild in the City

During this series of programmes on Channel 4 viewers were asked to participate in a survey to record their opinions on urban foxes. A total of nearly 10,000 viewers replied.

The key findings presented on the show can be summarised as follow:

- At the start of the programmes, 79% of respondents liked foxes. This figure rose to 86% by the end of the programmes;
- Yet the more people actually see foxes, rather than view them on TV, the less keen they are on them;
- 70% of homeowners in London see a fox at least once a week of which;
- 20% claim they have been disturbed by foxes, in particular by their noise;
- Women like foxes more than men;
- Older people like foxes less than younger ones;

- 12% of respondents regard foxes as a pest rats score 48%, mice 23%, cats 22%, birds 17% and badgers 6%;
- 40% of respondents wanted some form of fox control whilst 40% did not;
- 6-7% of respondents reported they had experienced a fox attack on their pets;
- 1.5% said foxes had actually entered their homes.

Problems caused by foxes

population is 33,000. Interestingly, he was vigorously wooed by Channel 4 to be in the programme, but declined saying: "I felt their approach was highly questionable and verging on unethical."

Another figure which may well lodge in the minds of the general public, or even within the pest control industry, is that there are 20,000 professional pest controllers in this country - well that's according to yet another TV programme – *Dirty Britain*. Quite how they – with their extensive inside knowledge of pest control – know this 'fact' remains a mystery. In the recent survey undertaken by the British Pest Control Association of local authorities (see page 36 in this issue) it states there are 972 pest controllers in local authorities –

Jim England dealt with a really bad pigeon infestation in the Dirty Britain programme

if this sector accounted for say 25% of the total UK market that would only give us 3,888 pest controllers in the UK – or if using a lower 15% market share, this still only gives us 6,480. A long way off the 20,000 quoted!

Dirty Britain explored the dirty secrets about the way modern Brits live. It was split into two episodes and was shown on ITV 1 on 15 and 22 May. Sharing the limelight with

Manchester sewer men, cleaners at Cheltenham racecourse and window cleaners, with responsibility for the Gerkin building in London, was Jim England from Protex Pest Control Services. In the first episode Jim was shown tackling a bed bug infestation in student accommodation in Hatfield and, in the second, he was featured undertaking what must have been one of the largest ever pigeon clearance jobs in a still occupied domestic house.

The pigeons, having originally gained access via holes in the roof, had taken over the entire top floor. The condition of the property was so severe Newham Council had served a clearance order. In Jim's own words: "It was really bad. The quantity of droppings, feathers and nest material required two skips to take it all away."

To eliminate the 40 or so pigeons, Jim was left with the only option of shooting them with an air rifle. Overall he has received very positive feedback, except for a couple of emails complaining about shooting the pigeons.

Fascination with bed bugs continued on the One Show on BBC1. This was finally screened on the 23 May, the date originally advised to the **Pest** office. In a short piece, the programme explored what sort of buggy reception Olympic visitors to London were about to receive. Thinking little had been done, they were somewhat disappointed when they discovered this is far from the truth.

Film crews were out at the offices of Bed Bugs Ltd where David Cain was quizzed about what to look out for if anyone suspects an infestation and also how to avoid being bitten. Two sisters were interviewed who had unfortunately provided dinner for these insects, along with some clips of Cryonite being used. Making a repeat appearance on the silver screen, Charlie, the now well-known Labrador bed bug detection dog, owned by Adam Juson of Merlin Environmental, was also filmed seeking-out and finding bed bugs in a top London hotel.

Bed bug experiment on Embarrassing Bodies

In the name of scientific research, *Embarrassing Bodies* – also on Channel 4 – decided it was going to undertake its own experiment. Having worked through their usual quota of wonky willies and bouncy boobs, Dr James Logan, the programmes newly acquired scientific consultant based at the London School of Hygiene & Tropical Medicine, undertook his own bed bug experiment. The aim was to recreate a real-life infestation in a special secure laboratory designed to replicate a bedroom – this turned out to have been a port-a-kabin on a caravan site near Royston in Hertfordshire!

The fake bedroom was seeded with two bed bugs. The room was them left for a total of six weeks by which time they estimated the population had grown to 76. The research assistant, Angela Kaye, then slept in the infested bed so the programme could monitor how

Help or hindrance?

So, to conclude. Has all this coverage helped or hindered the industry? Agreeing to feature in a TV programme is always something of a lottery. It should be remembered that TV, even 'factual' programmes, need to entertain. Having said that, without exception those who have been brave enough to be filmed have come out of it well – judging by the volume of business their appearances have generated.

Longer term, this coverage must help to raise the public's awareness of pests – the challenge faced by the industry is to ensure their demands for pest control are met in an ethical and professional manner.

Channel 4's Embarrassing Bodies programme got into the pest control act and conducted an experiment with bed bugs

long it took the bugs to locate and bite her. Introduced into the exercise was Midas, a wire haired Hungarian viszla detection dog from Medical Detection Dogs who sniffed out the infestation. The bed bugs were supplied by Bed Bugs Ltd and John Trevethick from Axatac Pest Control was shown spraying the port-a-kabin to eliminate the pests at the end of the experiment.

CEN standard's team meet in London

The British Standards Institute office in Chiswick, London was the venue for the recent 4th meeting of the pan-European steering group that is developing the first ever International Pest Management Service Standard in the world. International pest management business consultant, Rob Fryatt, who chairs the European Standards Institute CEN TC 404 workgroup, reports.

Excellent progress is being made in developing the new European standard for Pest Management Service. There is a process, set out by CEN, that must be followed and we are on track to deliver the new standard by the end of 2013. The next milestone is the publishing of a document for public consultation. As a result of the discussions at the London, and other recent meetings, the group is confident that, at its next meeting in the autumn, it will be able to endorse such a document, ready for public consultation.

CEN TC 404 is the workgroup co-ordinated by the European Standards Institute (CEN) and comprises representatives from over 18 European countries.

Leading role for UK

The European group is comprised of delegates nominated by their national standards bodies such as BSi in the UK. The UK delegation is led by Dr Chris Suter, representing RSPH. Other groups involved include representatives from the BPCA, NPTA, CIEH, BASIS and other organisations.

Within the European group, the UK is playing a strong leadership role, along with myself as the CEN appointed independent chair, Chris Suter and Peter Whittall, chief scientific officer of Rentokil Initial, both lead important sub groups. Other sub groups are led by the Italian (UNI) and German (DIN) standards bodies. The UK delegation is completed by John Charlton representing the CIEH.

We were able to take advantage of the UK location of the meeting to invite Simon Forrester from the BPCA and Iain Turner

European standards touch our daily lives – the size and layout of your credit card, the way your mobile can work abroad, the environmental standard of your washing machine and, increasingly, services such as travel agents and Gas Safe technicians. from NPTA as observers. Iain commented "I was amazed by the level of discussion, especially as for most of the delegates they are speaking in their second or even third language".

Simon added "From my involvement with CEPA I knew there was a common desire throughout Europe for this standard, but to experience the high level of consensus in the discussion convinces me we are doing the right thing for our members"

In Spain, Germany, Malta and France the pest management industry already operates under a national service standard and the group are able to benefit from this experience. In Spain the national industry association, ANECPLA, is working with the Spanish government to convert its standard - which like all standards is voluntary - into law. Milagros Fernandez de Lezeta, Director of ANECPLA is clear in her vision: "Converting our standard into law will raise the level of professionalism in our industry and help us to eliminate the poor levels of service we still experience. We are enthusiastic that once the industry works to the same standard across Europe our whole industry will benefit," she continued. "Once the standard is published I would urge all national associations to work to incorporate it into national law."

Across Europe there are more and more companies and individuals contributing to the development of the standard every day. The belief is that having a standard to demonstrate and measure service will be of benefit to clients when contracting services and will allow all pest control companies – small and large – to be assessed equally.

At the meeting in London, delegates from Poland and Ireland were welcomed for the first time. There are national groups in many countries that reflect the one established by BSi in the UK. More than 200 individuals are directly contributing their skills and time and on behalf of the TC404 Workgroup, I would like to thank them for their contributions.

How can **Pest** readers contribute? We expect to publish the draft standard for public consultation early in 2013 and we will be asking all the membership organisations to circulate this to their members and encourage feedback and comments.

What happens next?

The workgroups come together in Italy in a couple of months to complete the first edition of the draft standard. This will then be circulated to each national standards body to review at their next meetings set for September. The European Workgroup (TC404) will then review all their comments in the autumn and agree the draft for public consultation. We will keep **Pest** readers upto-date with progress in future editions.

UK observers: Simon Forrester, far left, and Iain Turner, far right, with UK Steering Group delegates: Peter Whittall, second from left, and Chris Suter

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Traditional values count at Barrettine

As a company, Barrettine is able to trace its roots back to 1879. Many of the traditional values under which it has operated throughout its business life still remain as strong as ever today. Yet product innovation is not overlooked, with many of the products manufactured and sold being technologically bang-up to date and sustainable for the future. **Pest** editor, Frances McKim, attended the recent Open Day and then called-in to see Barrettine 'at home'.

Barrettine Group managing director, Steven Bailey

Conveniently located near junction 18 on the M4, the early days of the company can be traced to nearby Bristol – and to be precise – the docks. Bristol has been a major port for centuries and once stood second only to London in the amount of trade it handled. In 1879 Mr J V Barrett set-up J V Barrett & Co – the forerunner of today's operation, The Barrettine Group. The company traded in such products as whale oil, shellac, linseed oil, fish oils, coal tar, tractor and automobile lubricants and oils – but, at that time, most of their goods centred primarily on the maritime fleet.

With the eventual demise of the shipping industry, the company diversified and expanded as chemical producers, blenders and specialist packers.

Ownership change

Ownership of the business changed in 1972 when Barrettine was bought by the Bailey family – and to this day it remains a family business. As managing director, Colin Bailey ran the company for many years, and is still chairman today. Colin's son, Steven has worked his way up within the divisions and, for the last seven years, has been at the helm as Group managing director.

Best known to **Pest** readers is the Environmental Health division. This was added to the portfolio over 20 years ago with the acquisition of a small London-based company called Machinery and Chemicals.

Barrettine not only now acts as a distributor for virtually all the leading pest control research & development companies, but also manufacturers a number of its own branded products.

So, it is from these roots, accompanied by hard work and organic growth, that we have the totally independent professional pest control distributor we know today.

Basic values are also key to their success.

Always prepared to go the extra mile

"We never take our customers for granted. We must always remember they have a choice of where they can buy their products and services," explains Steve Bailey. "Our ethos across the Barrettine Group is to treat our customers how we would want to be treated by our suppliers – to be prepared to go that extra mile. To deliver on what we say we will do," concludes Steve.

Chris Parmiter, divisional director in charge of the Environmental Health group echoes these views: "We aim to always offer our customers first-class quality products, with good service and good back-up."

The customer's first point of contact with the company is frequently the sales team in the Warmley office. Ellen Rogers is responsible for sales support and export orders and is more than likely to know each customer by name.

> Ellen and her team have all been on a range of independent pest control courses, so are more than able to talk knowledgeably about the pests and products.

In fact training is another activity Barrettine takes very

TRUSTED BY THE PROFESSIONALS

seriously. For many years the company has run courses, both at Warmley and at a number of venues across the UK, on a whole range of relevant pest control topics.

As far as field support goes, Helen Ainsworth is the latest addition to the team. She joins Chris Parmiter and David Haskins and between them they look after the pest control customers, whilst David Shelton specialises in the agricultural and amenity sectors.

Embracing new technology

Looking to the future Steve feels that although chemicals in general, and pesticides in particular, frequently receive bad press, their vital role in maintaining public health must never be overlooked. A more recent trend is the desire coming from the market place for 'greener' and more environmentally sustainable products. "Our strategy has always been – and will continue to be – to embrace new technology in all its forms," explains Steve.

"Innovation and moving with market forces is vital," Steve continues. "Take as an example two new and innovative products we recently introduced, both with an excellent environmental profile – Romax Rat CP and Oa2ki aerosol. So we were more than delighted when **Pest** readers voted these as the winners, in consecutive years, of the **Pest** Best New Product award."

This is not the only award won by the Barrettine Group. Most notably this year, Barrettine Products was awarded 'Supplier of the year' by Dulux Akzo Nobel.

"Despite being totally independent, all four divisions follow the same core values – so this was a massive achievement for the company, a real team effort across all departments and a very proud moment in our history," concludes Steve.

Barrettine – the bare bones

The Barrettine Group has an annual turnover approaching £20 million and around 70 employees.

Activities are broken into four autonomous divisions:

- Barrettine Environmental Health the sector of the business known to those within the pest control industry.
- Barrettine Products manufactures and sells a range of wood preservatives, wood oils, decorating sundries and ranges of cleaning and maintenance products for builders' merchants, decorating suppliers and the like.
- Barrettine Industrial manufactures and distributes a number of solvents and other raw materials, mainly in bulk, to other companies in the chemical industry.
- Woodman Hill is a contract packing company specialising in formulating and blending liquids, powders and gels for third parties.

Awaiting your call – the Barrettine Environmental Health team. Left to right: Hadrian Bridges (warehouse manager), Ellen Rogers (sales support & export manager), Chris Parmiter (divisional director), Sue Hunt (senior sales support advisor), Helen Ainsworth (technical sales manager), Kelcy Harvey (senior sales support advisor), David Haskins (technical sales manager), Nakita Przytocki (purchasing & stock control manager), David Shelton (technical sales manager) and Steve Bailey (Group managing director)

Neglected no more Cotswold 'super ant' meets its maker!

It is not every year that a new insect pest is found in the UK. However 2009 was one such year. For the media, news of a new invasive ant thriving in the Cotswolds was irresistible, with 'super ant' stories running in most of the national newspapers. Clive Boase, of the Pest Management Consultancy, relates how he was called in to solve the problem.

Residents on the famous Hidcote estate in Gloucestershire, now managed by the National Trust, had for many years been doggedly trying to deal with outbreaks of small black ants in their homes, while gardeners on the estate were also troubled by the same ants in greenhouses and flowerbeds.

Invasive species identified

National Trust and English Heritage specialists became involved, and the ants were eventually identified as *Lasius neglectus*, an important invasive species, never previously found in the UK. This ant originates from the near East, but colonies have been discovered recently in several European countries. The ants were likely to have been introduced as nests within pots of ornamental plants from overseas, destined for the gardens.

Nests of this new import, *Lasius neglectus*, are typically found under paving slabs or pieces of wood, and become interlinked to form a 'super-nest' which may cover several hectares.

The worker ants feed mainly on aphid honeydew, but also take live invertebrates and so reduce biodiversity. However, the ants are also active indoors in large numbers, where they are not only a nuisance on food but also, strangely, are attracted to wiring and electrical sockets. Unlike our common black garden ant (*Lasius niger*), indoor problems are sometimes as bad in the winter as in the summer.

Neglectus or niger?

L. neglectus is not easy to separate from our native and very common black ant, *L. niger*. There are various microscopic differences, but the most obvious difference (once you are familiar with it) is that *L. neglectus* workers are noticeably smaller than the common black ant. In addition, *L. neglectus* appears not to hibernate, with high activity sometimes being reported indoors in mid-winter.

The Hidcote experiment

Surveys at Hidcote in 2009 confirmed that the ant was present in cottages, the manor house, glasshouses and was widespread across several hectares of gardens and parkland.

Attempts had previously been made to control the ants using conventional residual insecticides, but, not surprisingly, there had been no lasting effect. The ant gel based on imidacloprid from Bayer (Maxforce Quantum), is already successfully used against other pest ants in the UK, so following discussions between the National Trust and Bayer, a project was established to determine its effectiveness against this invasive ant.

> In the spring of 2010, ten estate cottages with ant problems, were selected for treatment. Ant numbers were monitored using adhesive crawling insect monitors, baited with honey.

For each assessment, the monitors were placed at several locations in and around each cottage, left in place for 48 hours, and then removed and examined. Ant catches varied from nil up to c 900 ants per monitor.

Maxforce Quantum was applied using a gel applicator, at a rate of 0.2g per m² of floor area.

Lasius neglectus, left, although smaller, is not easy to separate from our native and very common black ant, Lasius niger pictured right

Indoors, beads were applied into small, protected cracks, crevices and openings. In addition, treatments were applied around the external footings of the buildings, to protect against re-invasion, although no systematic attempt was made to control the ants in the gardens. Gel was applied externally, either into protected crevices, such as around window frames or air bricks, or was applied in plastic bait tubes that were protected under a brick. In areas where pre-treatment ant numbers were very high and bait depletion occurred, the treatment was topped-up in the weeks after the main treatment.

Typical Hidcote cottages

The gel proved highly palatable to the ants, with ants often feeding on the gel within minutes. The lethal effect set in rapidly, with ants visibly reduced in a couple of days, and within a week of treatment monitor catches were reduced by over 90%.

Residents reported accumulations of dead ants both inside and outside buildings. By a month after treatment, ant numbers in treated buildings were still suppressed by about 80% (Figure 1), and numbers remained low through to the end of the summer, four months later. The following spring (i.e. 2011, twelve months after the treatments), residents reported that ants were still much reduced compared to previous years.

More to come?

Overall, the residents at Hidcote were very pleased with the outcome of the Maxforce Quantum treatments. Results indicated that the treatment not only rapidly reduced nuisance in homes, but also reduced the long-term potential for recovery of the infestation. *L. neglectus* will be added to the Maxforce Quantum label, enabling future treatments against this invasive ant to be carried out routinely.

Beyond Hidcote, the extent of this species in the UK is not known. However given the extensive horticultural trade between southern Europe and the UK, and the challenge in separating *L. neglectus* from our own *L. niger*, it is likely that there are other UK infestations waiting to be 'discovered', and treated.

Maxforce Quantum application

Dead ants on the floor of a treated cottage

Figure 1: Trends in ant numbers in Maxforce Quantum treated and untreated

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Not all lamps are the same

To the uninitiated one UV lamp for an electronic fly killer looks very much like any other. But scratch a little deeper and there is a whole world of cutting-edge technology behind the development and manufacturer of these products – as **Pest** editor, Frances McKim, discovered when she accepted an invitation to visit Philips Lighting at Roosendaal in the Netherlands.

Hosts for the visit were Ad van den Brandt, who has global responsibility for marketing in of the Health & Industry sector of Philips Special Lighting, along with his colleague Dr Xaviera Reynhout, who is in charge of European sales for this sector. Both are relatively new to this part of the Philips portfolio, so they are able to approach the pest control industry with two pairs of fresh eyes. So both were asked to expand on their views on challenges to the industry and what the future may hold.

"Cost always seems to be a factor which comes up time and time again when discussing the selection of lamps for use within an electronic fly killer," exclaims Ad van den Brandt. "But really it's quality and performance that should be considered and the benefits these bring. We need to

Fact file

Philips, or to give the organisation its full name, Royal Philips Electronics of the Netherlands is a diversified health and well-being company, focused on improving people's lives through timely innovations. It was founded in Eindhoven in 1891 by Gerard Philips and his father Frederik.

Headquartered in the Netherlands, Philips is a massive company, employing approximately 122,000 people in more than 60 countries worldwide with sales of EUR 23 billion in 2011.

The company is organised into three main divisions: Philips Consumer Lifestyle, Philips Healthcare and Philips Lighting. It holds 53,000 registered patents illustrating the innovative nature of the company and around 39,000 registered trademarks. encourage our distributors to sell these benefits to their customers."

Commenting on this, Dr Xaviera Reynhout said: "With high performance lamps there are savings in energy costs – the cost of making the lamp in the first place, of installing it in a customer's premises and then of running it. Each step offers a saving. If a customer, say in a food factory, can effectively use three lamps instead of four, in a large facility with maybe hundreds of lamps, the savings are substantial."

"Traditionally all those who service EFKs have it firmly in their mind that a UV tube needs changing each year due to the fall-off in UV-A output. Yet, with the advances incorporated within the Actinic Master range, this is no longer the case. Effective output can be offered for a two year period," explains Ad. "I'm delighted that, increasingly, there is a swing towards the measurement of light intensity levels. Some of the international food standards bodies, for example AIB, are working towards modifying their standards away from a compulsory annual change."

Philips has certainly embraced the environmental benefits this new technology can offer as is evident from the features now built into their lamps. And throughout the offices and within the factory, this 'green' message is very evident.

But, like all industries, the only thing that is certain is change. New regulations, such as the Restriction of Hazardous Substances (RoHS) have to be navigated. One of the most recent challenges has been the rocketing prices of the rare earth elements required as ingredients within the fluorescent phosphor coating. China controls 95% of

From Philips Special Lighting, Dr Xaviera Reynhout (left) and Ad van den Brandt

their production and the price of elements such as terbium and europium have increased 1,000 fold over the last year. Manufacturers, but certainly not Philips, may well try to cut corners on their use, leading to poor performance warns Ad.

And for the future, Ad comments: "The use of UV light to control insects is both efficient and environmentally sound – so I predict this use is going to grow." Xaviera points out that compact lamps are becoming increasingly popular as they offer greater design possibilities, especially for use where they can be seen by the client's customers.

For the longer term LED lights seem a strong possibility, but at the moment they are expensive and do offer some technical challenges. "Maybe in ten years time they'll be here," quips Ad.

Who knows? But one thing is for certain – with the expertise, commitment and resources behind this company, Philips is bound to be at the forefront.

A Master Actinic BL lamp with its distinctive green end

www.pestmagazine.co.uk

From glass tube to top quality lamp

In this series of pictures, the objective is to capture the essence of how a fluorescent lamp is manufactured. The process is very high tech, hot, noisy and yet spotlessly clean. This production line, one of six at Philips in Roosendaal, can manufacture 14 million tubes a year. Although tubes longer than those a pest controller would use are featured, the production process is exactly the same.

Manufactured in Poland, the pre-cut glass tubes are transported by lorry to Roosendaal

Unpacked, the tubes await the first step in their transformation. The 'shoulder' is visible on each tube

Once loaded, the tubes are first washed with demineralised water and then coated with the fluorescent phosphor powder applied as a water suspension

Exiting the coating machine, excess fluorescent phosphor coating is caught for recycling

Quality is paramount

Throughout the manufacturing process, quality control is rigorous.

As the sequence of pictures on the right show:

- 1 The entire production line is computerised and every stage is monitored by CCTV.
- 2 Samples are taken from each batch manufactured for testing
- 3 A very expensive piece of kit. This spectro-photometer checks the tube for the correct wavelength of light

Next, the glass parts of the stem are melted together with the lead-in wires

The sealing machine then melts the stems to the tubes in which the filaments are mounted

Having melted the stems to the tubes (right-hand machine) the left-hand machine vacuum pumps the tubes, activates the emitter on the filaments and fills the tube with the inert gas

The completed lamps are checked to ensure they work

The finished lamp is individually packed in a cardboard sleeve....

... and loaded ready for despatch to the customer

May & June 2012

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How does a lamp work?

You can take things for granted. We quite happily live with fluorescent lights – or 'strip lights' as they are frequently called – but have you ever wondered how they are made and how they actually work? Then, bringing the subject back to pest control, is a lamp used in an electronic fly killer similar to the one in your kitchen?

In short, a fluorescent light is a minor miracle – or as one person described it – a mini nuclear explosion! And the answer to the second question is – a tube in an EFK works on exactly the same principle as one in your house – the only difference is the 'type' of light it produces.

The nuts and bolts

The largest and most obvious part of a tube light is the actual tube itself. Made of glass, they are manufactured and shaped into a long continuous strand and then cut to size – rather like a butcher making a string of sausages, each then cut into an individual sausage. The thickness and composition of the glass along with the diameter of the tube is a whole subject in itself – which we will

not, at this stage, go into here.

So, having now got your tube of glass, the next stage is to coat the inside with a layer of fluorescent powder applied as a suspension – and, as you might expect with Philips, the liquid used is environmentallyfriendly – water, rather than butyl, which is the norm for many of the other manufacturers.

Surprisingly, the

fluorescent phosphor coating is actually about the most expensive part of the entire lamp. It contains a selection of rare earth elements and it is these elements that convert the UV light produced into the visible light we can see. Then the colouring mixed with the coating gives the light the desired colour.

At each end of the tube a stem is added mounted on which is an electrode. This electrode holds the emitter – which helps liberate the electrons from the filament.

The lamp tube is then filled with inert noble gas (argon and neon) and mercury, which at room temperate is a liquid, but, once heated, evaporates to make a gas. It is this process that causes the start-up delay when you initially switch on a tube. An electric current (provided by the external starter motor) is passed through the electrodes, these glow and give-off heat. Due to the potential difference between the electrodes the emitter begins to emit free electrons to the opposite electrode at the other end of the glass tube. These free electrons collide with the mercury electrons and the result is invisible ultraviolet radiation – your mini nuclear explosion. The layer of fluorescent powder applied to the inside of the tube converts the invisible ultraviolet radiation into visible light – the colour of which is determined by the coating of the tube.

So there you have it. Switching on a florescent tube may never be the same again!

A selection of the different fluorescent powders that can be applied to the phosphor coating

The fluorescent powders on the inside of the tube convert invisible ultraviolet radiation into coloured visible light

Philips lamps and the environment

Improving their environmental footprint is a core strategic objective for Philips. They estimate that globally, with the application asimpleswitch.com of energy efficient lighting

technologies, electricity savings of up to 40% can be achieved.

Key improvements introduced by Philips from an environmental perspective to their Actinic BL range include:

- Conversion from T12 (38mm diameter tube) to T8 (26mm diameter tube) - meaning a 50% reduction in glass used to produce the lamp and a 10% reduction in energy consumed;
- Elimination of lead in the fluorescent phosphor coating which is applied using water as the carrier;
- Reduction to the lowest level in the market in the quantity of mercury used within the lamp - up to 10 times lower than most competitors.

In addition to these, further developments employing all cutting edge new technology available in the florescent tube business are added. This creates the new Master, or Philips Long-life lamp product range. These include:

- A new phosphor coating which improves UV-A output over the tube's lifetime to such an extent- that UV-A tubes can be used for two years in the field;
- More constant UV-A output, making it possible to design units with less lamps but which have the same effectiveness in attracting flies. This saves both lamps and energy - so reducing the environmental footprint of the entire fly killer unit.

In short, these features mean that a Philips Master Actinic BL, also known as Long-life lamp, offers a highly efficient, long lasting and environmentally friendly lamp for your fly killer.

Philips lights the world

Philips is the largest manufacturer of lighting in the world. When you consider the number of applications there are for lighting, it is quite staggering - not just the humble domestic light bulb, but lighting for streets, offices, industry, theatres and medical applications, such as X-rays. A good example that you might not think of is cars. One out of every three cars globally is fitted with Philips bulbs!

Staggeringly, of all the electricity used worldwide, 19% is in lighting and of this 75% is accounted for by buildings and streets. So it is easy to see why work on energy-efficient lighting features so highly.

The pest control involvement, which readers will particularly be interested in, falls within the Philips Health & Industry sector of Special Lighting. In the fluorescent lamp market, Philips estimates its market share is above 35% in Europe and above 20% worldwide.

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A day with WaspBane

Finding out all about it! Left to right: Rob Critchley (Pests R Us), Simon Cole (Eco Guard Pest Solutions), Karol Pazik (WaspBane), Nick Collinson (Essex & Suffolk Pest Solutions) and Barry Simpson (Tendring Pest Control Services)

This is no quick two-hour briefing. Delivered solely by WaspBane managing director, Karol Pazik, this free-of-charge seminar occupies a very full day – and if you are really keen, it could be half the evening as well!

Held at the WaspBane offices just outside Huntingdon, the number of delegates is deliberately kept low – a maximum of six – to facilitate discussion and questions.

The day starts at 09.30 sharp and the whole morning is spent discussing the identification, biology and behaviour of wasps to a quite unimaginable depth. Of the countless thousands of wasp species, the majority are beneficial solitary wasps that prey on other insects. However, in the UK there are three that cause us a problem – Vespula vulgaris (the common wasp), Vespula germanica (the European wasp) and Vespa crabo (the hornet).

Allergic reactions

True to his pharmacological training, Karol explains in detail the chemistry of wasp venom. This is a highly complex, yet fascinating topic. Venom contains a myriad of active constituents, several components of which are specifically designed to cause allergic reactions.

It's not so much a case of people being sensitive to wasp stings, it's more a case of how resistant people are that determines whether they react or not.

In pest control, most are aware of the direct

and immediate effects such as anaphylaxis, but it is only recently that Kounis syndrome has been identified. Here the victim dies of a heart attack induced by wasp stings many days after being stung. There is now a strong suspicion that sudden death syndrome may be a manifestation of Kounis syndrome and might explain why otherwise healthy athletes collapse and die during excercise.

Tools of the trade

After lunch things start to get more practical as the various 'tools of the trade' are discussed – the use of insecticides, biological means of control, sexual engineering, repellents and traps all feature.

Traditionally if a pest controller is called to a wasp problem the treatment is elimination of the nest with insecticide – assuming the nest can be located. Whilst Karol would totally agree this approach is vital when, for example, the nest is within a domestic dwelling, it is not the complete answer.

From the morning's information, delegates are aware that it is the forager wasps which become the nuisance wasps – especially where food is served and eaten outdoors.

From his studies of wasp behaviour, Karol has developed a system of wasp management he calls Integrated Wasp Management (IWM). This, he explains, is a holistic approach which engages a wider range of strategies, tools and techniques than just nest eradication alone. The Want to know all about wasps and, most importantly, how to make wasp management a profitable part of your business? Look no further than WaspBane's one-day wasp management course. **Pest** editor, Frances McKim, went along to find out more. And more was certainly what she did find!

objective is to implement corrective or preventative measures relevant to the nuisance wasp risk at hand. The key elements of IWM include judicious nest eradication and the creation of interception, interruption, roving and drop zoning strategies coupled to the use of high efficiency wasp traps.

So now we get to the point where the use of WaspBane traps fit in. Karol is of the firm belief, that pest controllers rather than just being purely reactive i.e. eliminating nests, should be proactive. Wherever food is served outdoors the general public can come into direct contact with wasps. In such situations there is a massive virgin preventive pest control opportunity. For example, all pubs, zoos, theme parks, ice cream sales

Plenty of scope for hands-on as Barry Simpson discovered

kiosks, bakeries etc are potential customers for IWM. If pest controllers can adapt their mind set, Karol predicts that this approach alone could account for anything up to 40% of their business.

With this in mind, the day's programme finished with discussion and debate on how to reap the potential rewards of IWM and the opportunities offered by the nuisance wasp market.

Fascinating stuff indeed, but what did the

delegates think of the day? Having previously concentrated on bird work, Simon Cole of Eco Guard Pest Control has only in the last five years come into general pest control. With six technicians and a patch that covers most of East Anglia, what did Simon think of the seminar?

"The day was certainly fascinating, but maybe a bit long. What came over loud and clear was that wasps are beneficial insects and so, when not a specific problem, need to be managed rather than eliminated.

"I have used other types of wasp traps before with pretty disastrous results – they have dried out and the wasps have swarmed. I can see the profit opportunities and I fully intend to offer my customers an approach based on IWM and WaspBane – particularly the likes of beer gardens where you are never likely to find all the nests. Yes, a good day – certainly worth going to," concluded Simon.

The WaspBane story

The development of WaspBane is a real tale of need, observation and the application of scientific and manufacturing expertise, coupled with some sheer dogged determination. Karol Pazik, as co-inventor, is the product's champion – and, many might say, his drive borders on the evangelical – but it was actually his father, Edward, who came up with the original idea.

Born in Poland, Edward Pazik, along with all his family, got caught up in World War II. As a boy of six he was one of the 1.7 million souls who were transported in cattle wagons with typhus, cholera and dysentery as bed fellows to the Siberian Gulags, where two out of every three perished. Following this was a spell in an Indian refugee camp for displaced persons, before finally making his home in the UK in 1947.

But it was Karol's daughter, who, as a toddler, initiated the WaspBane trail. She used to spend a lot of time with her grandfather playing in his fruit orchard. As a caring grandparent, Edward was worried his young charge would get stung by the numerous wasps feasting on his fruit litter. A trip to the hardware store to buy wasp traps followed, but these were deemed pretty useless, so, using his engineering skills, Edward created the forerunner to WaspBane.

A successful scientific approach

From here Karol takes up the story. "I trained as a pharmacist, a profession I'm still very active in and I have always been involved with the research, development and testing of new pharmaceutical products. In effect, all I have done is to apply the same scientific grounding to the development of WaspBane."

A modest claim indeed – as Karol had no previous involvement with pest control and the limit of his knowledge of insects extended to an A level in biology and the pharmacology and pharmaceutical treatment of pest-borne diseases.

But maybe this 'innocence' is the very secret of the product's success. Not blinkered by knowledge of current practices, Karol used his scientific training to not only develop the product, but also to observe the biology and behaviour of wasps in the field. Work began with the prototype in 2000. In total, five years passed before the full-scale launch in 2005. During this time, not only were extensive field trails undertaken, but also the way the product looks was developed and the means to manufacture it.

Now the holder of several patents, Karol smiles if he hears anyone describe WaspBane as simply 'a lemonade bottle with a sweetie jar on-top'. As he explains: "WaspBane's simple

Karol Pazik, left, is often seen at industry events with his sales director colleague, David Brazier

appearance masks a wealth of scientific design which specifically exploits wasp behaviour."

Unique features include the self-sealing mechanism which snaps shut as soon as the top vapour chamber is removed from the bait chamber. The bait chamber is fully disposable yet the bait system lasts all year long. The bait chamber itself is a cube – this exploits evaporative and condensing technology ensuring evaporated vapour condenses and returns to the chamber. In addition, it means the captured wasps fly to the sides, rather than upward.

But this cube wasn't without its problems. Made of soft pliable plastic – meaning it resists accidental breakage – the blow moulding of a cube posed manufacturing problems.

The vapour chamber is also precisely designed to provide a 'chimney' so as to dispense bait aroma quickly and efficiently through a combination of aerodynamic shape and the venturi effect. Wind tunnel testing proved that even quite slight changes had profound effects on aroma dispersal.

One wonders what further tasting (sorry - testing!) went on, as amusingly, the recommended addition to activate the bait powder supplied with the trap is a can of Carling Black Label, water and honey!

Today, in the UK, WaspBane is sold direct by the manufacturer to professional pest controllers – this way Karol feels they have the opportunity to explain the concept of IWM to users – for example, via one of their training courses. It is also successfully sold throughout the Nordic countries, France, Benelux, Germany and Austria.

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Permanent baiting – Is the end nigh?

Do you use permanent baiting, where rodenticide bait is kept in place all year round to protect customer's premises from re-invasion? You are not alone. Recent survey results indicate that six out of ten pest professionals use this approach at some stage. According to rodent control expert Adrian Meyer, that's not surprising as it has become an established technique and one which is often specified in pest control contracts. But is that all about to change and should it? Associate editor Helen Riby reports.

When it comes to permanent baiting, change is definitely in the air. Speaking at the Pest-Ventures seminar in April, Acheta's Adrian Meyer said: "It is likely that there will be increased label restrictions on the use of permanent baits and that these may be based upon a combination of some absolute label requirements as well as upon accepted good practice."

He explained how the key driver is environmental protection and much of the current pressure for change is coming not only from an appreciation in the UK that change is necessary, but also from Europe. Evidence that significant numbers of

"Rodenticide label restrictions are liable to increase," says Adrian Meyer

predatory and scavenging birds and mammals contain low level contamination by anticoagulant rodenticides is mounting. Further evidence also suggests that much of this contamination may be a result of small mammals, particularly wood mouse (Apodemus sylvaticus), accessing rodenticide baits and subsequently being caught or scavenged, resulting in secondary poisoning. The use of permanent baits in a wide range of situations, is an obvious contamination route.

Environmental risk

When the anticoagulant rodenticides were included on Annex I of the EU Biocidal Products Directive, as was necessary to allow their continued use in the EU, concerns were raised about their potential to poison wildlife. This led to the identification of an environmental risk mitigation measure to restrict permanent baiting in order to reduce the potential for non-target animals and birds to consume bait.

It was subsequently agreed at EU level that a number of phrases be included on anticoagulant rodenticide labels including 'Unless under the supervision of a pest control operator or other competent person, do not use anticoagulant rodenticides as permanent bait'.

Whilst this phrase appears to allow pest professionals to continue to use the technique, there is a sting in the tail – individual EU Member States have the flexibility to include their own national risk mitigation measures. Here in the UK, the current regulatory position is that rodenticide products authorised under the Biocidal Products Regulations (BPR) – that's products with an authorisation number that follows the format UK-20**-**** – are also required to carry the phrase 'In most circumstances anticoagulant bait should have achieved

Extent of secondary poisoning by anticoagulant rodenticides

Species	% Carrying anticoagulant residues
Red Kite	70
Kestrel	67
Weasel	30
Stoat	23

We have all seen lines of bait boxes sited in places which contribute nothing towards effective rodent control

control within 35 days' – the implication being that once control is achieved no further baiting should take place. Indeed some UK rodenticide labels have already gone further stating:

'Long term use of this product (particularly out of doors) must be avoided. Anticoagulant baits should not be left in place for longer than is necessary; typically this should

Clear evidence of bait take by Apodemus sylvaticus

take no longer than 35 days, although in some situations longer periods may be necessary. Records of treatments and risk assessments should be maintained and only where a risk assessment for a current infestation demonstrates that control will require a long term baiting programme will the relevant regulatory authority permit this approach. Where the need for long term baiting has been shown, the user should monitor the situation closely to show that the circumstances originally considered do not significantly change.'

Consultation planned

Aware of the issue, the Health & Safety Executive (HSE) plans to carry out a consultation exercise on its proposals for UK environmental risk mitigation measures for second generation anticoagulants. They are proposing to revisit the issues of 'time scales for revisiting bait' and 'restrictions on permanent baiting' as they relate to product authorisation and labelling.

For the moment there are still plenty of product labels out there which have been approved under the old Control of Pesticides Regulations (COPR) which make no specific reference to permanent baiting. However the majority of existing labels do include statements about the frequency of revisits.

As Adrian Meyer pointed out: "In most cases, labels require visits to be made, frequently, or, more specifically, at approximately seven to ten day intervals. At its longest, 14 days seems to have been accepted as the maximum time between visits. This brings the practice of permanent baiting into conflict with the label because the frequency of visits under a permanent baiting programme is almost always much longer than that specified on the label."

NPTA chairman lain Turner goes further. He has described permanent baiting as the industry's dirty secret. Speaking at the Yorkshire & Humberside Pest Liaison Group meeting on 16 May he suggested that permanent baiting has most probably been illegal since the introduction of the Control of Pesticides Regulations back in 1986. These regulations says that users should only use pesticides (including rodenticides) when justified.

"How can that mean leaving toxic bait *in situ* when there are no pests to control, just in case a few rats show up?" he asked.

Why is it so popular?

The objective of permanent baiting, indoors against house mouse (*Mus domesticus*) and outdoors against Norway rats (*Rattus norvegicus*), is to protect the customer from re-infestation, but there is no good scientific evidence to support this. Despite this lack of

How widespread is permanent baiting?

According to the latest findings in the BASF/**Pest** National UK Pest Management Survey 2012, on average around six out of ten pest controllers will use permanent baiting at some stage.

Respondents' comments on this topic sum the situation up well. They clearly show that many pest professionals are adopting a risk-based approach but that they are also coming across resistance from customers. Representative comments were:

- "Always try to dissuade customers from permanent rodenticide baiting preferring to use non-toxic as an alternative but sometimes not possible. Customer thinks they are not getting 'value."
- "The customers expect the baits used to be able to control any infestation before it becomes a problem to them, not wait until the infestation has taken hold."
- "We will have permanent internal baiting due to customer specification but at a low level. External bait stations will only be baited if there is an active infestation."
- "I am currently reviewing my contracts which have previously been baited permanently and looking at ways to minimise the risk of any non-target poisoning."
- "Only one location where we do this. This is in a park where there is a constant problem with rats. Mainly due to ponds within the park and the public feeding ducks."

COMMERCIAL Rodent baiting

evidence, the practice has become the norm in most contracts and many third party audited standards require, or at least encourage, the use of permanent baits, including perimeter baits.

Adrian Meyer commented: "We have all seen lines of bait boxes sited in ridiculous places which contribute nothing towards effective rodent control. The toxic baits within them are rarely 'taken' by commensal rodents and far more frequently by species like the wood mouse."

However, 'filling bait boxes' has become a good source of income for many pest control companies. Indeed where earnings are linked to the number of boxes on site, or where the customer has to 'buy' the boxes, there is a clear financial incentive to overbait. There is also little doubt that when customers see plenty of bait boxes, all full of toxic bait, they feel that their pest controller is looking after their interests.

The evidence though tells a different story. In audits, only around 2% to 3% of permanent baits show any signs of rat activity whereas 1 in 5 (that's 20%) may show wood mouse activity, depending on where the baits are sited. Even without pressure from the EU isn't it time the industry moved away from this ineffective practice?

What other options are available?

The obvious answer is to use non-toxic or monitoring baits or is it?

Adrian says it's not always clear-cut: "The problem is that by providing 'non-tox food' you are encouraging other species like *Apodemus sylvaticus* to visit the boxes, pulling them closer to customers' premises where they have the potential to become a pest in their own right. In addition you may also be encouraging them to take toxic bait if that has to be reintroduced."

As a practical pest controller as well as chairman of NPTA, lain Turner sees a clear distinction between indoor and outdoor permanent baiting. "There is a need to distinguish between these two," he says. "There is no big additional environmental risk from indoor permanent baiting and it is a really useful tool to protect customers' premises from mice."

Of course many food premises will not allow toxic baits in production and food areas for fear of contaminating product so it's not a tool suited to every indoor situation.

lain agrees with Adrian that outdoor permanent baiting is a different matter. "Use your common sense. That's what the customer should be buying, your expertise. I can see no reason to keep toxic bait in perimeter stations other than in very exceptional circumstances such as a hugely infested site next door. In such a case you could argue that it's not permanent baiting, it's part of an ongoing rodent control treatment. Risk assessment is the key and that risk assessment needs to be written down," he advises.

"If customers don't like the idea of you visiting empty boxes then use a non toxic alternative. I use my own – bird seed with a red food dye. It looks the part and stops competitors telling your customers that they are paying for nothing!"

There are also other options on the market such as traps and electronic monitoring devices and, in the right circumstances, there is also a place for first generation products such as coumatetryl along the building line, where secondary poisoning is not so much of an issue.

Where next?

Clearly there is an education job to do amongst both customers and auditors. Some guidance from HSE would help and hopefully will be forthcoming following the consultation. In the meantime the industry needs to influence the auditors who have been one of the main drivers behind permanent baiting.

Speaking from the audience at Pest-Ventures, BPCA's Kevin Higgins explained that the Association has already been in touch with the British Retail Consortium, who had been very receptive. A training programme for their auditors has already

NPTA's lain Turner describes permanent baiting as the industry's dirty secret

been set up. As for AIB they say that their standard does not require the use of toxic baits outside. However anecdotal evidence suggests that AIB auditors are interpreting permanent baiting as requiring toxic bait. Kevin also added that the Campaign for Responsible Rodenticide Use was already speaking to the Farm Assurance Schemes.

Customer education however is down to pest controllers as well as trade associations. The industry should be welcoming these developments which recognise that professional pest control is not about filling bait stations, it's about selling a pest-free environment.

The Norway rat (Rattus norvegicus) pictured is the target but the wood mouse (Apodemus sylvaticus) is all too often the rodent that takes the bait

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New levels of ant control

New products in pest control come along rather like buses – you wait for one for ages and suddenly three come at once!

In recent years, we have seen sudden and rapid growth in the choice and availability of rodent bait boxes, cockroach gels and bed bug monitors. The same is about to happen in ant control.

Now into its third season, Maxforce Quantum from Bayer CropScience was first off the mark. This is now joined by two further arrivals – Formidor Ant Gel from BASF and Advion Ant Gel from DuPont. Supplies of both of these new arrivals are now with distributors in time for the ant season.

At first glance these three products appear very similar – but on closer inspection there are several subtle differences. In an attempt to unravel these, **Pest** has carefully examined the product labels, consulted with each of the manufacturers, acquired the sales price of each from the relevant distributors (no discounts) and so calculated comparative treatment costs (based on label recommendations). In addition, each manufacturer was invited to briefly say, in their own words, what is special about their product. The results are shown overleaf.

TECHNICAL Better ant control

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TECHNICAL Better ant control

The same but different

Broadly speaking, each of these ant products controls the same range of ants - both indoors and out. The exception is Formidor which is not recommended for Pharaoh's ants. All three can be applied as bait points or used within a bait station. And all three capitalise on the ant's behaviour of taking food back to the nest. This means the worker ants that feed on the laid bait are not immediately killed - they carry the bait back to the nest, regurgitate it and feed it to the rest of the colony - referred to as trophallaxis - and so eventually the whole nest is eliminated.

Each of the products is based on an already established active ingredient used as a cockroach gel - Goliath and now Formidor, Advion Cockroach Gel and now Advion Ant Gel, and Maxforce Prime/White and now Maxforce Quantum Ant Gel. What is interesting is that Formidor has the same active ingredient concentration as Goliath - the equivalent cockroach gel. However, both Advion Ant Gel and Maxforce Quantum have a much lower active inaredient concentration than the equivalent cockroach counterpart. Also worthy of note is that each is based on a different active ingredient – plus – each is from a totally different insecticide class and

so works in a completely different mode of action.

There is considerable discussion between the manufacturers as to whether their product is a bait, a gel or a liquid – suffice to say they are all translucent and viscous. Advion and Maxforce come in a tube and Formidor in a dinky little bottle. When it comes to application there is some variation – DuPont supply the syringe applicator within each box, to use Maxforce you need to supply your own bait gun and with Formidor you just drop spots of the liquid straight from the bottle – certainly quite a challenge to get 833 spots from one bottle!

So which one does a pest controller choose? That we will leave you to decide – but whichever it is, you will experience a whole new level of ant control.

Not to be forgotten

With these new kids on the block, not to be overlooked are two further ant products.

SX Ant gel is also a gel. It comes in a 30g syringe with plunger and is applied in a manner similar to the other gels. Based on 0.1% cypermethrin, kill will be excellent but instant – rather than carried back to the nest. Box of 10 tubes £59.

Also available is Nippon Ant Killer Liquid. Containing 0.081% spinosad it comes in 25g tubes, 30 to a box. Price £49.95

Trade name:

Manufacturer: % Active ingredient: Insecticide class: Mode of action:

Formulation: Pack and presentation:

Range of ants controlled:

Speed of action and length of time to nest elimination:

How applied:

Dose:

Number of spots per tube: Price: Price per bait spot: Price per 10m² room: Price per linear metre of ant trail:

Maxforce Quantum Ant Gel

Bayer CropScience

0.3% imidacloprid

Neonicotinoid

Nicotinic acetyl choline receptor agonist i.e. a nerve toxin

A ready-to-use viscous transparent liquid bait

30g tube. 4 to a box. Applicator sold separately

Black ant; Pharaoh's ant; Argentine ant; Ghost ant

Visible reduction in foraging ants within 3 to 7 days (depends on species). Complete control Pharaoh's ants (1-2 weeks), Black garden ants (2 weeks), Ghost ants (6 weeks) & Argentine ants (2 weeks indoors & 3-4 weeks outdoors)

Using a suitable gel applicator or bait station

Indoors: 1 spot of 0.2g per m² treated area; 1 spot of 0.2g per linear metre of ant trail **Outdoors:** Inject 2g of product into nest entrance On trails, 1 spot of 0.2g per linear metre

150 spots at 0.2g rate

£136.92 per box of 4 tubes £0.23 per 0.2g spot £2.28 at 0.2g per m² spot rate

£0.23 per linear metre

Bayer says:

Maxforce Quantum is Bayer's leading ant control product. Used indoors or outdoors, it is effective against many of the major ant species. The product boasts rapid control with a significant reduction in ant activity expected within days after treatment, followed by colony elimination within weeks. It is a unique nondrying formulation which makes it very attractive to ants. The treatment remains active for up to three months due to Bayer's exclusive bait matrix technology. Ants are drawn to the droplets to feed, before returning to their nest with some of the droplet, which subsequently works towards eradicating the colony.

Using Maxforce Quantum offers pest controllers quicker application rates compared with other conventional treatments (especially bait stations). Small transparent drops can be discreetly placed in cracks and crevices closer to the source of the ants' trails and infestation. Bitrex, a bittering agent, has been added to the formulation to prevent accidental ingestion by nontarget species.

Maxforce Quantum requires no preparation or spraying equipment, a gel cartridge simply needs to be inserted into any applicator gun, thereby reducing the risk of spillage and operator error. Small drops can be placed near nest entrances, kitchen cupboards, in the vicinity of electrical and electronic equipment and any other areas where ant activity has been identified.

Formidor

BASF Pest Control Solutions

0.05% fipronil

Phenyl pyrazole

A GABA-regulated chloride channel angonist i.e a nerve toxin (works by a different route from imidacloprid)

A ready-to-use liquid bait

25g dropper bottle. 4 to a box

For the control of sweet feeding ants including: Black garden ant, Yellow garden ant; Pavement ant Argentine ant

Lethal effect between 12-24 hours after ingestion. Complete colony collapse within 10-14 days

Apply directly from the bottle

In and around buildings

1 spot (3-4mm in diameter) of 0.03g every 30cm along visible ant trails

833 spots at 0.03g rate

£102.52 per case of 4 bottles £0.03 per 0.03g spot Label not written in this way

£0.09 per linear metre

BASF says:

Formidor is a novel, high efficacy insecticide bringing the proven insect-killing power of fipronil – best known in leading cockroach bait, Goliath, – to the professional ant control market.

Building on research showing the clear superiority of liquid baits over gels in worker ant uptake, distribution throughout the colony and overall control, Formidor is formulated as a sugary honeydew liquid. Extensive product development studies show it to be irresistible to foraging ants, which cannot detect the insecticide active. It also maintains both its attractiveness and activity over an extended period.

The 0.05% concentration of fipronil is carefully balanced so the insecticide only begins to have a lethal effect 12-24 hours after ingestion. This ensures workers have sufficient time to share the bait widely with adults, larvae and queens throughout the colony before succumbing. The net result is rapid and complete control with colony collapse typically within 10-14 days.

Ready-to-use Formidor comes in a convenient 25ml dropper bottle for the greatest speed and ease of application. In normal use each 25ml bottle of Formidor should be sufficient to treat around 250 metres of ant runs, making treatment particularly cost-effective.

Advion Ant Gel

DuPont Professional Products

0.05% indoxacarb

Oxadiazine

Voltage dependent sodium channel blocker i.e. a nerve toxin (But different group from the neonicotinoids)

A ready-to-use translucent viscous gel bait

4 cartridges of 30g. 4 to a box includes syringe applicator and 2 application tips

Black or garden ant Pharaoh's ant Argentine ant Ghost ant Other species include: *Paratrechina longicornis, Pheidole megacephala, Myrmica rubra,* Crematogaster spp, Tetramorium spp and Camponotus spp.

The use of Advion Ant Gel will help eliminate ants within days of applying the gel according to label directions

Apply using plunger, or suitable bait gun, or in bait station

Indoors: 1 to 2 spots (5mm in diameter) of 0.1g per m² of treated area, or as a thin bead of gel up to 5cm long at each application point. 1 to 2 spots of 0.1g per linear metre of ant trail **Outdoors:** 1 to 2 spots of 0.1g (5mm in diameter) per m² of treated area, or as a thin bead of gel up to 5cm long at each application point. 1 to 2 spots of 0.1g (5mm in diameter) every metre along visible ant trails.

300 spots at 0.1g rate or 150 at 0.2g rate

£123 per box of 4 tubes £0.10 per 0.1g spot £1.03 to treat at 1 spot per m² rate

£0.10 assuming 1 spot of gel per linear metre

DuPont says:

Advion Ant Gel bait is based on indoxacarb, a unique and powerful active ingredient that is bio-activated inside ants to its highly potent form, offering a different mode of action compared to other active ingredients.

The slight delay in activity encourages ants to consume the bait and return to nest sites to contaminate other ants, via trophallaxis, resulting in significant reduction in infestation levels leading to queen mortality and complete elimination of the infestation.

Advion Ant Gel is specifically formulated to be attractive to a wide range of pest ants, quickly attracting ants, whether they are sweet feeders or protein feeders, even in situations with existing food sources.

This high-performing formulation is specifically designed to be a true gel. This means it can be applied in many situations, e.g. to the underside of counter-tops or on vertical surfaces in a kitchen and will stay where you apply it. Further, it can be applied on porous surfaces with less chance of being absorbed and therefore providing extended availability to the target ants. As Advion Ant Gel has a favourable environmental profile, it can be used both indoors and outdoors, in a variety of application sites.

BPCA surveys local authority pest control

The British Pest Control Association's (BPCA) new survey of local authority pest control activities was published on 18 May. The report entitled *the National Survey of Pest Species 2012* claims to be the only comprehensive analysis of UK pests with detailed ratings for every local authority across a range of key performance indicators. It is to be repeated annually and this first report will act as a benchmark for future studies.

Data was collected under the Freedom of Information Act – something of a sledgehammer to crack a nut – but it has meant that BPCA can claim a 100% response rate from all 393 district, borough and unitary authorities. The data collected was for service demand figures for the 12 months to April 2011. Pests covered include rats, mice, bed bugs, cockroaches, wasps, ants and birds.

At 870 pages the full report (priced at £95 + VAT from BPCA) is a huge document. The summary says it provides details on pest control staffing levels and the number of treatments for each local authority; the best (and worst) areas for all the main pest species; the London Borough with the most concentrated pest problem in England; the busiest and most efficient local authority pest control team - and the least; the 'hardest working man in pest control'; the local authority with the UK's worst bed bug problem; and the 'wasp capital of Britain'.

Positives and negatives

Some clarification of the data is required as the report refers to 'treatments' – but is this each individual visit, or is a 'treatment' the resolution of a reported infestation? Also, the numbers of 'treatments' are hugely influenced by charging policy – councils offering free 'treatments' will, inevitably, record higher levels. On this basis, naming one authority as more infested than another is questionable.

One of the biggest limitations is that the data only cover local

How the findings stack-up

When it comes to orders of magnitude it is good to see that the BPCA findings stack-up well with what NPTA has recorded in its recent rodent control survey:

BPCA recorded 68% of local authorities still have in-house pest control teams. NPTA found it was 71%.

And they are in line with the BASF/Pest survey (see page 7):

The % of treatments undertaken against key pests by local authorities are broadly similar as the table below shows:

	Rats	Mice	Wasps	Bed bugs	Ants
BPCA	42%	18%	23%	2%	3%
BASF/Pest	37%	23%	19%	4%	4%

authority pest control. With private sector and DIY efforts unaccounted for the report cannot provide anywhere near a comprehensive national picture of pest control activity. As for the timing of publication just as so many people were about to descend on the capital for the Jubilee and the Olympics, those London authorities who have been named in the top ten for infestations, may not feel it has been very helpful.

On a more positive note the press attention it is attracting will help to raise the general profile of pest control in the UK and, as is surely the objective of BPCA, go someway to generating more work for its members. To conclude, the report does highlight the valuable work performed by local authorities in maintaining our quality of life and public health. It also clearly identifies the perilous financial plight these units find themselves in and any assistance to aid their retention can only be helpful.

Beekeepers measure public's response to swarms

Despite greater awareness by the public of the huge contribution honey bees make to our food supplies through pollination, not to mention the honey they produce, a swarm of bees still has the propensity to scare. So says a recent survey of over 2,000 adults by the British Beekeepers Association.

The survey suggests that over a quarter of respondents would be 'worried' if they saw a swarm, and a further quarter would be 'terrified'. And while a third said that they 'would do nothing', others confessed that

Findings summarised

they would 'run like hell' or 'scream'.

The Beekeepers Association point out that swarming is a completely natural process which occurs when honey bee colonies expand in the spring and run out of space in the hive. As long as the swarm is not provoked it will not do you any harm, they say, but it is important that they be collected by an experienced beekeeper. If left to their own devices they may choose to set up home in the nearest convenient spot which could be a chimney or other inaccessible

The most likely response to seeing a swarm was Do nothing (32%); Call the council (20%), Call the British Beekeepers Association (19%); Call a pest controller (11%); Call 999 (3%); Try to burn/smoke them out (2%).

A honey bee swarm on a sun lounger – maybe not a good place to sit!

place, where, of course, they can become a pest controller's problem.

With honey bee numbers under threat beekeepers are keen to collect swarms and have set up a Swarm Watch hotline on 07896 751205. They want to hear from pest controllers as much as the public so if you have a swarm that needs collecting just call.

BED-BUGS

Avoid costly callbacks... use the best first time.

- Alpha-Cypermethrin deadly killing agent
- Tetramethrin effective knock-down agent
- Pyriproxifen insect growth regulator

The PelGar Road Test

Cimetrol, has long been the product of choice for bed-bug control and the control of a host of other public health pests.

PelGar recently conducted some tests in line with the new international standards on product evaluation (TNSG/18). Each product was tested for both knockdown and kill. Cimetrol was used at the higher rate of use and applied to plaques using a highly accurate computer controlled spray booth. After the prescribed number of days the target pests were introduced to the treated plaque for one hour and then removed – similar to the exposure you might expect in a real-life treatment. Knockdown figures were recorded after the initial exposure and mortality 24 hours thereafter.

Tests were carried out on ceramic tile, wood, and soft furnishings – typical household surfaces. The tests were carried out on bed-bugs (*Cimex lectularius*) and German cockroaches (*Blattella germanica*). The bed-bugs were taken from a pyrethroid resistant field strain – representing the toughest test that could be experienced.

The Results

Data has been collated up to one month. Knowing the importance of longterm residual control the tests will be carried out up to 56 days so look out for further results.

<u>Ceramic tiles</u> – are hard and nonporous which allows the active to remain completely on the surface. Tiles are notoriously hard to treat due to spray 'runoff' on vertical surfaces, so careful application is required. Cimetrol performed very well giving 100% knock-down and kill within 24 hours and statistically comparable results up to 28 days.

<u>Wood</u> – a different story is shown when it comes to wood (see graph 1).

While competitor products offer good knockdown the mortality ratios don't match up. Observations show that Cimetrol has an excellent transition from knockdown to kill and remains highly effective well in excess of 14 days. <u>Soft Furnishing</u> – Along with wood the soft furnishing test is very important with bed-bug control where carpets at wall/floor junctions and curtains will often be treated. Graph 2 below shows the results for mortality after the prescribed number of days.

Cimetrol effectively gives 100% kill of pyrethroid resistant bed-bugs up to one month after surface treatment – after just a one hour exposure to the treated surface.

Conclusion

Cimetrol is highly effective on a range of surfaces after initial treatment, with excellent residual knock-down and kill ratios. showing that Cimetrol is the product of choice for bed-bug control, and a whole host of pests including fleas and cockroaches

- Why is Cimetrol the best?
- Unsurpassed knock down and kill
- Excellent residual control on a wide variety of common surfaces
- £££ Fantastic value for money

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50 g/l alpha-cypermethrin, 50 g/l tetramethrin, 20g/l pyriproxifen. HSE no. 7453. Use biocides safely, Always read the label and product information before use.

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 knowhow by passing the **Pest Test** and answering all our questions correctly. So read through our articles on TV stars, super ants, EFK lamps and permanent baiting in this issue of **Pest** and answer 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 What did Foxes Live estimate the urban fox population to be?				
a) 33,000 and rising	c) 40,000 and rising			
b) 33,000 and falling	d) 140,000 and static			
2 How can you distinguish betwee the invasive Lasius neglectus?	een our native <i>Lasius niger</i> and			
 a) It is impossible without a microscope 	c) <i>L niger</i> workers are very much blacker in colour			
 b) L niger workers are noticeably smaller 	d) <i>L neglectus</i> workers are noticeably smaller			
3 What is the very best way to decide whether a lamp in an EFK needs to be changed?				
a) By noting installation date & changing every 2 years	c) By noting installation date & changing every 12 months			
 b) By measuring its light intensity 	d) By visually checking the lamp is still bright			
4 Which of the following actions are part of the Philips carbon reduction programme for EFK lamps?				
a) Elimination of lead in the phosphor coating	c) Development of a more constant UV-A output			
b) Reduction in the amount of mercury used	d) No longer transporting any finished goods by road			
5 Why is change in the air for percent control technique?	ermanent baiting as a rodent			
a) The practice conflicts with labels on frequency of visits	c) European bureaucrats have banned it completely			
b) Quality standards people have changed the rules	d) Filling bait boxes now costs too much			
6 What percentage of permanent baits show any signs of rat activity?				
a) 20% to 30%	c) 10% to 15%			
b) 5% to 10%	d) 2% to 3%			
Name:				
Organisation:				
Tel:				
Email:				
PROMPT account number: 200				

May day – Open day

On what should by rights have been a bright spring day, Barrettine Environmental Health invited customers and friends to an open day on 1 May at The Players Golf Club near Chipping Sodbury, only a matter of 15 minutes from their Warmley, Bristol headquarters.

The invitation included the opportunity for MINT members to have a round of golf, but this fell foul of the weather following the deluge of rain which descended at the tail-end of what has now been recorded as the wettest April on record.

Despite the golf being reluctantly cancelled, Barrettine was very pleased with the flow of customers who battled the conditions to pop-down throughout the day. Those who did arrive found a warm welcome and the opportunity to browse around the products on show and to talk to the Barrettine staff present.

Not surprisingly, the display which attracted the greatest interest was the one featuring the latest products to be added to the Barrettine portfolio. In particular the three bed bug management products only just arrived, such as the Bedbug Beacon.

If any further incentive was required, all orders placed on the day qualified for a 20% discount.

Summing up the day, divisional director, Chris Parmiter said: "The idea behind the open day was let our customers see and get their hands-on not only our new, but also our existing, range of products in an informal atmosphere. It's also great to meet customers face-to-face as opposed to talking on the phone.

"The cancellation of the golf was a real disappointment, but who would have thought we'd have such awful weather at the start of May. Based on this success, we will certainly be running similar events again," concluded Chris.

Flying the flag for BPCA was Kevin Higgins (left), in conversation with Dave Haskins, centre, from Barrettine and Peter Maybury of Queensland Pest Control

Very hands-on! Divisional director, Chris Parmiter spotted demonstrating the new Bedbug Beacon to Clare Francis from the pest control section of Wiltshire Council

MINT member, Philip Johnson of Weston-Super-Mare Pest Control discovers what's new from Sue Hunt of Barrettine

Tony Reed (left) of Camelot Pest Control shares a joke with Somerset-based Mark Tilley of A2Z Pest Control

Rentokil gets pigeon parts hot...

Although only for use within its own servicing business, we felt readers would be interested to hear of this new addition. It does, however, bear a striking resemblance to another bird gel (Bird Free) already on the market.

Rentokil Pest Control has launched a new bird deterrent called AviGo. A gel-like substance, AviGo contains a small amount of chilli pepper extract.

It is applied onto surfaces where birds are known to land, allowing the active ingredient to transfer onto their feet. When they fly away, the birds tuck their feet up next to their genitals, where the chilli extract then does its work.

The birds experience a mild irritation which, after a few visits to the same spot, conditions them to avoid the area altogether, dispersing the flock from the treated building.

This introduction was quite widely pick-up by the national press. We leave it to your imagination how some of the papers described the product's activity and the pigeons' parts affected!

Extra nifty nozzles

This kit of four additional nozzles considerably increases the flexibility of the Dustick and allows it to be used in situations where the existing, and only, nozzle proves less than ideal. Examples of this are highlevel air bricks, under roof tiles, down chimney stacks, directly behind fascias and also when injecting dust directly into a ground-based nest.

The extra nozzles have been specifically designed to address these situations. Supplied complete with a flexible cleaning rod the set comprises: straight nozzle, right angled nozzle, offset nozzle and a hooked nozzle.

Glueboard scanner online

Assessing the number of flies on the sticky board of an EFK is always a pain. This new application (app) to use on your phone simply takes a photo of your alue board catch, sends it to a central server, where it is scanned and analysed. From this the results notably the amount of insects caught on the board - will be established to a level of 95% accuracy claims Alchochem who has developed it.

It's free-of-charge and is available for any of the Alcochem EFKs – products sold via Barrettine Environmental Health. All you need to do is register with

Alcochem and download the software.

www.glueboardscanner.com

New, no-nonsense bed bug monitor

Having been in development for some time, AgriSense has introduced a new monitor for bed bugs. No flashy plastic here. Each monitor is made of cardboard, comes flat-packed and when required for use, is easily assembled into a triangular monitor.

The trap contains a refined blend of active ingredients plus sticky glue to retain the pests once caught. It is sensitive and efficient in trapping and monitoring both the instar developmental stages as well as adult bed bugs, says AgriSense.

The trap is ideally placed in the bedroom on the floor next to the skirting board under the head of the bed, allowing effective and discreet monitoring.

www.agrisense.co.uk

Nemesis Quattro

This all-metal electronic fly killer combines robustness and power with energy-efficiency and environmentally responsible technology, making it the ideal choice for large open industrial areas, says PestWest.

It features new higher energy efficient UV-A tubes powered by a state-of-the-art electronic ballast for optimum fly control performance with low running costs and reduced materials

(glass & mercury). The unit allows for quick, easy and completely tool-free maintenance. The front guard is lockable in the open position, the spring

www.pestwest.com loaded killing grid can be removed for cleaning.

Nominations coming in.....

Best Product nominations for the 2012 award are starting to come into the **Pest** office. So far the list includes: Birdfree Optical Gel from JJ Bio, Rodilon Wheat Tech from Bayer CropScience, Maxifly fly trap from Russell IPM, the Vulcan EFK from Bower Products and Black Pearl mousekiller from Lodi. Don't forget you can nominate any product that was introduced onto the UK market after 1 January 2011 and before 31 August this year. Nominations must be in by midnight on 31 August. Email editor@pestmagazine.co.uk

best product award

2012

pest

New weapon for insect control

GAT Omega is a new broad-spectrum insecticide based on the active ingredient, abamectin.

Formulated as a Capsule Suspension (CS) formulation, GAT Omega offers effective control and kill of flying and crawling insect pests such as flies, cockroaches, bed bugs, red mites, litter beetles and arain weevils, says the manufacturer, Hockley International.

The active ingredient, abamectin, belongs to the avermectin group of insecticides. It has both acaricidal and insecticidal properties.

Many insects have had very limited exposure to this insecticide group, so have no known resistance. Hockley feels this new product will offer pest controllers a suitable alternative against difficult flying and crawling pests, where other products may have become less effective.

The slow release of the active in GAT Omega means insects that do not initially come into contact with the active during application, can pick-up a lethal does once they start to become active.

www.hockley.co.uk

Advion Ant Gel was first seen at PestTech 2011 immediately after DuPont had heard that it had received registration. Product supplies have just started to arrive in the UK

Gel designed to eliminate ants

Formulated to be attractive to a wide range of ant species, Advion Ant Gel is suitable for both indoor and outdoor use. Based on indoxacarb, a unique active ingredient that bio-activates inside the ants to its highly potent form, it offers a different mode of action compared to other active ingredients. The slight delay in mortality, encourages ants to consume the bait and return to the nest to contaminate other ants, causing significant reduction in infestation levels. The high-performing formulation quickly attracts ants, even in situations with existing food sources, says DuPont, the manufacturer. Advion is available exclusively

from Killgerm.

Made in Germany

www.killgerm.com

Droplet spectrum VMD: (Measurement by laser at IPARC)

- pure water < 25 u - oil (diesel) < 15 μ

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A high quality ULV aerosol fog generator in compact design.

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Visit www.npmapestworld.org/pestworld2012 for more details.

Month	Day	Event	Venue	Find out more
July	5	CEPA General Meeting	Brussels, Belgium	www.cepa-europe.org
	11-13	FAOPMA 2012 Conference & Exhibition	Adelaide South Australia	www.aepma.com.au
September	6-7	Third Annual Bed Bug University Summit	Red Rock Casino, Las Vegas USA	www.bedbugcentral.com/ summit
October	17-20	PestWorld 2012	Boston USA	www.npmapestworld.org/ pestworld2012/
November	7	PestTech 2012	National Motorcycle Museum Birmingham	www.pesttech.org.uk
	14-16	Parasitec 2012	Espace Champerret Paris, France	www.parasitec.org
	23	Urban Fox Conference	Old Harlow, Essex	www.urban-wildlife.co.uk

PestWorld 2012 goes to Boston, New England

Book your flights for PestWorld 2012 today and travel to the historic east coast city of Boston, Massachusetts from 17 to 20 October 2012. The exhibition and convention sessions are to be held in the John B Hynes Memorial Convention Center, whilst the main headquarters hotel is the Sheraton Boston Hotel.

Organised by the National Pest Management Association (NPMA), PestWorld is an ideal event for networking with colleagues from around the globe. The organisers target information on the latest products, services, technologies and so profitable business applications – as reflected in the title of this year's event – Making Connections: Finding Answers: Increasing Profits.

New additions to the 2012 technical programme

New this year is the NPMA Pest Academy. This is composed of three in-depth, three hour long sessions that will cover more than just the 'basics' and will focus on the details of biology, behaviour and the intricacies involved in successfully managing three of the major pests facing pest professionals – namely rodents, ants and termites. Bed bug symposium

On 17 October, there will be the NPMA Bed Bug Symposium. For no additional registration fee, attendees can participate in this event. As well as hearing about the latest research developments there will be an international session with an exchange of ideas. Joining the panel will be our very own Jim England from Protex Pest Control Services.

PestWorld 2012 commences with the opening ceremony at 15.00 on Wednesday 17 October followed by the official opening of the exhibition and delegate welcome reception. The exhibition is the heart of the event and features over 150 exhibitors representing every segment of the pest management industry.

International delegates can book direct from the website and benefit from a reduced registration fee of \$325 (£210) if booked before 3 September.

www.pestmagazine.co.uk

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Bird Free Optical Gel creates a unique optical illusion that is set to revolutionise the bird control industry.

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As the visual spectrum of pest birds includes ultraviolet, Bird Free's patented formula appears to them as fire.

www.killgerm.com/birdfree

"For pigeons to completely desert a habitat they had been frequenting for years flies in the face of all knowledge of pigeons and their roosting habits I have gained over 27 years in pest control. I am astonished at the results."

SENIOR PEST CONTROL OFFICER, HORSHAM DISTRICT COUNCIL

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