

pest

The independent UK pest management magazine

Don't forget the house mouse!



Issue 23
September & October 2012

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at London's Games



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Aims

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

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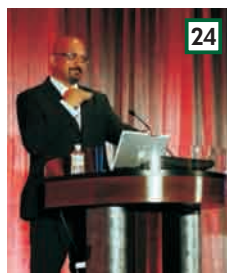
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It must be autumn!

The leaves are turning, the temperature has dropped, PestTech is just around the corner and this issue of **Pest** magazine is packed with rodent stories, so it must be autumn.

With predictions of a cold winter and many parts of the country having already experienced widespread flooding, one thing is certain rats, which moved to the fields for the summer, will be looking for cosy, new winter quarters. Rodent control is bread & butter work for the majority of pest control businesses and local authority units, whatever their size. So the environmental risk mitigation measures for second generation anticoagulant rodenticides proposed in the CRD's 'stakeholder engagement' – see page 10 – will have an impact on just about every pest controller in the country. And we mustn't forget the house mouse where, as our article on page 12 shows, there is increasing evidence of rodenticide resistance.

On a lighter note, we preview PestTech and we invite you to vote for your favourite new product in the **Pest** Best Product of the Year award 2012. Finally, as this is our first issue since the wonderful Olympic/Paralympic summer, we take the opportunity to review how some people in pest control got involved.

Gareth Hahn

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RAMPS gets new status

As previously reported in **Pest**, the law governing the sale and safe use of metallic phosphide products is changing. This led to the formation in 2010 of RAMPS UK (the Register of Accredited Metallic Phosphide Standards in the UK).

RAMPS UK reports that it has been working hard to provide meaningful interpretations of the new Plant Protection Sustainable Use Regulations and so as to prepare for future requirements it has recently become a not for profit company limited by guarantee. BASIS, the organisation that runs the PROMPT CPD scheme for pest controllers, has agreed to act as the RAMPS Secretariat. Membership continues to be available to distributors, users and trainers.

We came, we saw, we conquered!

The Olympic and Paralympic Games might have finished, but didn't we do well and have such a great time.

Instead of life grinding to a halt with traffic chaos and despite all the talk of bed bug London, in the end these threats failed to materialise (well, so far for the bed bugs).

Prior to the start of the Games, hotels were screening bedrooms frantically and the detection dogs from such companies as Merlin Environmental were more than busy. During the Games there were, however, reports of bed bugs arriving with some athletes. Whether there will be an infestation legacy; it is maybe too early to tell.

As for the Olympic facilities, several companies – for example Beaver Pest Control, Safeguard, Microbee and Cleankill – had service contracts. Sadly, the terms in these prevented them from discussing their involvement or taking any photos on-site. They were even forbidden from wearing their own liveried uniforms or driving sign-written vans.

But those working in the pest control industry certainly did get involved – whether it was through the torch relay, volunteering as Games Makers or simply having a great time as a spectator – members of the pest control industry embraced the moment.

From information sent in to **Pest**, we have put together, on pages 6 & 7, a photographic record of our readers' involvement with the Games.



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Cycle power – not wing power

Following the completion of 201 miles involving 19 hours of cycling, a top speed of 37.5 miles per hour, 18,984 calories and four punctures, the triumphant trio from NBC Bird & Pest Solutions completed the A2A – Attleborough to Andover – challenge in three days, finishing on 6 October.

The NBC cycle team consisting of Steve Dale (left in picture right) John Dickson (managing director) on the right and Duncan Jones (marketing manager) raised in excess of £2,500 towards the Hawk Conservancy Trust's kestrel research project.



On the move

BASF Pest Control Solutions has appointed **Gavin Wood** as business manager for the UK, Scandinavia and the Baltics. Gavin assumes responsibility for all rural hygiene and professional pest control sales and support. He replaces Shirley Wilson who retired in May.

Having started his career with Sorex in the UK, Gavin has been working in European pest control sales and business management with AgrEvo, Aventis, Bayer and, most recently, BASF Pest Control Solutions, for the past 17 years.

Following the acquisition of DuPont's pest control activities, **Aurelie Baillet** has moved to Syngenta to become its public health marketing and communication manager. Aurelie will be covering Europe, Africa and the Middle East – the same territories as she covered with DuPont.



Gavin Wood



Aurelie Baillet



Ellen Hallsworth

Barrettine Environmental Health has increased its Bristol-based customer support team with the appointment of **Ellen Hallsworth**. Ellen will be a familiar name to many in the pest control industry as she spent nearly five years working for Network bird control. Her responsibilities will include co-ordinating the booking of training events, as well as overseeing some of the work undertaken by Kelcy Harvey, who started her maternity leave in September.

In something of a surprise statement on 21 September, it was announced that, after 17 years of service with the US professional pest management industry, National Pest Management Association (NPMA), Executive Vice President **Rob Lederer** had resigned. He has agreed to serve as a consultant to the organisation for the next six months.

Although Rob Lederer was executive vice president of the American trade association (NPMA), he became well-known as a much respected industry leader throughout the world.



Rob Lederer

The big get bigger!

In the last few weeks there has been considerable consolidation in the industry with the following acquisitions announced.

On 1 October the deal was concluded whereby **Syngenta** acquired the **DuPont Professional Products** insecticide business for £78 million. This acquisition covers the DuPont professional turf, ornamental and pest control markets. Notably, in Europe this includes recently launched Advion ant and Advion cockroach gels.

On 3 October, **Fusion IP**, the university commercialisation company that turns university research into business, announced that its Cardiff University spin-out company, **i2LResearch** has acquired USA Baltimore-based **ICR Inc.**, which provides efficacy testing and regulatory consulting services to the insect control product industry. This will enable i2L to expand its European-based agrochemicals, biocide and regulatory operations into the USA.

Meanwhile, **Rentokil Initial** with an eye on growing its North American pest control servicing business, announced in late September that it had acquired California-based **Western Exterminator** for £61.4 million. The acquisition means that Rentokil will become the third largest pest control company in the North American market with revenues in excess of £206 million p.a. In the Middle East it also acquired pest control company, **Totalai**, based in Dubai and Abu Dhabi.

Wildlife represented

A group has got together to found the Wildlife Management Association (WMA). It is designed to appeal to professional pest controllers, gamekeepers, green-keepers, farmers and wildlife wardens. Formed as a not for profit private company limited by guarantee, its chairman/temporary treasurer is John Crouch (JC Pest Control, Norfolk). More details at www.wma-ltd.org.uk

Another successful Benelux Pest 2012

The fourth annual Benelux Pest exhibition was held on 26 September at the Edda Huzid Golf resort in Voorthuizen, the Netherlands. In total, almost 250 visitors and exhibitors were present – an increase on the numbers from a year ago. There were 28 exhibitors, amongst them **Pest Control News** – the organiser of this exhibition.

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Pest readers embrace the Games



It all started with the torch relay. Pictured above is Jordan Lunn watching the torch as it made its way through Southend. Jordan is account manager for SX Environmental



Left: Facelift Access Hire got involved in one of the more unusual Olympic activities. They provided the lift that London millinery designers needed to produce the Hatwalk trail. This saw new bespoke headgear for many of London's famous statues, including the iconic Nelson's column. The full trail featured twenty statues. All received their new headgear in the dead of night



Above: David Lodge managing director of Beaver Pest Control with Daniela Edwards European business manager for PestWest, who attended the first-ever GB women's Olympic handball match. PestWest sponsored the team's supporters club in the run up to the Games. GB team member Louise Jukes is also connected to pest control. Her uncle is Chartered Institute of Environmental Health's Graham Jukes





Our Games Makers

Above: Moirra Hart, who helps PelGar with PR, was involved with the Eventing at Greenwich. Right: Cleankill's Mike Williamson helped the Olympic football teams competing at Wembley. At the Paras he assisted the five-a-side blind soccer and the seven-a-side cerebral palsy teams



Above: Xenex Associate's Rob Fryatt had the honour of carrying the Colombian flag in the rehearsal for the Paralympic's opening ceremony. Both Rob and his wife Nicola, who also works for Xenex, were National Team Assistants. Nicola was with the Costa Rican Olympic Team and Rob with the Colombian Paralympic Team. For Rob the highlight was being close to the podium in the Mall as Colombia won a silver medal in the marathon, then driving the medallist to his press conference at the Colombian Consulate and to receive a congratulatory call from the President of Colombia

Just watching

Right: Barrettine's Helen Ainsworth gets into the Olympic spirit. Far right: **Pest** editor Frances McKim does the same. Below international reader and football fan Benjamin Gomez, from Univar in Mexico, came to the UK with his wife Ana Maria, daughter Ana Lorena and son Benjamin Jr. All pictured here at Old Trafford





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Time to vote for your favourite new product

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The nominations have closed and it's time to have your say. Which product has helped you the most as a pest professional? Take a look at the 15 fantastic new products short-listed by **Pest** readers and then make your selection. You can vote for two products using the official postal voting form or you can email your choice to editor@pestmagazine.co.uk. Please include your name and organisation in the

email. Your second choice product will be taken into account in the event of a tie. To be counted your vote must be in before midnight on 31 October 2012. The top three products which receive the greatest number of reader votes will be announced during PestTech at the National Motorcycle Museum on 7 November.

Rodilon Trio
rodenticide
from Bayer



Bedbug Monitor
from Suterra
(formerly AgriSense)



Advion Ant Gel
from DuPont



Romax Rodent Seal
from Barretline



Black Pearl
paste mousekiller from Lodi



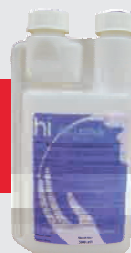
SX Ant Gel
from SX Environmental



Formidor
ant product
from BASF



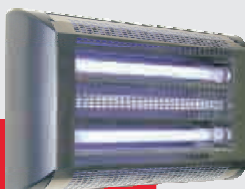
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International



Avishock
bird deterrent
from Network



The Vulcan
EFK from
Bower Products



SX Mini & Supa smokes
from SX Environmental



Rodilon Wheat Tec
rodenticide from Bayer



Maxifly
fly trap from
Russell IPM



Vertex Contact Gel
mouse control gel
from PelGar



Birdfree optical gel
bird deterrent from
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Voting form

The new product(s) which has made the largest contribution to my professional working life is/are:

1

2

Name:

Organisation:

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

- 1 Readers may vote for two products, but may only submit one voting form;
- 3 Votes submitted after midnight on 31 October 2012 will not be counted.

- 2 Manufacturers/distributors and their employees cannot vote for their own product.
- For all the legal stuff visit www.pestmagazine.co.uk/content/newsitem.aspx?id=750

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product
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November 2 deadline for HSE rodenticide proposals

If you've not yet had your say on the options proposed by HSE's Chemical Regulation Directorate (CRD) concerning the continued use of second-generation anticoagulant rodenticides (SGARs), then you need to get your skates on. This Stakeholder Engagement closes on 2 November and the result will have a significant impact on how pest controllers will be able to use these useful products in future.

Stakeholders include anyone with an interest in pest control, so that is not just the trade associations, although clearly BPCA and NPTA will be making their views known, it is also open to individual pest controllers to comment. You must however do this on the official form which can be downloaded from the HSE and **Pest** websites (see box). Rest assured that the environmental lobby will also be making their views known.

The proposals have been a long time coming and the full documents (there are two) take some wading through. However, much of the text is to provide background and context to the proposals which aim: 'to establish a transparent and consistent approach for applying risk mitigation measures when products are authorised in the UK, taking into account risks to wildlife and the need to control rat and mouse populations and maintain public hygiene.' In the end it boils down to five options which effectively CRD is asking stakeholders to vote on. These are:

Option 1: Restrict SGAR use to indoors (including sewers);

Option 2: Restrict SGAR use to in and around buildings and sewers;

Option 3: Restrict SGAR use to in and around buildings and sewers for professional users, and indoor use for non-professionals;

Option 4: Continue with the use areas/restrictions currently applied;

Option 5: For professional users continue the use areas/restrictions currently in force but, for non-professional users, restrict all SGARs to indoor use.

CRD's preference is for Option 2, which for the first time will allow the use of brodifacoum, flocoumafen and difethialone outdoors, although this will be restricted to within five metres of buildings. Useful for tackling resistant rats, but, given the potency of these products, NPTA for one is arguing that such use should be restricted to professionals and that therefore Option 3 is a better choice.

The response form also asks for comment on the definition proposed for 'in and around buildings', restrictions on methods of bait placement and composition, frequency of revisiting bait points and the proposed 35 day rule. This states:

'In most cases, anticoagulant bait should have achieved control within 35 days. Should activity continue beyond this time, the likely cause should be determined and documented. Unless under the supervision of a pest control operator, do not use anticoagulant rodenticides as permanent baits.'

Comments must be made via the Stakeholder Response Form which can be found at www.hse.gov.uk/biocides/news.htm?ebul=biocides/aug-12&cr=3 and scroll down the page to find UK Stakeholder Engagement – Environmental measures for rodenticides. Also on the **Pest** website at www.pestmagazine.co.uk/content/NewsItem.aspx?id=840





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A bit longer for wildlife proposals

Defra's wildlife law consultation ends on 30 November. This is seeking views on proposals to bring together the plethora of wildlife laws which have developed since the 1800s. They are of direct relevance to practical pest controllers, as amongst other things, they include new powers to address 'invasive species' – such as grey squirrels.

The original purpose of much of the wildlife law in this country was to govern activities such as hunting and fishing, including poaching. Over the years it has expanded to cover the conservation of certain species, the welfare of wildlife and the protection of local biodiversity from invasive species.

The result is a legal landscape that is out-of-date, confused and often contradictory. Much of the older legislation is out-of-step with modern requirements, and the principal modern Act – the Wildlife and Countryside Act 1981 – has been amended to such a degree that it is difficult for any non-specialists to use.

The new regime would reduce the current dependency on criminal law, by allowing a mix of regulatory measures such as guidance, advice as well as fines and bans. This consultation includes a mixture of some 70 provisional proposals and more open ended questions so it's definitely not for the faint hearted!

The attraction is obvious

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To find out more about Philips MASTER Actinic BL lamps please contact your distributor or supplier or visit www.philips.com/insecttraplamps

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John Charlton is an independent consultant and a member of the Rodenticide Resistance Action Group

Is resistance now a threat to mouse control?

Until relatively recently, calciferol provided the answer to any suggestion of resistance to anticoagulant rodenticides in mice. But, with its demise, pest controllers have become more dependent on the anticoagulants and the spotlight has fallen on the resistance issue, as John Charlton of John Charlton Associates outlined at the Pest-Ventures seminar earlier this year.

The house mouse (*Mus domesticus*) is arguably the most problematic and frequently reported pest covered by commercial pest control contracts. This is due in part to its small size, making exclusion difficult and to the ability of the mouse to adapt its behaviour in order to survive. Complete eradication of an infestation is often not achieved leaving a residual population which may remain undetected for a period before sightings initiate a further period of treatment.

Since the introduction of anticoagulant rodenticides in the 1950s control of mice, particularly in the inner cities, has met with varying degrees of success. As the house mouse possesses a degree of natural resistance to anticoagulant rodenticides, these products have always proven to be less effective against house mice than they are against Norway rats (*Rattus norvegicus*).

True resistance to anticoagulants, conferred by genetical mutation, has been known among house mice in the UK since the 1960s. However, in comparison to the Norway rat, little research has been carried out to investigate the number and spread of these mutations.

If resistance is suspected

There are several management techniques which may be used where resistance is present or suspected.

- The removal of as much alternative food as possible, harbourage reduction and sealing entry points into buildings, are all essential parts of a control programme.
- Trapping, by a skilled operator using break-back traps or glue boards, is a useful tool in the eradication of residual infestations and in the reduction of large numbers – as long as a sufficiently high number of traps are used.
- Non-anticoagulant rodenticides are available in the UK for mouse control; the most well-known of these is alphachloralose. Good results have been achieved but this will be dependent on the use of enough bait points to ensure that a lethal dose is consumed.



Not all treatment failures are caused by resistance. As this bait box shows there is plenty of mouse activity but the mice are going over the box and not into it

In a German study using the new system of DNA sequencing for the detection of anticoagulant resistant

mutations, more than 90% of the mice examined carried genetical resistance mutations and resistance was found at 29 of the 30 locations sampled. The two resistant house mouse strains found in the German study are also known to be present in the UK, so there is little to suggest that a similar situation does not exist here.

Resistance does seem to be increasing

Resistance to first-generation anticoagulants in mice has for many years been widely accepted in most parts of the UK, but in an increasing number of cases difenacoum and bromadiolone have failed to provide complete control. This has been demonstrated in laboratory and field trials where the tests also showed that control was likely to be more problematic in the case of bromadiolone than difenacoum.

The genetics of anticoagulant resistance in the house mouse is not well understood – it is complicated by the involvement of several genes and, perhaps, even several different resistance mechanisms. Using a method which examines the genetic make-up of individual rodents to discover whether they possess mutated genes that might confer anticoagulant resistance has resulted in two different genetic mutations being found:

- **Cambridge strain** – leucine128serine mutation, or it may be referred to by its abbreviated name L128S. It is likely that this mutation occurs widely in the UK, as it does in Germany.

- **Reading strain** – tyrosine139cysteine (or Y139C) was found in the geographical survey of resistance conducted recently in Germany. This strain is considered to be fully resistant to the first-generation anticoagulants and to the second-generation compound, bromadiolone.

Resistance is not the sole reason for failure

Resistance to the anticoagulants however cannot be accepted as the sole reason for treatment failure. The mouse's habit of feeding from a large number of locations in a night has always provided a challenge to ensuring the consumption of a lethal dose of active ingredient. The phenomenon of 'behavioural resistance', as it became known, has further complicated mouse control strategies. Some mice are known to refuse to eat traditional cereal-based baits in preference to a diet of protein-based foods.

Of greater concern however, is the apparent suspension of the mouse's inquisitive nature, leading it to avoid entering bait boxes – or at least not going as far in as would permit it to eat the bait, or be caught in a trap. The bait box on the left clearly shows this behaviour. It has been passed over several times resulting in heavy smearing but no smears can be seen on the entrance lip of the box.



RRAG mouse control recommendations

Recently published information from the Rodenticide Resistance Action Group (RRAG) recommends the use of anticoagulants rodenticides against resistant house mice as follows:

■ The first-generation anticoagulants

It has long been a regulatory policy that anticoagulants such as warfarin, chlorophacinone, diphacinone and coumatetralyl should not be used for the control of house mice in the UK. Consequently, there are no approvals for the use of rodenticide products carrying these active ingredients for mouse control.

■ Bromadiolone and difenacoum

Y139C (the Reading strain) shows a significant degree of resistance to bromadiolone. There are also many anecdotal reports of the failure of bromadiolone to control house mice. Some infestations may be controlled, at least in part, by bromadiolone. But the use of this active substance against house mice in the UK is not recommended as it may not result in an adequate level of control and will exacerbate resistance problems.

Difenacoum is widely used in successful

mouse control treatments. Yet, mice carrying the Y139C mutation possess a degree of resistance to difenacoum. The situation with L128S (the Cambridge strain) is more uncertain. Thirty years ago individuals with mouse infestations were practically incapable of control with difenacoum. It would therefore be prudent, in areas where resistance in house mice is suspected, not to use products that contain difenacoum.

■ Brodifacoum and flocoumafen

Brodifacoum and flocoumafen are the most potent active substances against susceptible house mice.

There is good evidence from early field studies that brodifacoum and flocoumafen are effective against anticoagulant-resistant house mice. Laboratory studies conducted on mice carrying the Y139C mutation at the University of Reading have confirmed that brodifacoum baits are effective against this type of resistant house mouse.

The advantage for resistant house mouse control is that only small quantities of bait are required to achieve a lethal dose, even of resistant

mice, thus capitalising on their sporadic feeding behaviour.

When using brodifacoum and flocoumafen for house mouse control pest controllers should be on the alert for infestations that are more difficult to control than normal using products that contain these active substances. Should difficulties occur, these should be reported to RRAG.

■ Difethialone

Baits containing the second-generation anticoagulant difethialone are new to the market in the UK. At present, RRAG is unaware of any difethialone field trials conducted in the UK against resistant mice.



The information on resistance in this article is based on the Rodenticide Resistance Action Group's *RRAG House Mouse Resistance Guideline* produced by Dr Alan Buckle of the University of Reading and chairman of RRAG. Downloaded the full document at www.bpca.org.uk/rrag/documents.html



Pulse baiting can cut costs



Pulse baiting with a single feed rodenticide can substantially reduce indoor rat and mouse treatment costs by cutting both time and bait use, according to the latest BASF Pest Control Solutions assessments, says the company's Sharon Hughes, left.

Evaluations of typical rat control regimes show single-feed flocoumafen (Storm Secure) requiring barely a quarter of the amount of bait of multi-feed bromadiolone for comparable control.

Add to this far fewer application visits and a very much shorter bait exposure time (limiting non-target species risk) and the benefits of the single feed rodenticide regime really become clear. Especially so as the latest annual National UK Pest Management survey (jointly organised by **Pest** and BASF) shows over 60% of the total cost of rat and mouse treatments is time.

Extra potency

"Gram for gram, single feed rodenticides may be more expensive than less powerful multi-feed products, but their extra potency allows a far more economic pulse baiting regime," explains BASF's rodenticide development manager, Sharon Hughes.

"This gives significant savings in bait cost as well as time, adding up to major economies in the overall cost of treatment.

"For pulse baiting we recommend putting out restricted amounts of Storm Secure in three or four clear cycles over a 21-day programme," she explains.

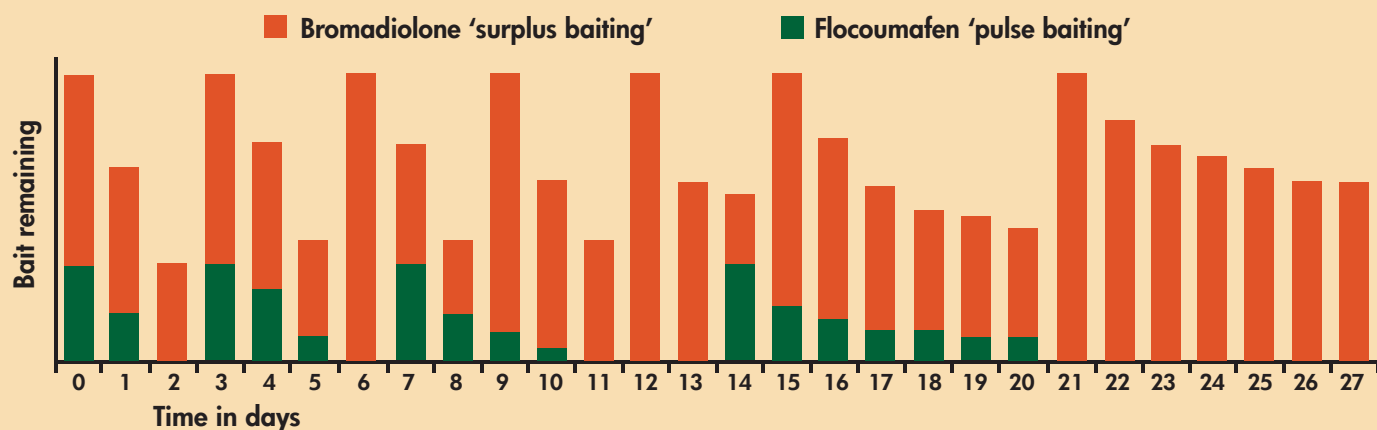
"This contrasts with the much larger amounts of bait and more frequent topping-up over a month required in traditional surplus baiting regimes to ensure sufficient intakes of multi-feed rodenticides."

With single feed rodenticides currently restricted to indoor use in the UK, flocoumafen is clearly of greatest value in urban rat and mouse control. The fact that no practical resistance has yet been detected to it means consistently reliable control of even populations that are difficult to control with other anticoagulants.

A very different approach required

Whilst pulse baiting is simplicity itself to undertake, it requires a very different approach to traditional surplus baiting. Building on a thorough understanding of rat and mouse behaviour, the technique

Figure 1: Typical heavy rat infestation baiting comparisons



	Multi-feed bromadiolone 'surplus baiting'	Single feed flocoumafen 'pulse baiting'
Bait used per point	100g to 400 g	40g to 60g
Bait application visits	7 to 8 (initially at 3 day intervals)	3 to 4 (on days 0, (3*), 7 & 14)
Length of bait exposure	28 days	16 days

* Extra 'pulse' recommended where infestations are heavy



deliberately restricts bait availability, so the more dominant individuals that feed first do not consume far more than a lethal dose of the rodenticide.

Just one feed needed

"With rats typically consuming 25-30g of feed a day and flocoumafen's LD₅₀ of just 1.3g per adult rat (compared to up to 8g for bromadiolone) a lethal dose can be consumed in just one feed," notes Sharon.

"This is particularly so, if the bait is immediately appealing and palatable," she adds.

"Since rodents feeding on the first baiting will have gone-off their food by the third or fourth day, further application pulses at weekly intervals target new individuals. Where infestations are heavy, an extra pulse at day three can be valuable.

"For a typical heavy rat infestation you're likely to need around 40-60g of Storm Secure per bait point and three or four pulses – with a final visit after 21 days to remove any uneaten bait and carcasses. Allowing for a full four applications, this will involve five visits with bait available for around 16 days (see Figure 1).

"To achieve the same degree of control a comparable surplus baiting programme with bromadiolone requires 100-400g of bait per point, topping-up every three days for at least the first two weeks and baiting for around 28 days. That adds up to around seven applications and eight or nine visits for bomodialone.

A major time saving advantage

"Delivering the quickest control with the least amount of bait and fewest visits, our assessments show single-feed flocoumafen pulse baiting has major advantages," she insists. "As well as saving treatment time and money, of course, its reliable activity against all rat and mouse populations minimises the risk of costly call-backs."

Like all anti-coagulants, single feed rodenticides should always be used in secure bait stations, well-sited to maximise rodent uptake while minimising access to non-target species.

To control rats, BASF recommends placing bait stations along obvious rat runs around 10m apart (five metres in heavy infestations). For mice, which have more limited home ranges and

sporadic feeding habits, bait stations should be placed up to two metres apart in areas of obvious activity.

"In both cases, it's important to appreciate there are always rodents waiting to move into attractive territories as they are cleared of existing colonies," concludes Sharon. "Under these circumstances, continued vigilance is essential, with new treatment programmes undertaken at the first signs of re-infestation."

Plan your trip with our quick guide to PestTech 2012

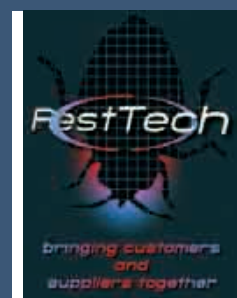
7 November 2012, The National Motorcycle Museum, Birmingham

organised by:



National Pest Technicians Association

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



Practical demonstrations

Outside

See and learn from the experts

Morning
7 November

Afternoon
7 November

Ferreting demonstration

by Simon Whitehead, Pakefield Ferrets

09.30 - 10.00

12.30 - 13.00

Hawks in pest control

by Jan Prymeka, JRCS Falconry

10.00 - 10.30

13.00 - 13.30

Long netting

by Liam Brinded, Brinded Long Netting

10.30 - 11.00

13.30 - 14.00

Trapping

by Christopher Venables, Venebales Pest Control

11.00 - 11.30

14.00 - 14.30



Technical workshops

Crows Nest Suite

Keep up with the technicalities

7 November

Update and implications of seagull legislation

presented by Simon Moon, Taunton Deane Council

09.45 - 10.30

The use of bed bug detection dogs

presented by Mark Astley, Trust K9

10.30 - 11.00

Computerised reporting systems

presented by Stephen Simmons, Northumberland Council

12.30 - 13.15

The rat tail survey for rodent anticoagulant resistance

presented by Dr Dougie Clarke, University of Huddersfield

13.15 - 13.45

A sense of scents – rodent pheromones

presented by Professor Jane Hurst, University of Liverpool

13.45 - 14.30

Anticoagulant resistance in the house mouse in the UK today

presented by Dr Alan Buckle, Rodenticide Resistance Action Group

14.30 - 15.00

Level 2 pest control apprenticeships

presented by David Fisher, Asset Skills

15.00 - 15.30

Collect Your CPD

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

Kirkmichael Suite

PestControl^{news}

Workshop 11.30 - 12.30

The Pest Control News workshop is an established part of the PestTech experience. The subject of this year's workshop will be *Risk Mitigation Measures: Will they change the way we work?*

Women in pest control 14.30 - 15.30

Sponsored by PCN

Professional Women in Pest Management (PWIPM) will be meeting at PestTech. Men in pest management also welcome.



The Exhibition

Doors open at 09.00

Exhibition closes at 16.00

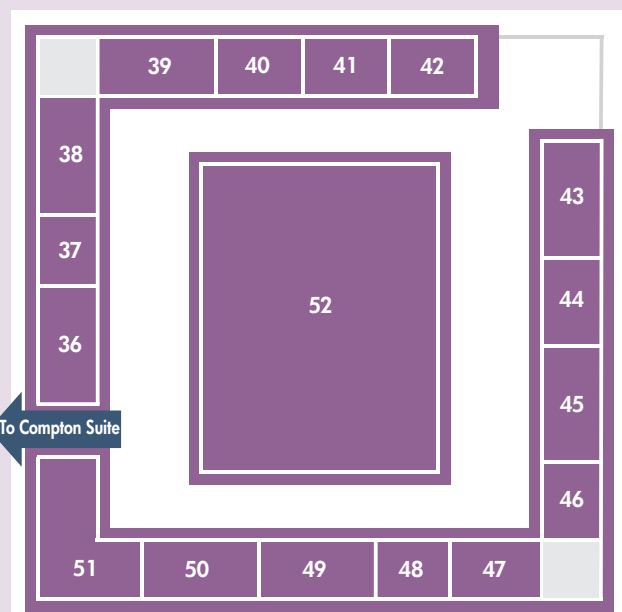
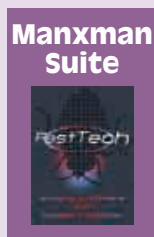
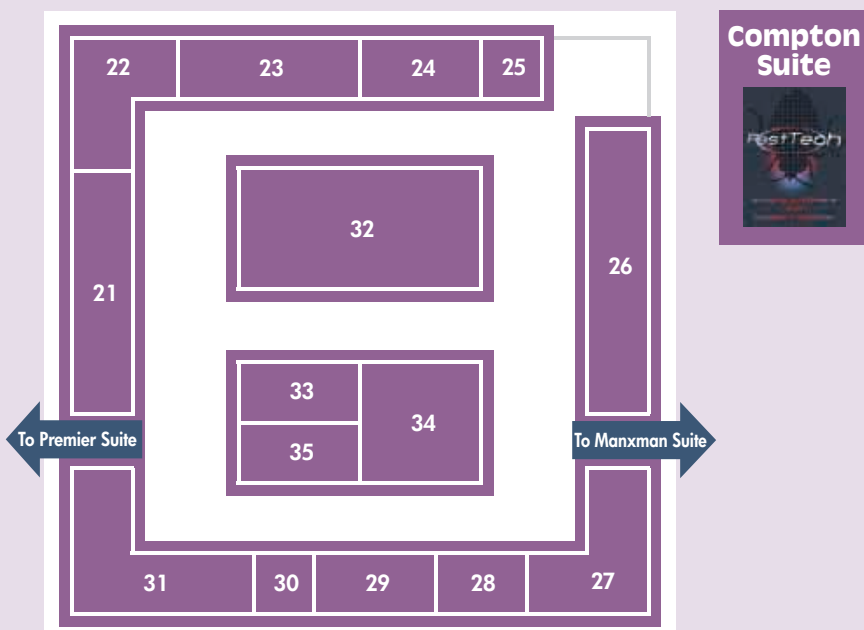
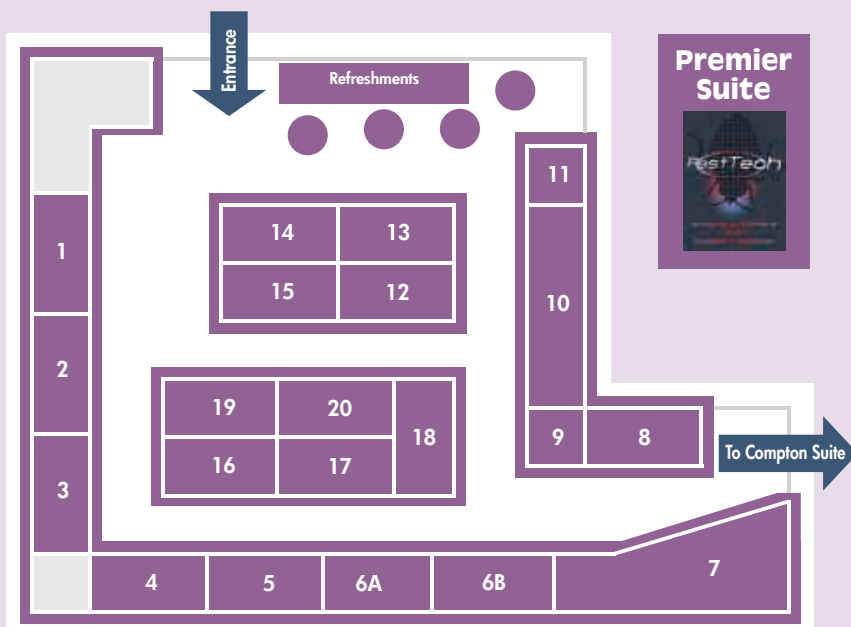
Three CPD points awarded for attendance

- | | |
|--|---|
| 1 Agropharm | 29 County Workwear |
| 2 nanoTECH International | 30 Pest Magazine |
| 3 Bower Products | 31 Bell International |
| 4 & 5 JRCS Falconry | 32 BASF |
| 6A Rentokil Initial | 33 Bradshaw Bennett |
| 6B Rodenticide Resistance Action Group (RRAG) | 34 Barretine Environmental Health |
| 7 Russell Environmental Products | 35 Woodstream/Rutland Environmental Fencing |
| 8 WaspBane | 36 Syngenta |
| 9 Will Fountain | 37 International Pest Control |
| 10 & 11 NPTA | 38 PestWest |
| 12 Airgun Training & Education | 39 National Working Terrier Foundation |
| 13 Lodi | 40 BPCA |
| 14 Unichem | 41 Bird-B-Gone |
| 15 BSA Guns UK | 42 BASIS PROMPT |
| 16 Brinded Long Netting | 43 Friendly Data Solutions |
| 17 RSPH | 44 Silvandersson |
| 18 Roythorne Solicitors | 45 RIWA |
| 19 Pest Fix/Scarecrow Bio-Acoustic | 46 Blattodea Culture Group |
| 20 Trust K9 | 47 Northumberland CC GP8 System |
| 21 SX Environmental Supplies | 48 Campaign for Responsible Rodenticide Use (CRRU) |
| 22 & 23 P+L Systems | 49 & 50 Brandenburg |
| 24 & 25 PelGar | 51 IHS |
| 26 Bayer Environmental Science | 52 Killgerm Group |
| 27 Suterra | |
| 28 Wildlife Incident Investigation Scheme | |

Refreshments

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

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





Quality Brands Image

P+L Systems®

Three key words in the P+L Systems story



In command. Managing director Peter Mangion

If P+L Systems was to write a company mission statement these three words – Quality – Brands – Image – would certainly feature strongly. Although the company itself has been around for nearly 30 years, it has only recently undertaken a series of acquisitions which has transformed the organisation significantly. **Pest** editor, Frances McKim, paid a visit to this North Yorkshire-based company to find out more...

The first of these three defining features is quickly ticked-off your list as you arrive at the P+L Systems headquarters – a massive and sparkling new warehouse and office facility at Grimbold Crag Close located on a new industrial estate just on the outskirts of Knaresborough.

This building in many ways is an embodiment of where P+L Systems sees themselves going. It's only a few yards from their previous headquarters, yet with a warehouse of 30,000sq ft and offices of 15,000sq ft the building is certainly large. Go inside and at least one-third is empty and so ready for expansion. What plans are there to fill this space you wonder?

Did you know?

- 1 How P+L Systems got its name? It comes from the original owner, **Peter** Hicks, who christened his fledgling company using his and his wife, **Lynne's** initials so making P+L.
- 2 All the management team run cars with distinctive personalised FLY registration numbers. A cheap and effective marketing means.
- 3 Parked in the car park is a top-of-the-range Mini Cooper. Unlimited use of this vehicle for a month goes to the sales person who achieves the best sales compared to their target over the preceding month.



A good incentive. Unlimited use of this sporty car for a month

When you meet managing director, Peter Mangion, a clearer picture starts to emerge. Recruited in 2006, Peter has transformed what was a successful but somewhat dysfunctional business into the image conscious, dynamic business we know today.

Despite displaying an obvious sense of pride in their new office and warehouse complex, Peter is far from ready to rest on his laurels saying: "Our new facilities are a visual representation of the progress the business has made – it may have dramatically improved, but there is still a long way to go."

Peter comes from a consumer marketing background, having had spells working within Wilkinson Sword, SC Johnson and Henkel. So the value of professionally

managed and well-recognised brands is all important to him.

"When I arrived," explains Peter, "I began by re-focusing on basic business principles and further consolidating the product range into a logical and manageable portfolio. The business was virtually entirely sales orientated. Product features, and so benefits, were not explained to customers so all you could rely on was price. One of the first issues I addressed was pricing by introducing strict price control. So, we have got away from being a 'cheap and cheerful' company to one where design, quality and brands are important – as illustrated by the products we have introduced such as the fly killers Edge and Allure. Then the acquisition of the Insect-O-Cutor business in 2009 gave us access to a well established and well recognised brand – a name synonymous with fly control."

Unique trading method

One thing P+L Systems has stuck with virtually unaltered is its rather unique method of trading for the pest control industry – that of direct supply to the pest controller. This is different to the more common route in the industry of using what P+L Systems refers to as 'master distributors' as intermediaries. This strategy goes back to the very early days when the company first started out.

Whilst sales were initially UK orientated, the opportunities of selling abroad – particularly into Europe – rapidly became evident. Business graduates with language skills were brought into the company and given the responsibility to develop business across their own territories and markets. France

and Germany were the first countries to be tackled, with Spain following in the late 1990s.

To this day, this direct approach has continued. Visit the P+L Systems sales department and you feel you could be in a foreign country. The desks are manned by bright, young and highly motivated staff, who are maybe working in the UK for the first time. This allows the company to function in the various languages of their customers globally.

The range of languages spoken is phenomenal, as sales manager Steve Jackson, who has been with the company since 1999, explains: "The original founding principle of talking to your customer in their own language remains. We have native speakers in up to 12 languages – all the European ones as you would expect, plus Chinese, Russian and Polish, for example."

This is certainly a unique feature to find in deepest North Yorkshire.



On site, technical manager Tom Holmes, can test-run a full range of lamps

Selling direct to pest controllers may have worked successfully to date in the EFK market, but the acquisition of the Network bird control business in late 2009 has caused P+L Systems to modify this business model.

Network, with its broad range of bird control products and accessories, always



Darren Jones (left) and Robert Taylor assemble and despatch customers' orders

P + L Systems timeline

As is a common feature with many companies, their corporate growth and ownership can take many twists and turns – P+L Systems is no exception. Simplified, P+L System's company history can be traced as:

- 1984 – P+L Systems came into existence when Peter Hicks bought the rights to the Insectaflash brand of electronic fly killers from Knaresborough-based electronics company GSPK
- 2002 – P+L Systems become involved with its first non-pest control business activity Microspray fragrance dispensers via a developing relationship with the Canadian company, AirGuard
- 2003 – P+L Systems expands into new warehouse facilities in Knaresborough
- 2003 – establishment of a 9,500sq ft warehouse in Alicante, Spain, dedicated to servicing Southern Europe
- 2003 – P+L Systems acquired by Waterbury Companies Inc
- 2005 – P+L Systems acquired by the US private equity group Wind Point Partners
- 2007 – P+L Systems relocates to brand new custom-built offices in St James Business Park
- 2008 – the acquisition of Dart Valley Systems, a water management company based in Paignton, Devon
- 2009 (March) – P+L Systems acquired the Insect-O-Cutor trademark and the flying insect control business of RIWA
- 2009 (December) – P+L Systems acquire Network bird control with the Avishock and Avipoint brands
- 2012 (February) – P+L Systems acquires SX Environmental Supplies
- 2012 (April) – P+L Systems moves into Sterling House – its purpose-built warehouse and office complex

sold its products via distributors. To their credit, P+L Systems has maintained and fostered these distributor arrangements, even though they may find themselves supporting a bird control distributor who is effectively also their competitor in the fly killer market.

In early 2012 their way of doing business was once again challenged with the acquisition of SX Environmental from founder and owner, Richard Lunn. In the nearly 20 years since the launch of SX, the business has grown to become one of the leading pest control distributors in the UK.

Growth through acquisition

"The acquisition of SX offers P+L Systems a huge opportunity," explains technical manager Tom Holmes who, in the 12 years he has been with the business has already experienced massive changes. He continues: "The company has the international resource to develop the SX Environmental brand throughout Europe."

The overseas contacts built-up by P+L Systems abroad fit well with the current SX business. Richard Lunn always had big ambitions to expand internationally, although not necessarily the resource. But what is the future for SX in the UK?

This was a key question to fire at P+L Systems managing director, Peter Mangion. Is the empty space in the warehouse destined to house the relocated SX business?

"Far from it," Peter emphatically replies. "You don't spend investment money buying a successful and profitable business to then take it apart. During the negotiations I made it clear to Richard we weren't going to change the way SX Environmental did



The P+L Systems management team. Left to right: Tom Holmes (technical manager), Craig Spence (financial controller), Claire Larcombe (marketing manager), Steve Jackson (sales manager) and Nick Fournier (head of supply chain)

things. SX services its existing customers far better than we can."

However, Peter did let-on that there are thoughts of establishing a northern base from Knaresborough so as to support and strengthen SX customers in the north of England.

So what of the future? In the three years since marketing manager, Claire Larcombe joined the business the whole operation has undergone a radical face-lift.

As Claire details: "We've been able to strengthen our brands in each of their respective disciplines by developing world leading products, working closely with our customers to make sure that these deliver tangible benefits, either in terms of efficacy or time savings. This, combined

with other significant investments in our brands, including international trade shows, has transformed the business in a relatively short period of time," she adds.

So has the company acquisition trail come to an end? Not at all, as Peter robustly explains: "Our private equity investment backers (USA-based Wind Point Partners) not only leave us alone to manage the business, but are also keen for us to expand further by acquisition. We certainly view pest control as our strategic business area and are constantly seeking new, non-competitive businesses of the right quality to add to our existing portfolio."

Watch-out. This is by no means the end of the P+L Systems story.



Already massive, the warehouse facility has plenty of room for expansion

Inset: Made-to-measure fly screens are built on site



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Keep a look-out for mice this autumn, warns Bayer

As outside temperatures drop and daylight levels fall, the autumn rodent control battle begins. Unfortunately, for pest controllers faced with increasing problems of rodent resistance and an armoury waning in effectiveness, this fight is proving harder and harder. This is particularly the case with mice, as Alan Morris, head of sales for Bayer explains.



When it comes to autumn rodent control, mice can be described as the 'forgotten pest'. Often overshadowed by the perceived risk from rats, the reality is that severe mouse infestations can actually prove far more problematic.

"At this time of year, everyone is thinking about rats, but in actual fact, mice can be a much more persistent pest problem," he explains.

Add to that they are less visible than rats, less obvious and deemed not to be as dirty or damaging.

"But in six months one mouse can eat over 0.5 kg of feedstuffs and contaminate another 20 kg, leading to it being wasted.

One mouse can also produce over 30,000 droppings and 0.75 litres of urine a year, which poses a real threat to hygiene.

Mice can be harder to control

Based in Lincolnshire, Richard Elkington of Fenfarm Pest Control agrees with Alan.

"Mice are definitely an overlooked problem," he insists. "They are far harder to control than rats, especially seeing as they can multiply so quickly. Once a population reaches a certain size, they become extremely hard to control. In favourable conditions, females can produce up to ten litters per year, consisting of four to eight young that are independent after just three weeks."

He adds that when someone sees a rat, or is aware of rat activity at their location, they usually contact their pest controller straight away. "People are far less bothered by mice and they seem far happier to put up with mice than rats."

Richard believes that if mice are left to multiply, they quickly become a huge menace. "On farms, they chew the sacks of feed and fertiliser, allowing the contents to spill, leading to huge wastage. While in commercial and large residential premises, they are not only a general nuisance, they also gnaw through electrical wires causing power failures and short circuits," he says.

"A very strong smell of urine can also accumulate in situations where infestations are large. This is very unhygienic as well as being generally unpleasant," concludes Richard.

Iain Turner of Alpha Pest Control in Lancashire is a pest controller and also chairman of the National Pest Technicians Association (NPTA). He concurs that mice can be extremely difficult to get rid of.

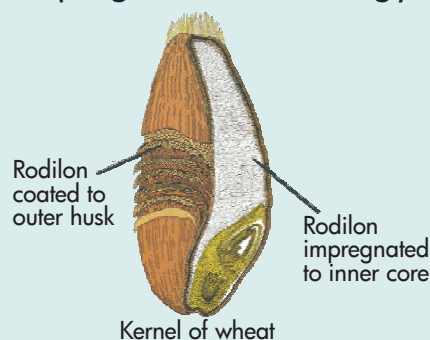
"An important consideration is resistance," he states. "Currently pest controllers are facing resistance to bromadiolone. With this in mind, we're advised that we should be using an alternative second-generation anticoagulant, such as our newly introduced difethialone for indoor use."

Bromadiolone has formed the mainstay of many rodent control operations in the last twenty years, but as with many control agents, efficacy can wane over time as rodents build up a natural tolerance to the baits.

New active is part of anti-resistance strategy

As Alan Morris explain: "The anticoagulant active ingredient in Bayer's rodenticide Rodilon is difethialone and this is the first time it's been available to the UK market. "It is, in fact, the first new active to be

Diagram of Bayer's 'turbo impregnation technology'





Don't forget house mouse control this autumn, says Bayer's Alan Morris

introduced in over twenty years, so it represents a tremendous leap forward for the industry and a real breakthrough for those who have been facing the increasingly difficult task of gaining control of rodents."

In the field, Richard Elkington believes that resistance is largely to blame in situations where he has faced very serious mouse infestations. "I have one or two sites where I have had massive problems with mice which appear resistant. I've put down various rodenticides and while the bait was being taken, it seemed to have little to no effect."

As a result, Richard began using Rodilon Trio and found it to be hugely successful. "Within two to three weeks, the infestation was almost totally gone. It's clear that the new active in this product combined with its highly palatable oats, sunflower seeds and maize base solved the problem," says Richard.

He goes on to say that he's particularly impressed with Rodilon's turbo impregnation technology that infuses the active ingredient right to the core of the bait. "We all know that mice are fussy and will be inclined to nibble away the outer husk before eating the kernel.

"Not only does this technology give me the confidence that the mice will be ingesting the active ingredient, it also means that we are subjected to minimal risk from dust. The three different seeds – oats, sunflower seeds and maize that make up the bait also pander to the pest's fussy feeding tendencies."

But, as Bayer's Alan Morris advises to maximise the efficacy of any rodenticide, other considerations must come into play:

"To get the best effect from rodent control measures the true level of the infestation must initially be assessed, problem areas must then be identified and monitored carefully.

"An understanding of where rodents live is vital. This is where the knowledge and expertise of a professional pest controller becomes crucial," he concludes.

Pest controllers are advised to conduct a thorough survey of the site to identify rodent harbourage sites before doing anything else. A strategic rodent control plan should include measures to control active rodent infestations combined with measures aimed at reducing and preventing future problems.

Take the Pest Test

BASIS has made two PROMPT CPD points available if you can demonstrate that you have improved your knowledge, understanding and technical know-how by passing the **Pest Test** and answering all our questions correctly. So read our articles on the current rodenticide use proposals (page 10) and the house mouse resistance recommendations (pages 12 & 13) 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 does SGARs stand for?

<input type="checkbox"/> a) Second-Generation Activity Rules	<input type="checkbox"/> c) Sound Guidance After Rodenticides
<input type="checkbox"/> b) Second-Generation Anticoagulant Rodenticides	<input type="checkbox"/> d) Selection Guidance for Anticoagulant Rodenticides
- 2 When does the Stakeholder Engagement consultation phase on SGARs close?

<input type="checkbox"/> a) 2 November 2012	<input type="checkbox"/> c) 2 December 2012
<input type="checkbox"/> b) 22 November 2012	<input type="checkbox"/> d) 2 January 2013
- 3 A range of options has been put forward for future SGAR use. Which one is CRD's preferred option?

<input type="checkbox"/> a) Option 1	<input type="checkbox"/> c) Option 3
<input type="checkbox"/> b) Option 2	<input type="checkbox"/> d) Option 4
- 4 What does RRAG stand for?

<input type="checkbox"/> a) Ranking Resistance Action Group	<input type="checkbox"/> c) Rodenticide Resistance Action Group
<input type="checkbox"/> b) Rodenticide Resistance Activity Guidance	<input type="checkbox"/> d) Rodenticide Rating Activity Group
- 5 **Two** different anticoagulant resistant genetic strains have been identified. Which towns/cities are they named after?

<input type="checkbox"/> a) Newcastle	<input type="checkbox"/> c) Birmingham
<input type="checkbox"/> b) Cambridge	<input type="checkbox"/> d) Reading
- 6 Which **two** rodenticides do the RRAG recommendations say are the most active substances against susceptible mice?

<input type="checkbox"/> a) chlorphacinone	<input type="checkbox"/> c) broadifacoum
<input type="checkbox"/> b) warfarin	<input type="checkbox"/> d) flocoumafen

Name: _____

Organisation: _____

Tel: _____

Email: _____

PROMPT account number: 200 _____

All things bed bug



David Cain of
Bed Bugs Ltd

In our first report, David Cain of Bed Bugs Ltd, based in London, recounts his impressions.

The North America Bed Bug Summit has been running for three years now and this year saw a change to the format and a move to Las Vegas, so I packed my bags and headed-off to the neon encrusted city to see what changes had been put in place and what was new.

Now an annual fixture in the pest control calendar, the Bed Bug University North American Summit was this year held on 6 and 7 September in Las Vegas, USA. To keep us in touch with activities, **Pest** invited two well-known international bed bug experts to present their views on proceedings.

The format had changed to a two-day event instead of the previous three days which was one of the first plus points. Not even I relish the thought of three long days of just bed bugs.

Gold presentation from Sheffield University

The first day was definitely the better of the two with an excellent presentation by Dr Michael Siva-Jothy of Sheffield University, who detailed his group's extensive pure research which clearly demonstrated that the UK leads the field. Picking-up on an Olympic theme, his paper deserves the gold medal. Covering immunity, symbioses, ecology and behavioural biology this set an expectation that if the other presentations were on par, then it would be a truly enlightening few days. Sadly the event seemed to have peaked at this stage, leaving me thinking it was a shame that this presentation has not yet been made in the UK. Later in the day, a presentation from Dr Klaus Reinhardt, also of Sheffield University, covered both trends in bed bug populations since 1900 and some fascinating information on the reproductive adaptations and the role of traumatic insemination. This helped explain why bed bugs are such effective colonisers.

Silver to Australia

My silver medal from the event goes to Stephen Doggett from Westmead Hospital, Australia for his presentation looking at the clinical relevance of bed bugs. Both the physiological and psychological impact of bed bugs, plus the analogy and comparison to some of the more dangerous Australian native species, helped illustrate why bed bugs have a lower clinical impact in Australia compared to the US – a country where the anxiety brought by even a single introduced bed bug can be devastating to some people's lives.

An individual bronze goes to Dr Ed Vargo, of North Carolina State University, for his molecular work looking at genetic variations at both the local and global levels. Although my personal experience, and knowledge of genetic science, does cast some doubt as to the validity of much of the local (building) level data they have so far developed. But this did result in a great one-on-one discussion.

These high points were countered by some lows. These included the introduction of a new protocol to 'control' an infestation, setting management of the issue as an acceptable goal rather than eradication. This I am sure will go a long way towards continuing to erode consumer confidence in pest management in the US. It is something I hope we don't see in the UK. If you can't offer a professional service to resolve people's infestations you would be better off not working on bed bugs, as consumers are unlikely to view this favourably.

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Dr Mike Siva-Jothy, left, from Sheffield University with our second contributor and 'silver medallist', Stephen Doggett

Our second contributor is Stephen Doggett from the Department of Medical Entomology at Westmead Hospital in Australia.

Sadly, the Aussie only gets the silver...again...which has been the trend for my country folk this year! Actually, I would like to thank David for his kind words about my clinical lecture and echo his thoughts on the sterling efforts of both Mike Siva-Jothy and Klaus Reinhardt for their presentations focusing on bed bug biology. The fact is that biology is the basis of Integrated Pest Management and such knowledge is essential in order to develop the most appropriate strategies for combating any pest, but especially bed bugs where management technologies have their limitations.

Beyond the above, two of the other highlights for me at the Summit were the papers by Dr Ed Vargo and Richard Cooper from Bed Bug Central. Their research has profound implications for the pest control industry and will make us rethink how bed bug management is undertaken in the future.

Modern molecular techniques

In his research, Dr Vargo's group has been utilising modern molecular based techniques (called 'microsatellite markers') to examine the interrelationships of bed bug populations. Much of this work has been recently published in the prestigious journal, *The Journal of Medical Entomology*. They collected samples of bed bugs from multiple units within the same apartment complex and found that the insects tended to display a high degree of relatedness. They suggested that infestations in whole buildings often originate from a single female! Many bed bug researchers have suspected that treatment activities (in particular, poor management practices) do result in the spreading of an infestation, and these findings confirm this suspicion.

In the US, the name Richard (Rick) Cooper is synonymous with bed bugs. Two of the more important issues Rick has recently been assessing relate to how quickly bed bugs spread and the success of management efforts. To establish how quickly bed bugs can spread throughout a building, Rick captured bed bugs, marked and subsequently released the insects (this was in a deceased person's home and so there are no ethical issues with releasing biting arthropods). Marked bed bugs were found in four adjoining units five days later, even in units across the hall. Thus the insects spread much quicker than what we previously assumed.

Arguably the greatest challenge in bed bug management is determining when an infestation is actually eradicated. After a number of companies declared that control was achieved and had terminated their treatment programme, Rick attempted to establish

just how successful they actually were. He examined this through implementing an intense monitoring programme by placing up to 30 ClimbUp Interceptors throughout the treated apartments and monitored daily for activity. Quite worrying is that in 58% of the treated units, bed bugs were detected (remember that all of these were previously declared eradicated!).

The research by both groups marries quite nicely. Rick highlights the need for post control monitoring once an infestation is thought to be eradicated, even in adjoining units, while Ed Vargo has shown that infestations throughout buildings tend to have a common origin. As final food for thought, there is a very serious implication here for the industry, namely that the origins of an infestation can now be elucidated with modern molecular techniques.

This means that pest managers can now be held accountable for failed treatments and the subsequent dispersal of infestations, along with the associated costs to achieve final eradication. This could mount to tens to hundreds of thousands of pounds in an apartment complex. Thus it is in your pecuniary interest to ensure that you do the job correctly in the first place!



Dr Klaus Reinhardt, left, from Sheffield University with Dr Mike Potter from the University of Kentucky. No USA bed bug event would be complete without Dr Potter!

Action taken by US authorities

Just three days after the Bed Bug Summit closed, the US Federal Trade Commission (FTC), whose aim is to prevent business practices that are anti-competitive or deceptive or unfair, took action on behalf of consumers in the war against bed bugs.

The FTC filed charges against two marketers of remedies for bed bug infestations, who had allegedly failed to back-up over-hyped claims that they could prevent and eliminate infestations using natural ingredients, such as cinnamon and cedar oil. One had also allegedly made misleading claims that its products were effective against head lice.

Is the UK any different?

Here in the UK, things appear little different. A quick web search throws-up such sites as Blitz (www.b3blitz.com) or BedBug Buster (www.bedbugs-buster.com) where pictures give the impression that bed bugs, dust mites and, on one, head lice and mosquitoes are controlled.

Such phrases as: 'Specially formulated to kill bed bugs naturally on contact. It couldn't be easier, simply point and spray and we guarantee a 100% kill in just 48 hours' are used. Or: 'Easy to use, no need to call in pest control companies who can be both invasive and distressing'.

On neither site is it clear what active ingredient is involved.

Sometimes Copied...



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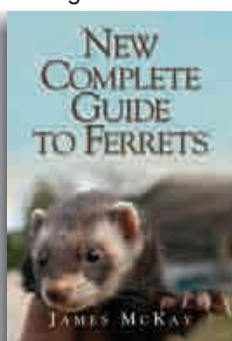


Full-on ferrets

Now fully revised, the *New Complete Guide to Ferrets* covers all aspects of ferrets and their use as working animals in pest control and as family pets.

For those looking after ferrets, this handbook gives details of the ferret's origins and its history of domestication, advice on housing and equipment, feeding, handling, training, breeding, showing, ferret racing and ailments.

For those who use ferrets in their pest control activities, there is a lengthy chapter devoted to working with ferrets. Such topics as hunting permits are covered, along with equipment to use and training (both handler and ferret!) for when rabbiting. Of particular value for those who don't know too much about the subject, is the section detailing the full range of legal nets. The latest electronic aids in use today are also included.



Available at £16.99 from Quiller Publishing.
www.countrybooksdirect.com

Pest verdict: Illustrated throughout with colour photographs and diagrams, this is an indispensable book for anyone keeping, or working with ferrets in pest control

Fleas on the increase

Very many thanks to all of you who took part in our online survey on fleas at the end of September/early October.

Of the 157 pest controllers who completed the survey over two-thirds (69%) reported that the number of flea jobs they had been called to this year had increased when compared to the previous two seasons. Just 6% reported that flea work had declined with the remaining 25% saying the level of work was about the same.

Even more interesting was the scale of the increases with three-quarters reporting a rise of more than 20%. A third of you have seen increases of over 25% with some recording 50%, 100% and even 150% more flea work.

We will provide a fuller report on all the findings in the November & December issue of **Pest**.

Rodenticides in the EU

Very recently published, is a 20-page document entitled *Sustainable Use of Rodenticides as Biocides in the EU*. Prepared by the European Biocidal Products Forum (part of CEFIC), which describes itself as an industry platform now comprising more than 60 companies and affiliated trade associations representing the industry.

As might be expected the booklet sets the scene detailing the need for rodenticides, use scenarios, types of active substances, environmental impacts, alternative techniques, IPM and anticoagulant resistance. One section details the two types of rodenticide user – explaining the differences between professional and amateur – the political significance of which will not be lost on anyone who follows the twists and turns of EU rodenticide regulatory proposals.

With users more in mind, sections explain regulatory review, label instructions, training and good practice guidelines.

The real meat of the document is found in the final page – detailing recommendations for sustainable use of rodenticides in the EU. Undoubtedly, the majority of those working in the industry would totally support these recommendations and, whilst the European Biocidal Products Forum states it will play a prominent role in supporting implementation, the complete set of recommendations, one fears, could be referred to more as a wish list.

Pest verdict: A very valuable reference for rodenticides. Draws together the various strands and presents them in an easily understood manner

it can be downloaded from
www.cefic.org/Documents/Other/EBPF%20Sustainable%20use%20of%20rodenticides%20as%20biocides.pdf



House mouse resistance guidelines

As mentioned in the mouse resistance article in this issue (see pages 12 and 13), the Rodenticide Resistance Action Group (RRAG) has recently published a guideline called *RRAG House Mouse Resistance Guideline*.

The 11-page document, produced by Dr Alan Buckle of the University of Reading and chairman of RRAG, details the build-up of mouse resistance to both the first- and second-generation of anticoagulant rodenticides in the UK.

From a practical viewpoint, the recommendations it makes (as detailed in the resume on page 13) regarding the various rodenticides is the most useful part of the document.

It can be downloaded from the RRAG website at
www.bpca.org.uk/rrag/documents.html.

Pest verdict: An essential read for all those involved with house mouse control

Code of Good Shooting Practice updated

The new *Code of Good Shooting Practice* has been published and is required reading for everyone involved in shooting in Britain. The Code is a joint venture between the Countryside Alliance, CLA, National Gamekeepers' Organisation, GWCT, the Scottish Gamekeepers' Association, Scottish Land & Estates, the Game Farmers' Association and BASC.

The Code observes that: 'We must never be complacent about the future of shooting.' It sets out five golden rules that underpin shooting, including safety, respect and sustainability.

The Code's 10 sections provide advice that must be followed covering behaviour, responsibility, the public highway, management, game as food etc. Included, is a section covering predator and pest control which spells out requirements when using traps and snares, along with chemicals, record keeping and disposal of carcasses. Copies from any of the organisations as above.



Discretion is the better part of valour

Bell Laboratories has introduced two new low-profile tamper-resistant bait stations. The first of which – Protecta Evo Circuit – is specifically designed to look like an electrical junction box right down to its simulated connectors. It is ideal for use where discretion is paramount – restaurants, museums and other public places where customers are sensitive to obvious signs of pest control.

Designed for use indoors or out, it can be positioned horizontally or vertically to hold traps or bait, and comes with bait securing rods in two sizes, depending on how the station is used. Evo Circuit is available in black or grey.

The further addition to the Protecta Evo line is the new Evo Ambush. This, Bell claims, is the company's most advanced, low-profile bait station. It sits low to the ground, ideal for use in pallets, shelving and other out-of-the-way spots where rats and mice travel.

The station is designed for quick, easy servicing. The biggest time-saver comes when technicians secure the station. Opening to the side, Evo Ambush can be anchored to Bell's Sidekick Load-N-Lock system for secured placement. The system, which can be weighed down with two concrete bricks, so eliminating the added time, expense and mess associated with traditional anchoring methods.

Both Evo stations are designed to hold bait Blox on rods, T-Rex rat snap traps or the mouse-sized Mini-Rex. For the Ambush station, Bell has designed a removable bait tray with rounded corners for easy cleaning. Also, both are manufactured from heavy-duty, 100% recycled injection-molded plastic for durability, weather resistance and tamper-resistance from both children and dogs. Again in both, a bar code installed inside the lid is compatible with pest

management software to track servicing, or technicians can place a service card in the inside slot, or affix it to the outside of the station.

And as with all Bell Evo bait stations, the single-locking mechanism is unlocked with the same Evo key. This lets technicians unlock the station in a single stroke, yet provides a high degree of tamper-resistance.



Evo Circuit

Evo Ambush

www.belllabs.com

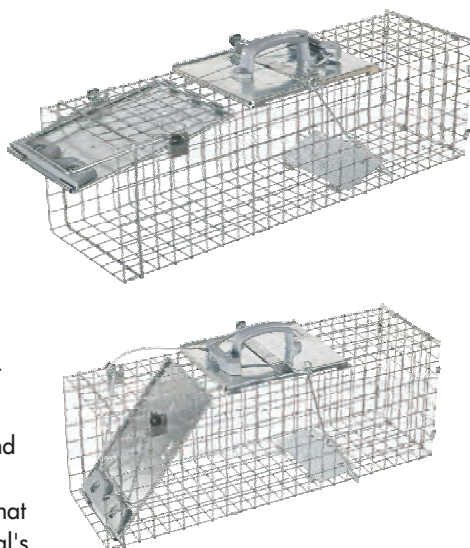
Set, trap and go

Woodstream Europe has launched the durable, rust resistant Havahart Easy Set range of cage traps that let you set and release with just one hand, keeping you far away from the captured animal. The traps feature a solid plate covering the top and doors that serves as a hand-guard to limit contact with the animal.

A sturdy door lock ensures that the animal won't escape while the smoothed interior edges protect it from harm. To top off Easy Set traps, a rigid, plastic carrying handle makes it easy to transport, holding it away from the technicians body.

When it's time to release, just stand to the rear of the trap and open the door using the patented, safe-release lever on top. Easy Set traps are perfect for all situations – one simple move and the trap is set explains Woodstream.

Spring-loaded doors and sensitive triggers ensure quick, secure captures that target the specific animal's size, preventing undesired catches.



www.woodstream.com

Optional attractant added to barrier

The Mobe Moat, from Barretine Environmental Health, has been redesigned and upgraded with the addition of optional food pheromone lures to attract target pests. Specific areas are shown on the moat barrier tape to place these lures.

This is a natural development for the product. It is designed to act as part of an integrated pest management strategy to provide a barrier, preventing cross-contamination and spread of pests, from known or suspected areas of infestation, into non-infested areas.

Mobe Moat is a thin, paper-backed glue 'board' that comes in an 18 metre roll. It is easy to carry, simple to deploy, and can monitor and control crawling insects, or mice, quickly and easily, explains Barretine. It can be cut to fit almost any situation allowing great flexibility and has a vast number of uses.



www.barretine.co.uk



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Plenty to discuss

The Barrettine/**Pest** seminar on 3 October at Hellerby Hall, near Rotherham attracted a good crowd of pest controllers. With presentations ranging from measuring the mood of the industry, via Fortrec technology, tamper resistant testing for bait boxes and Rodilon stewardship to badgers and bed bugs; there was something for everyone. The most controversial talk was on the 35 day rule. Whilst this rule is not in force yet, all the signs are that HSE will require all anticoagulant rodenticide labels to include text to say that a baiting campaign should not last for more than 35 days. This will effectively outlaw the practice of permanent baiting. For a more detailed report go to the **Pest** website.

read more
on the web
www.pestmagazine.co.uk

Right, a full house of pest controllers with one of the afternoon speakers, Dr Richard Naylor, in the foreground. Richard updated the audience on the latest bed bug research



Bayer's Claire Hazel had the most controversial topic – the 35 day rule



The sun shone so coffee could be taken outdoors



An excellent lunch was laid on



Kevin Brown (right) of Rentokil Products discusses mole control with Darren Clements of Wildlife Management



Brady Hudson from Bell presented the new Evo Ambush and Evo Circuit tamper resistant bait boxes. She is pictured with Guilio de Lucis from Best for Pests



Organisers, Barrettine's Ellen Rodgers, Adam Williams and Helen Ainsworth, who also spoke on first aid at work



Three of the speakers, above left Gavin Wood from BASF, above right, Dr Rodney Calvert from Natural England and right, Helen Riby from Pest Publications



Bayer's Alan Morris, pictured with Natalie Bungay from Leeds City Council. He spoke about the Rodilon User Guide

Month	Day	Event	Venue	Find out more
November	7	PestTech 2012	National Motorcycle Museum Birmingham	www.pesttech.org.uk
	14-16	Parasitec 2012	Espace Champerret, Paris, France	www.parasitec.org
	22	SOFHT Annual Lunch	The Savoy, London	www.sofht.co.uk
	23	Urban Fox conference	Old Harlow, Essex	www.urban-wildlife.co.uk
	29	Seminar on Product Authorisation under the Biocidal Products Directive	HSE, Redgrave Court, Bootle	www.pesticides.gov.uk
2013				
March	6-7	Disinfestando 2013	Palacongressi, Rimini, Italy	www.disinfestazione.org/anid
April	10-11	PestEx 2013	ExCeL, London	www.pestex.org

French flagship Parasitec event returns to Paris this November

The leading French exhibition – Parasitec – returns to Paris this November and it has a brand new venue – the Espace Champerret, so don't just turn up at the old site or you will be disappointed! For those who do not realise, Parasitec is only held in Paris every two years. In the alternate years it moves to a variety of venues – last year it was in Spain and in 2009 Algeria.

Run over three days, Parasitec is always a convivial event. This year's show runs over 14, 15 and 16 November, so book your flights now! With the number of exhibitors increasing by more than 10% to around 70 in total, there will be plenty to catch the visitors' attention.

As event organiser from the French publishers N&Pi, Pierre Kabouche, explains: "Once again, Parasitec confirms its international standing. More than 35 of the stands are reserved by overseas exhibitors. Europe, as to be expected, accounts for the largest share, with 11 British stands, five Spanish stands, six Italian, two Hungarian and then one each from Belgium, Germany, Holland, Sweden, Portugal, Poland and Slovenia. From further afield, exhibitors are also coming from North American, Japan and China."

As Pierre goes on to explain: "Indeed, judging by the increased number of on-line pre-registrations, the number of visitors is likely to be greater than in 2010, when we recorded 1,911 in total. Some of these are from places as far away as Africa, the Middle East, America and even the Pacific Islands."

First introduced in 2010, the demonstration area will once again feature. Here exhibitors can demonstrate their techniques and products in a realistic environment. Last, but far from least, is the conference which runs

in parallel. Topics to be discussed include regulatory updates, cockroaches and tertiary contamination, bed bugs and the pine processionary moth.

Pest magazine will be attending Parasitec for the first two days. So we hope to see you there!

For details of how to find the new the location and all the planned activities see www.parasitec.org





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