

# pest

The independent UK pest management magazine

PestEx 2013  
Preview inside

## The key to cockroach control?



**Issue 26**  
**March & April 2013**

Online product sales  
– good news or bad?



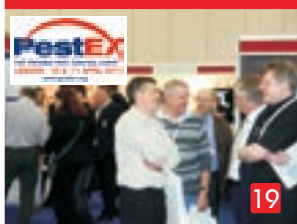
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### Editorial contacts:

Editor & publisher: **Frances McKim**

Associate editor & publisher: **Helen Riby**



**Helen Riby** **Frances McKim**

### Technical advisory board

Dr Moray Anderson	Clive Boase
Dr Alan Buckle	Paul Butt
Prof Chris Feare	Rob Fryatt
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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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Use pesticides & biocides safely.  
Always read the label and product information before use



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## PestEx here we come...

Excitement is definitely growing in anticipation of PestEx 2013 in April. With a record number of booked exhibitors and a first-class seminar programme, all that remains to be seen is how many visitors arrive.

To whet your appetite, and to let you know what's happening and when, this issue contains our preview of the event. When we contacted the first time exhibitors for their details, one thing that stood out was how many come from abroad. Also, the number who are promoting non-chemical means of pest management or control. Is this a reflection on the difficulties and costs encountered in registering active substances, or a growing trend towards environmental and green options?

We will, obviously, be at PestEx. We extend to all our readers a warm invitation to attend the presentation of the results of our third annual National UK Pest Management survey jointly undertaken with BASF Pest Control Solutions. This is to be held at 11.00 on Wednesday 10 April in the seminar room. If you participated in the survey come along and hear the results – if you didn't you are still very welcome. So do come and find out how your industry colleagues view the future.

*Frances McKim*

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## New association

Three well-known urban wildlife management professionals, Steve Baron, Bruce Lindsey-Smith and Gary Williams are setting up an Association of Urban Wildlife Professionals. Whilst the official launch isn't until July, the fledgling association already has its first engagement. Steve and Gary will be leading the panel discussion on urban foxes at PestEx, see timetable on page 21.

## PestPractice

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As **Pest** went to press a new batch of PestPractice training webinars were being completed.

Full details at [www.pestpractice.com](http://www.pestpractice.com)

## Hockley wins again!

It was celebration time for Manchester-based Hockley International. Just before Christmas they were awarded with a Special Commendation at the 2012 International Trade Awards.

Then, at a sparkling event on 7 February at the Reebok Stadium in Bolton, they fought-off intense competition from companies across the North West and were named 'Business of the Year' at the 2013 E3 Business Awards.



*Hockley's winning team celebrate their success*

## HSE Stakeholder Engagement responses

On 15 March, the Health & Safety Executive (HSE) published a summary of the responses submitted by stakeholders on the proposed risk mitigation strategies associated with the use of second-generation anticoagulant rodenticides (SGARs). In total 50 responses were received from stakeholders, along with three documents from non-governmental/academic organisations and one from a wildlife organisation, commenting on SGAR label phrases.

The document summarises the responses to each of the five options, identifies which type of stakeholder favoured which option and details additional comments made. However, it lives up to its title – it is a summary – there are no recommendations. The next stage of the process is to hold a meeting on 23 April in the Merseyside area with stakeholders. The saga continues!

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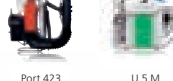
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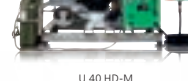
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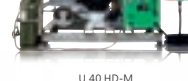
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## JG Pest Control gets the Shakes



At first sight it's may be a bit of fun but, staff at JG Pest Control in Iver, Bucks, filmed and then posted their own version of the Harlem Shake. For all those dinosaurs out there – like us in the **Pest** office – what on earth is a Harlem Shake?

To use the techie words it's an internet meme in the form of a video. Lasting no more than 30 seconds, the first 15 record people in some serious scene, then they are filmed 'going for it' in some comedy routine accompanied to the Harlem Shake music. Since its launch in February 2013, the idea has gone viral.

Posted on YouTube, the JG video starts off with a mouse dancing while the guys in the office are working hard, saving London from its pests. As the beat kicks in there are numerous people prancing around like crazy fools with managing director, James Gale, dressed as a pest control expert and doing pull-ups on the suspended ceiling. To date over 3,000 people have watched the JG video. And the benefit to the business? Sam Devereux, business development manager explains: "The video has done wonders to raise our brand awareness. It's let us show our faces to our customers and shown them that, whilst we do take our jobs seriously, there is a fun side to pest control."



Maybe not Oscar awards material, but worth a viewing. Go to the News section at [www.jgenvironmental.co.uk](http://www.jgenvironmental.co.uk)

## German association loses leader




In something of a surprise statement on 20 February, Torsten Peukert, president of the German pest control association, Deutscher Schädlingbekämpfer-Verband (DSV), announced that Rainer Gsell was no longer its director general. In the interim, Mr Peukert will be taking over responsibility for the association, before the appointment of a successor.

Rainer Gsell is very well known in the German pest control industry, having begun his career in the late 1980s with Rentokil. He later set-up his own company, now run by his son. He was vice president of DSV for seven years from 1991 and was appointed president and director general in 2003. From 2010 he relinquished the president's role and has continued as director general. Reiner has been a familiar face at international events. His career also included a spell as president of the Confederation of European Pest Management Associations (CEPA).


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# Gamekeepers livid at rodenticide confusion

In a press release dated 13 February 2013, the National Gamekeepers' Organisation (NGO) called for a 'devastating' ban on the use of certain rat baits away from buildings to be reversed.

The NGO had discovered that restrictions on the use of all difenacoum and bromadiolone-based products has been imposed by the Health and Safety Executive (HSE) without warning or announcement.

As a result, rodenticide baits based on these second-generation anticoagulant rodenticides (SARGs) will now be labelled for use only 'in and around buildings', preventing thousands of farmers, gamekeepers and pest controllers from deploying them in the wider countryside.

## Understandable anger

The anger of the NGO is understandable as this sector is likely to be one of the most heavily disadvantaged by such a change in permitted usage.

Not to be put off, NGO chairman, Lindsay Waddell, sent a letter to Defra Minister, Lord de Mauley saying that the compounds were vital to proper rat control in the countryside and that the HSE had 'jumped the gun' on its own consultation, imposing 'sweeping

restrictions which would have a devastating impact'.

He wrote: "Rat control in open areas will be seriously compromised, with significant adverse impacts on the food and farming industries, the environment, wildlife and, not least, public health."

It certainly seems perverse that such a restriction has been implemented at this time when the industry as a whole was still awaiting the results of the consultation (Stakeholder Engagement) undertaken by HSE on this very subject.

Five options were put forward in the Stakeholder Engagement for consultation within the industry and replies had to be in by 2 November 2012.

A summary of these responses – yet without any conclusions – was published by HSE on 15 March. See page 4 of this issue.

Contrary to the views of the NGO, among the 50 responses received by HSE, most supported the proposed use of all second-

generation anticoagulants only 'in and around buildings'.

## Where's the transparency?

In the Stakeholder Engagement documentation it stated that the proposals aimed to 'establish a transparent and consistent approach for applying risk mitigation measures when products are authorised in the UK.' One is left to wonder how this recent decision can be classified as either transparent or consistent?

But it is worse even than that. In response to the NGO's protests, the HSE has now said that if its own review shows over the next few months that it has made the wrong decision, it will reverse it. The pest control industry, game keeping and farming are thus being thrown into turmoil and significant additional costs, causing massive confusion among product users, for no good reason.

So what does this mean in practice?

All users of public health pesticides have it drummed into them that it is a legal



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requirement that they must read the label before use and abide by the recommendations. With these recently imposed changes, it is entirely feasible that, sitting on a distributor's, or pest controller's shelves, will be packs of difenacoum and, also, shortly bromadiolone-based rodenticides with two different sets of restrictions.

The first, the older packs, will include 'outdoor' use and will still be legal as they are part of the permitted use-up period, whereas, the newer packs will be limited to use 'in and around buildings'. Should HSE subsequently reverse its decision, a third (original) wording variation will be implemented. Confused?

When asked, an HSE spokesperson said: "There is no outright HSE ban on the use of rodenticides outdoors. Second-generation anticoagulant rodenticides (SGARs) can still be used outdoors 'in and around buildings'. The restrictions on these particular rodenticides need not have any negative impact on rat populations as other products and methods are available for rodent control in open areas. It is also important to be clear that rodenticides should only form part of a broader strategy for rodent control.

"HSE recognises there is not a solution that will be entirely acceptable to everyone and is continuing to engage with stakeholders so the best way forward can be found, balancing the need to control rodents with the risks of unintended poisoning of other wildlife."

#### Balance needed, says CRUU chairman

Chairman of the Campaign for Responsible Rodenticide Use (CRRU), Dr Alan Buckle, said: "We know that there is widespread contamination of UK wildlife with these rodenticides and that use 'outdoors' and away from buildings for rat control probably plays an important part in this. But, this proven risk to wildlife must always be weighed against the benefits of rodenticide use to protect human and animal health against the diseases carried by rats. HSE will have that clearly in mind as they try to resolve the widely divergent opinions expressed in the responses to the Stakeholder Engagement. The sooner they do this the better and it begins with a meeting to be held on Merseyside on 23 April."

## Europe-wide risk mitigation study launched

Adding to the wealth of current studies, the EU Commission has announced that it will launch a new study on Risk Mitigation Measures (RMM) for anticoagulant rodenticides.

The project will be carried out by a consortium of French, German and British scientists. The teams include the three most prominent European researchers in anticoagulants, including resistance detection, monitoring and management as well as non-target poisoning.

Project objectives include identification of the number of products authorised within the EU, an assessment of the effectiveness of risk mitigation measures employed across the EU, a review of measures used in other countries around the world and the identification of the most suitable risk mitigation measures to be employed at the renewal of product authorisations.

The initial report is expected May 2013, with the final report due in June 2014. The Confederation of European Pest Management Associations (CEPA) has set up a working group, which includes BPCA's Richard Moseley, to co-ordinate its response.

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# 'The Interweb'

## – a pest controller's dream or nightmare?

The Internet has made the world a much smaller place. It has transformed the way we live and work but has it all been for the better? Richard Strand from the Pest Information Consultancy reviews the impact that the World-Wide Web has had on the availability of pest control products



It is part of everyday life. If you want something, whether it be goods, services or advice, the first port of call is the web. Unlike the 1980s, the dawn of the IT age, we no longer have to '...go for it', we can now '...have it delivered'. Life is always a balance of 'pros' and 'cons' so 15 years on, what benefits and what pitfalls has the web brought us in terms of pest control products?

Wednesday 13 February. Not an out of the ordinary day, just the first day of researching this article. I started with a search on eBay for 'rodenticide'.

The first item that came up was a large tub of branded brodifacoum, a product approved for professionals only and yet, seemingly, on sale to the general public. This and others were being sold by market-style traders via e-Bay. Further down the list another 'professional' product and then two products described as being shipped direct from the USA. On closer inspection both had labels showing that they were approved by the US Environmental Protection Agency (EPA), but no reference was made to any UK Health & Safety Executive (HSE) approval.

A change of search to 'insecticide' was even more interesting. Again familiar products, but described as being shipped from the USA and again with unfamiliar labels (dilution rates in 'ounces per gallon' – if we followed that instruction in the UK we would end up with an under strength working product as American gallons are six pints

compared to our eight pints!). Also available from the USA was 50% malathion, long since withdrawn from sale in the UK. Curiously there were two, quite separate, auction items consisting of small canisters of 'World War 2 Insecticide Louse Powder', both showing that they contained DDT.

### Products with Nectar points!

It was a similar tale with some traders selling through Amazon. Products that should either not be on sale at all, or products which should be restricted to professional users, apparently openly available. One seller was even offering Nectar points!

Some advertisements that were for approved biocides on trading sites aimed at the general public, were technically in breach of the Control of Pesticides Regulations (COPR) 1986. Schedule 1 of these regulations requires that advertisements show the active ingredient of the product and that they carry a general warning phrase.

Even though a product's approval may have migrated from COPR to the Biocidal Products Regulations (BPR) 2001, approval holders must continue to comply with the advertising requirements of COPR but must also comply with the advertising requirements for BPR: the phrase 'Use biocides safely, always read the label and product information before use' should be displayed. HSE allows some latitude by not insisting that both the COPR and the BPR phrases are published.

In each case it is probable that the seller was blissfully ignorant of being in breach of any

legislation, or, in the case of the brodifacoum (correctly labelled but approved for use by professionals), that they were leading their customers to break the law. If an advertisement is correctly presented and is for an approved product, albeit one that is approved for professional use only, the seller is not committing an offence by advertising and making the supply. However the purchaser would be, by storing and using the product. How many advertisers realise this and make this information clear in their advertisements and to their customers?

At this point I want to make clear that all of the distributors that specialise in supplying to the professional pest control industry have rigorously enforced restrictions in place to ensure that professional products are only supplied to professionals. These companies understand the statutory constraints and will not supply to the general public or indeed anyone who cannot demonstrate that they are qualified and competent to use the products that they are seeking to purchase – see their comments overleaf.

### eBay will act quickly

I hasten to add also that eBay will act quickly to withdraw items from sale if any illegal infringement in the advertisement is drawn to their attention. The British Pest Control Association (BPCA) has a direct line of communication to eBay. Simon Forrester, BPCA's chief executive says: "eBay understands its responsibilities and will immediately withdraw advertisements if requested to by BPCA. Clearly we must be able to demonstrate that the product being sold is either not approved for use in the UK





or is being sold in an illegal format, e.g. decanted or out-of-date biocides."

A spokesman for HSE said: "The supply and use of pesticides and biocides is carefully regulated in the UK. HSE takes very seriously the supply of unapproved or inappropriately labelled products, as well as cases of misuse or abuse. We will follow up the specific examples brought to our attention, and where we identify potential breaches of the legislation may investigate and take enforcement action in line with our published procedures."

#### Banned products are still available

None of this is new of course. Seminars on pest control oriented internet selling were commonplace 15 years ago. Back then it was a brave new world, now it is the norm, yet still we have not really come to terms with its potential. The fact that in 2013 you can freely buy malathion and DDT still seems an anomaly, yet in other areas of our life, being able to source the unusual after a simple search seems unremarkable. With a little bit of delving I found I could access (please note 'access' not necessarily 'buy') dichlorvos (another insecticide banned decades ago) from an Asian supplier...I did have to 'make an application' rather than completing a transaction online and the

minimum quantity that would be supplied was one tonne (I still have not worked out whether that is reassuring or very worrying!). The same applies to a search for aluminium phosphide. I was relieved to find no UK-based sources, but one particular trading platform showed 62 different suppliers world-wide, one of which is based in an EU country.

The chances are that the typical 'man on the Clapham omnibus' (that really is mixing up timelines!) will not want a 4kg pail of brodifacoum. He has a pest problem that needs sorting. He wants a 'solution' rather than a shopping list for economically viable quantities of rodenticide. This is an area where the web comes into its own. New sites spring up regularly that can – quite legitimately – provide our omnibus commuting purchaser, not only with amateur approved rodenticide, but with inexpensive boxes to apply it in, a variety of traps as an alternative to that rodenticide, and a range of proofing devices and materials to prevent re-infestation once the initial problem has been resolved.

These sites fall into two categories, sites offering a wide range of general household goods of which amateur pest control products form a small but niche part of their range. Others originate from professional pest controllers who have a thorough understanding of their product range through practical experience. Some of these sites offer good practical guidance too.

One of the first on the scene was Pest Control Direct, the brainchild of Bob Guy. Pest Control Direct was launched in 2000 and Bob has seen other sites come and go. Bob says: "It's a very competitive market and the overheads are higher



than most people might think. Success is dependent on how easily potential customers can find you and just because you have a first screen listing on the more obvious search terms, doesn't mean that you can be complacent. The search engines can, and do, review the algorithms that calculate where you appear on the list. It is vital that you stay up to speed to maintain those key positionings."

### Stealing professionals' business?

Chatter on the forums may decry amateurs doing their own pest control and complain that these sites take business away from professionals. It is reasonable to postulate, however, that hardware stores selling washers, plugs (bath and electrical) and fuses, have not put plumbers and electricians out of business.

Brady Hudson of Bell Laboratories, and also chairman of the BPCA Manufacturers & Distributors Committee, makes the point that the term 'professional' is hard to define.

Brady says: "Pest controllers may dispute

this, but farmers are 'professionals' under the regulatory definition. These customers may make their purchases at agricultural supply merchants or online. This makes it easier for 'amateurs' to obtain supplies. It will be interesting to see what happens if the risk mitigation measures for amateur pack sizes remain unchanged as per the proposal in the recent HSE consultation on rodenticide use. If unchanged maximum pack sizes for amateur users will be reduced to 1.5kg."

Whether biocides are being sold in multikilo packs on online auction sites, or as a few hundred gram packs on amateur-oriented pest control websites, there is a delivery issue.

Pesticides should not be sent through the post. For larger quantities this does not really create a problem as couriers are probably more cost effective anyway. For small quantities, however, the cost of using a courier can make website selling uncompetitive.

### Biocide-free solutions

An interesting observation looking at typical pest control websites, is just how few of the advertised products are actually biocides. In the case of web-trader, Pest Free Home for example, at one point this website had 170 products on its range of which only eight contained pesticides. In an age where pest controllers are being chivvied towards habitat management in preference to the application of chemicals, perhaps the lead in innovation is coming from the amateur end of the market, not for altruistic reasons but through pure market forces.



We have always taken a lead on product stewardship and although technology continues to change the way customers interact with suppliers, we continue to place product stewardship at the forefront of everything we do.

In particular we have a long-standing and consistent position that pest control products with a 'Professional Use' designation must only be available to suitably qualified users. Irrespective of how orders are placed rigorous checks are made to ensure customers are suitably qualified before any order for 'Professional Use' products is accepted. Looking forward, membership of BASIS PROMPT will be increasingly important for Killgerm in the checking process.

Specifically for orders received via our website, only registered users can access pricing information and place orders. This acts as a first filter. Also we do not accept payment online specifically because we first need to check that the customer is allowed to purchase all the items. Our customer database holds records about whether or not customers have provided proof of training and all orders are checked against this. Only after all these checks are successfully made is an order accepted and fulfilled.

## UK distributors' views



Barrettine is proud of its product stewardship policy and record. Existing customers can use the links on our website to place an order either via an interactive order form or by email. Our system, however, does not allow a first time buyer to purchase in this way. This gives us full control over who is purchasing. Whilst we list our products on our website, we do not display any prices as we primarily see our website as an information source. This discourages new people from placing website orders.

When we receive an enquiry from a new person we always ask for proof of training before supplying any professional use products. This proof needs to be an industry recognised training certificate. Whilst we understand there is a place for internet selling for certain amateur products, our policy is not to be an internet trader. We are business to business and we only deal with professional entities that meet our product stewardship criteria.



At SX Environmental we take our role very seriously in ensuring that we only supply professional pest controllers. We have very thorough processes to ensure that trade accounts can only be set up once we have received professional training certification, ensuring that the customer knows how to use both chemicals and other products appropriately.

Our pest control customers are increasingly making use of online ordering through our web and app facilities, saving them time and allowing orders to be placed at their convenience. However this is, again, only available for trade customers who have passed our professional pest criteria.

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# Urban badger conference goes rural



The second Urban Badger Conference organised by Gary Williams and Louise Summers of Urban Wildlife was held on 8 March on Derby's Pride Park and it turned its attention away from city badgers to one of the most controversial badger issues, bovine TB. **Pest's** associate editor, Helen Riby, was there.

If you are a householder with badgers destroying the foundations of your house, or a developer with permission to build but discover badgers in residence, you have a problem. However, with the right help, it is not insurmountable, although it is likely to be costly because badgers are protected and must never be treated as pests. To disturb them in any way, a licence from Natural England is required and there is a whole raft of regulations governing exclusion and re-homing but, it can be done via specialised companies like Urban Wildlife.

## Exclusion isn't practical for the whole farm

But, what if you are a farmer? Even if money was no object, excluding badgers from a farm would be nigh on impossible, let alone desirable.

Discussions about badger exclusions were dismissed as laughable as far as speaker and Cheshire dairy farmer, Phil Latham, was concerned. And you could see why when he explained what had happened on his farm. Phil grew up on a dairy farm and, as a youngster, persuaded his father to build a badger hide, where he spent many happy hours. He was a young RSPB ornithologist and went on to graduate in zoology. His interest in natural history continues to this day and he stressed he has no involvement in hunting, fishing or any other country sports.

Phil's business philosophy is to promote longevity and to operate to high welfare standards. For the past 16 years, as a biosecurity measure, the herd has been managed as a closed unit with no cows being bought in over that time. Despite all this, last year, some of his cows became infected with bovine TB with horrendous results; not just for his business but at an emotional level. Having to kill so many of the cows was devastating. But having TB on the farm is much worse than just losing some of the herd. The stress of the whole cycle of repeat TB testing is soul destroying. As a scientist he has researched the subject thoroughly and the evidence he presented implicating badgers was compelling.

## Biosecurity measures

Dairy consultant, Steve Jones suggested that the real cause of the spread of infection has been the impoverishment of the dairy industry. Low milk prices, low farm incomes, no money for investment, poor herd health, poor levels of biosecurity all linked in a downward spiral.

No doubt there are measures that could be taken on many farms to improve biosecurity, but the fact remains that here was an obviously

professional, well qualified farmer with all the biosecurity measures in place and yet his cows had still gone down with the disease.

But it's not the badgers' fault that they have the disease. Mr Latham lays the blame firmly at the door of the government's Animal Health and Veterinary Laboratories (AHVL). In his opinion this agency has effectively 'fiddled whilst Rome burned'. He described the speed at which the AHVL works as glacial.

Given that badgers, cows and farmers are suffering, what can be done? Delegates heard vaccination will have a role but current methods are expensive. Until there is an oral badger vaccine ►►►

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Left to right: organisers Louise Summers & Gary Williams with speakers, dairy consultant Steve Jones and farmer Phil Latham

which will be 2018 at the earliest, it does not seem to be a viable option for most farms. A vaccine for cattle is even further away.

The most recent government figures show that over 38,000 cattle were slaughtered as TB reactors in 2012 and Mr Latham's herd was one of over 5,000 new herds infected. Currently, we are culling the cows which test positive for TB but doing nothing about the badgers.

Some work has been done on developing a PCR faecal test to allow infected badger setts to be identified, but the scientists were not confident that the results will be accurate enough and recommended further studies. Surely this approach offers a more targeted means of control. Identify the infected setts, then take steps to cull the population in those setts. Perhaps we should be inviting some of those giant African rats that are sniffing out TB in the human population in Mozambique to come over here – see **Pest** issue 24 November & December 2012!

In the meantime the pilot cull in Gloucestershire and Somerset will go ahead this summer and the necessary licences from Natural England are in place. Each licence will run for a four-year term and authorise control operations to be carried out annually between 1 June and 31 January. Licensees are authorised to reduce badger populations by at least 70% and a maximum number of badgers has been specified to prevent the risk of local extinction.

As Rodney Calvert from Natural England explained during discussions at the conference, the cull will be a combination of open shooting and cage trapping and shooting. In response to safety concerns he added that shooting by qualified professionals is a tried and tested method already used to control other species.

### Unintended consequences

But, delegates Pauline Kidner from Secret World Wildlife Rescue in Somerset and Irene Brierton from the Mid-Derbyshire Badger Group pointed out there are plenty of farmers on TB-free holdings within the cull areas who are extremely concerned that these culls will end up killing their healthy badgers and leave their land open to invasion from unhealthy badgers in future.

One other possible unintended consequence of the cull may well have an impact on the urban badger situation. In Gary's view it seems likely some of the more extreme animal protection groups will already be planning to catch and re-locate badgers from the target cull areas.

This argument that has been raging for many years and with no prospect of any acceptable solution in sight, is one that will no doubt continue.

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# Understanding flea distribution

## The first step to better control

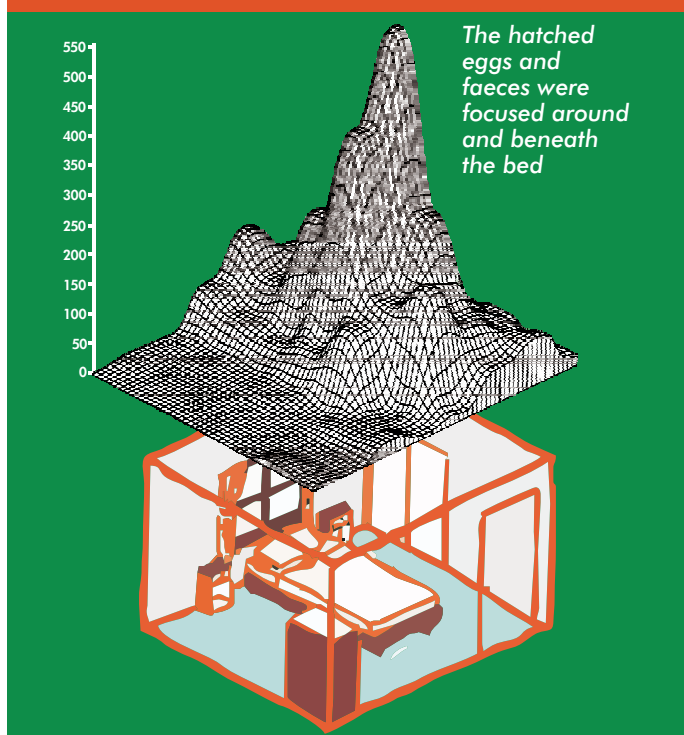
Research into the distribution of fleas, their eggs and larvae, outlined here by William H Robinson from Urban Pest Control Research and Consulting, Virginia, USA helps to explain why standard treatment strategies often fail when fleas are the target.



The typical pest management strategy of locating and treating harbourages infested with domestic insects, is simply not effective for cat flea infestations. This is because adult fleas and larvae are difficult to see and because they occur in different locations – adult fleas on the host animal for 90% of the time and larvae usually hidden away in flooring or at the base of the carpet pile. The presence of at least one household pet and carpeting in some, or all of the rooms tend to be common features of the majority of flea infestations. There are therefore some basic questions that technicians can ask.

- Are flea larvae randomly distributed throughout the carpeting (the primary habitat for fleas indoors) in a household?
- Flea eggs are laid on the host animal, but they are not secured to the hair and easily fall off. Where are the eggs? Are they distributed throughout the carpeting?
- Vacuuming can be effective in removing eggs and larvae from carpeting. Can the technician harness this strategy?

### Distribution of hatched eggs and faeces



An investigation of the distribution of flea eggs and larvae in carpeting of several flea-infested houses helps answer these questions. The objective was to determine the location of eggs and larvae in carpeting, and the influence the household pet had on the distribution. The site is a bedroom in a house with a pet dog and an on-going (three years) infestation.

#### Methods used

The furniture was removed from the room, and the carpeting was marked into 41 x 41cm sample units. Each unit was vacuumed for one minute using a standard vacuum cleaner. The material for each sample unit was collected in individual clean cloth bags. This material was examined by microscope to isolate and count the hatched eggs along with first and second-stage larval skins. The data was transferred to transect surface plots to show the spatial distribution and number of the immature stages collected. A plan shows the layout of the bedroom and the relationship between the collected material and the furniture.

#### Hatched eggs and faeces

The hatched eggs were focused around and beneath the bed.

On one side of the bed the carpet contained large numbers of hatched eggs. The dog (a beagle) slept on the bed nightly, usually at the end of, and occasionally under, the bed.

The position of the door explains the concentration of eggs at the end of the bed. A sample unit from this location yielded the largest number (516) of eggs. It was probably here that the dog landed when jumping down from the bed heading for the door. Following stretching or shaking on awakening, the force of impact on the floor dislodging eggs laid in the dog's hair, together with the dried blood faeces deposited by fleas overnight.

#### Larvae

The distribution of first-stage larval skins is very similar to that of hatched eggs. Hatching larvae exhibit geotaxis – they move downwards with gravity towards the base of the carpet pile where the small fragments of dried blood accumulate.

Once there the larvae are close to their food. The combination of a suitable habitat (carpet pile) and abundant (and replenished) food supports successful larval development.

Distribution of the second-stage larval skins closely resembles that of the first, but with some interesting differences. It appears that the second-stage larvae disperse more than the first-stage. The surface



plot shows them in areas where no hatched eggs or first-stage larvae were collected, e.g. behind the door and in front of the wardrobe. Perhaps competition for food forces them to move. Alternatively they may naturally move further to undisturbed locations than the first stage, to complete development.

### The results

**Eggs:** The eggs laid on the pet were unevenly distributed throughout the bedroom carpet, and were not in other rooms. The sleeping and resting location of the pet influenced the location of the eggs, concentrating them into specific sites.

**Larvae:** The larvae were unevenly distributed throughout the bedroom carpet. The data from other rooms in this house, as well as rooms in three others, supported this conclusion. In general, larvae are focused in certain areas, and are absent from others.

Their presence is clearly linked to the activity of an infested pet. Other factors, foot traffic, exposure to sunlight and water, may also play a role in larval distribution. The larval stages remain close to the area in which the eggs and faeces are initially deposited.

The surface plots demonstrate the sequence of a flea infested dog sleeping on a bed overnight, the accumulation of eggs and dried-blood faeces in the hair of the animal, and the bulk of that material being dislodged at one location when the animal awakens and moves away. As a result, the hatching larvae have the food (dried blood) they need for development without the need to leave that location.

### Non-chemical control – vacuuming

Modern pile carpeting resists penetration by liquid insecticides and the removal of flea larvae by vacuuming, thus making flea larvae control difficult. An evaluation of vacuuming was conducted.

Carpets were seeded with a known number of cat flea larvae and eggs. After allowing time for the larvae to adjust to the substrate and the eggs to settle into the pile, the carpet was vacuumed. Results indicated that 90% of the eggs, but only about 20% of the larvae, were removed.

- Vacuuming as a control strategy may be effective in removing recently dropped eggs, some of the faeces and some of the larvae. However, it is not a stand-alone control method because a large percentage of larvae remain.

### Chemical control – insecticide application

Application of liquid insecticides, perhaps teamed with an insect growth regulator and the use of veterinary products, to kill the adult fleas, can provide effective control. Information on the resting and sleeping habits of pets would be a pre-requisite in treating household carpeting. Data from other rooms and other houses in this evaluation showed that daytime sleeping locations, and even the area by an outside door, where the pet waits to be let out, can harbour large numbers of hatched eggs and larvae.

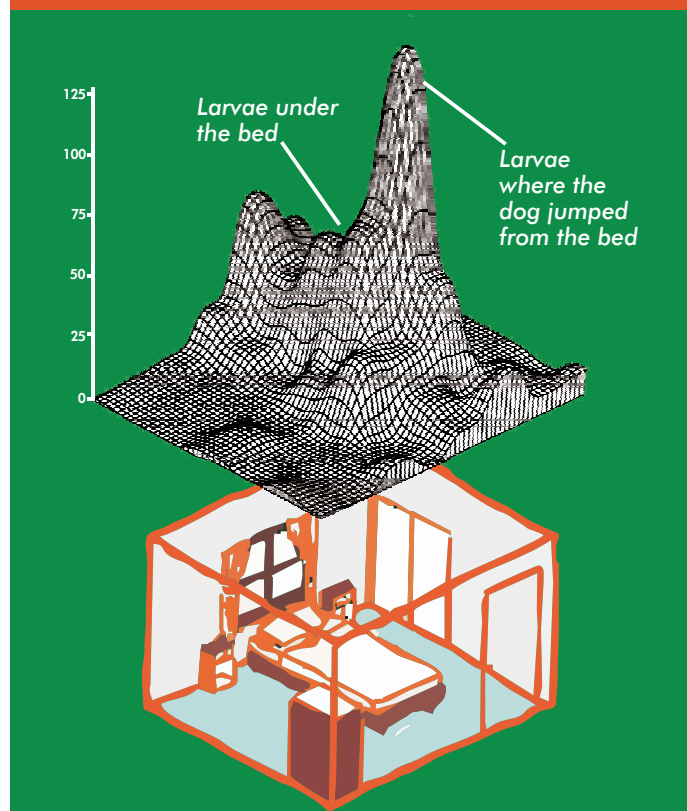
- The data presented show that limiting applications to the locations frequently used by the pet (sleeping, resting, sitting) reduces application time and material without compromising effectiveness.

Perhaps the most surprising finding was the number of larvae found well under the bed and other furniture used by the pet. Simply treating around the edge of these items would have missed much of the infestation.

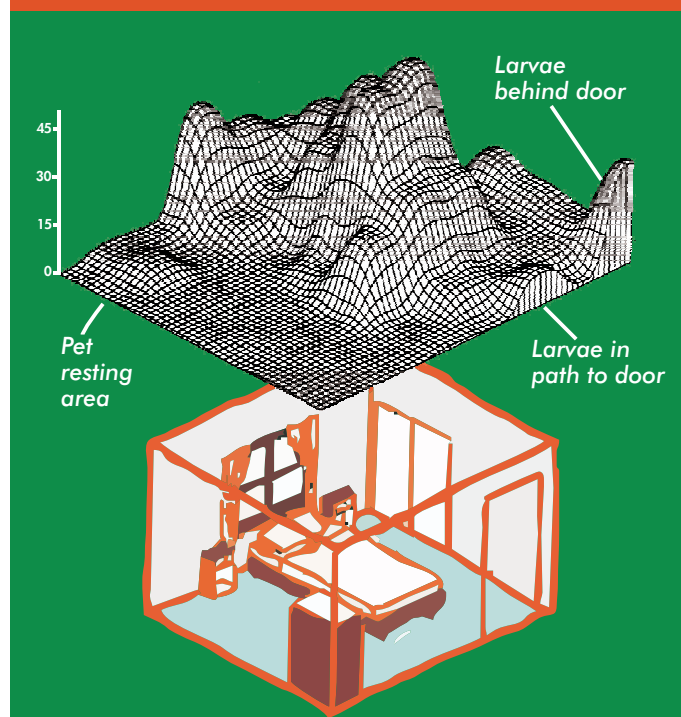
### Pest control service

Infested pets cause indoor flea infestations. It is from this source that eggs and dried-faeces are deposited in specific locations in carpeting. Knowing the habits of the pet(s) is key to the technician targeting the flea larvae. If the residents are absent during treatment the technician should ask them to identify furniture or carpet where the pet spends time sleeping, resting, or sitting. This will alert the technician to where treatment is necessary.

### Distribution of first-stage larvae



### Distribution of second-stage larvae



# Dear deer

If you thought badgers and foxes were contentious – try deer. After publishing a scientific paper in the *Journal of Wildlife Management*, author, Dr Paul Dolman from the University of East Anglia, must have felt he was under attack.

The paper reported that current approaches to deer management are failing. The study quantified the population of roe and muntjac deer spanning the Breckland area on the borders of Norfolk and Suffolk. It identified a necessary cull of 1,864 muntjac from an estimated population of 3,516 (53%) and 1,327 roe deer out of 2,211 (60%) just to offset productivity, with greater numbers needing to be culled if populations are to be reduced. These recommended cull levels greatly exceed previous recommendations because they found that deer management only appeared to keep numbers at a stable level, with thousands of deer being 'pushed out' to the surrounding countryside each year.

Pest controllers will be familiar with this phenomenon as deer are yet another rural pest increasingly causing problems in urban environments. Take for example the growing problem of deer causing damage in gardens and muntjacs devouring flower wreaths in graveyards.

The report concluded by saying: "Current approaches to deer management are failing – often because numbers are being underestimated. Cull targets are often too low. This research shows that an annual cull of 53% for muntjac and 60% for roe deer is necessary to curb their continuing increase and spread."

This statement was enough 'to light the touch paper and stand



back'. These suggested cull figures referred to his study area. However, the national press & TV leapt on them and reported that a cull was recommended nationwide. Can you imagine the outcry should such a cull of dear Bambi be undertaken. It might do wonders for venison sales though!

## New York rats face a new hazard!

Having been flooded-out of their homes following Superstorm Sandy (see **Pest** issue 24 November and December 2012), the rats on New York's subway are facing a new man-made threat in a bid to further reduce their numbers. Birth control.

The Metropolitan Transportation Authority, working with SenesTech from Arizona, USA, hopes to sterilise the rats so they can't reproduce. Under a pilot programme that's due to get underway soon, bait boxes containing a sterilising agent called ContraPest will be placed inside some locked subway platform rubbish rooms. Rats that eat the bait will become infertile within days, if all goes according to plan.

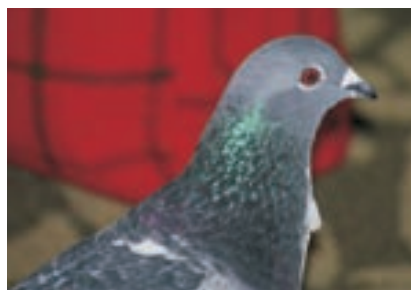
One of the biggest challenges is to discover the most desirable bait to use with the ContraPest when there are so many alternative discarded foodstuffs available.

## Caught pigeons cause a flutter

If pest controllers are to gain support for their activities, these recent cases involving pigeons will hardly help.

First there have been two recent cases of pigeons getting caught on the wrong side of freshly installed bird netting. In Oldham a mother and, soon to be upset, daughter spotted a 'feathered friend' that had died in the rafters of Manchester Chambers. Installing company, Green Care, was quickly on the scene to remove more caught birds and subsequently installed zips in the mesh. Meanwhile, in Shepton Mallet, Somerset, passers-by raised the alarm when three pigeons were spied caught-up in netting on the Amulet, one of the town's best-known buildings. These too were subsequently released.

However, in Edinburgh dozens of pigeons were not so lucky and their bodies were left to rot under the North Bridge, next to Waverley station. Passers-by were understandably disgusted and complained that the 40 bodies, were a serious health hazard.






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## Make the most of your visit

All the omens are that PestEx 2013, to be held at ExCel in London's Docklands on 10 & 11 April, is going to be a cracking event. Some weeks ago the exhibition area had to be expanded as so many companies wanted to exhibit – now approaching 90 – must be a record. And, what is even more exciting, is that there are a large number of companies exhibiting for the very first time. Either the pest control business is expanding, or PestEx is increasingly viewed as the place to be internationally. Readers can find a full listing of exhibitors and floor plan over the page.

To help you get to grips with these first-time exhibitors, we invited them to tell us something about themselves. So their introductions can be seen on pages 22 & 23 of this issue.

Entrance to PestEx 2013 is free and you can beat the registration queues if you pre-register off the PestEx website at [www.pestex.org](http://www.pestex.org). The event opens at 09.00 on Wednesday 10 April and runs until 17.00. On Thursday 11 April the opening hours are 09.00 until a slightly early close at 16.00. For information on how to get to ExCel by road, rail, boat, air or even cable car, ExCel's own website at [www.excel-london.co.uk/visiting-excel](http://www.excel-london.co.uk/visiting-excel) gives first-class details.

Running alongside the exhibition is a series of what promise to be excellent talks and panel discussions in the seminar and technical theatres. Subjects range from bed bugs, to bats, bait station efficacy, waste management and feral bees all the way to net design for gull control. Four panel discussions are planned on the topical subjects of urban foxes, franchising, the future of pest control and the CEN European Standards initiative. Come along, as this is your chance to make your voice heard. A timetable of all the presentations is provided overleaf.

The only problem is managing to fit them in, as well as having time to visit the exhibition stands! As to be expected, the **Pest** team – that's Helen and Frances – will be out and about in our red polo shirts. Quite how we will cover everything remains to be seen! If you don't manage to speak to us, our magazines can be found in the media centre as well as on some of the exhibitor's stands. Here's to a great couple of days!



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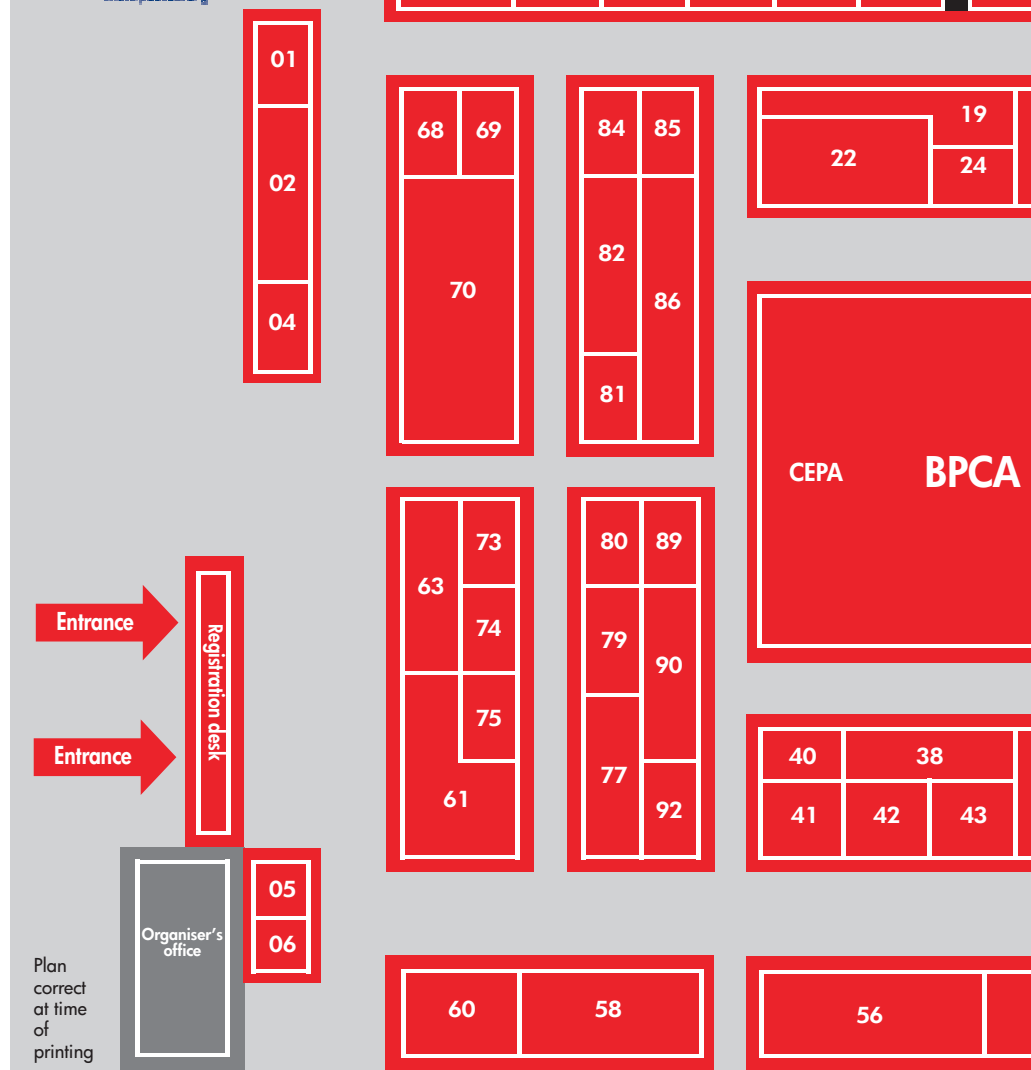
10-11 April 2013  
Stand 25



## EVENTS

PestEx 2013

Organisation	Stand
Agralan/Birchmeier	01
Agropharm	1
Airofog Machinery	81
Alcochem Hygiene	47
AP&G Catchmaster	35
Avalon Abseiling	P3
Bábolna Bio	40
Barrettine Environmental	61
BASF Pest Control Solutions	30
BASIS PROMPT	34A
Bayer Crop Science	38
Bell Laboratories	22
Bird-B-Gone	02
Bird-X	11
Bleu Line	9
Bower Products	63
Bradshaw Bennett	24
Brandenburg UK	54
BRC	4
Brown Y	51
Chabanne	5
Chrysamed	49A
CEPA	BPCA
Control Zone Products	80
CRUU	68
Earth Care Products	43
Eurogiene	8
Euroimpex Polska	95
Flybird Installations	P4
Futura	12
GEA	3
GreenTrapOnline	16
Hockley International	15
Huck Nets	56
IGEBA	92
Insects Limited	28A
International Pest Control	06
Irtotrio	52
Jones & Sons	50
Killgerm	70
Kness Mfg	P1
Kukbo Science	93
Liphatech	90
Lodi-UK	37



### Seminar theatre Wednesday 10 April

**10.00 Local authority cutbacks: The role of professional pest control**  
Simon Forrester, BPCA &  
Jo Fozzard, University of Salford

**11.00 BASF/Pest magazine research – measuring the mood of the industry**  
Helen Riby, *Pest* Magazine &  
Martina Flynn, BASF Pest Control Solutions

**12.00 Bait station efficacy**  
Professor Gai Murphy,  
University of Salford

**13.00 Unravelling dispersal behaviour in the bed bug**  
Dr Richard Naylor, CimexStore

**14.00 Specification non-compliance**  
British Retail Consortium

**15.00 A European Standard for the provision of pest management services**  
Panel from the Confederation of European  
Pest Management Associations (CEPA)

### Seminar theatre Thursday 11 April

**10.00 BPCA market research**  
Simon Forrester, BPCA

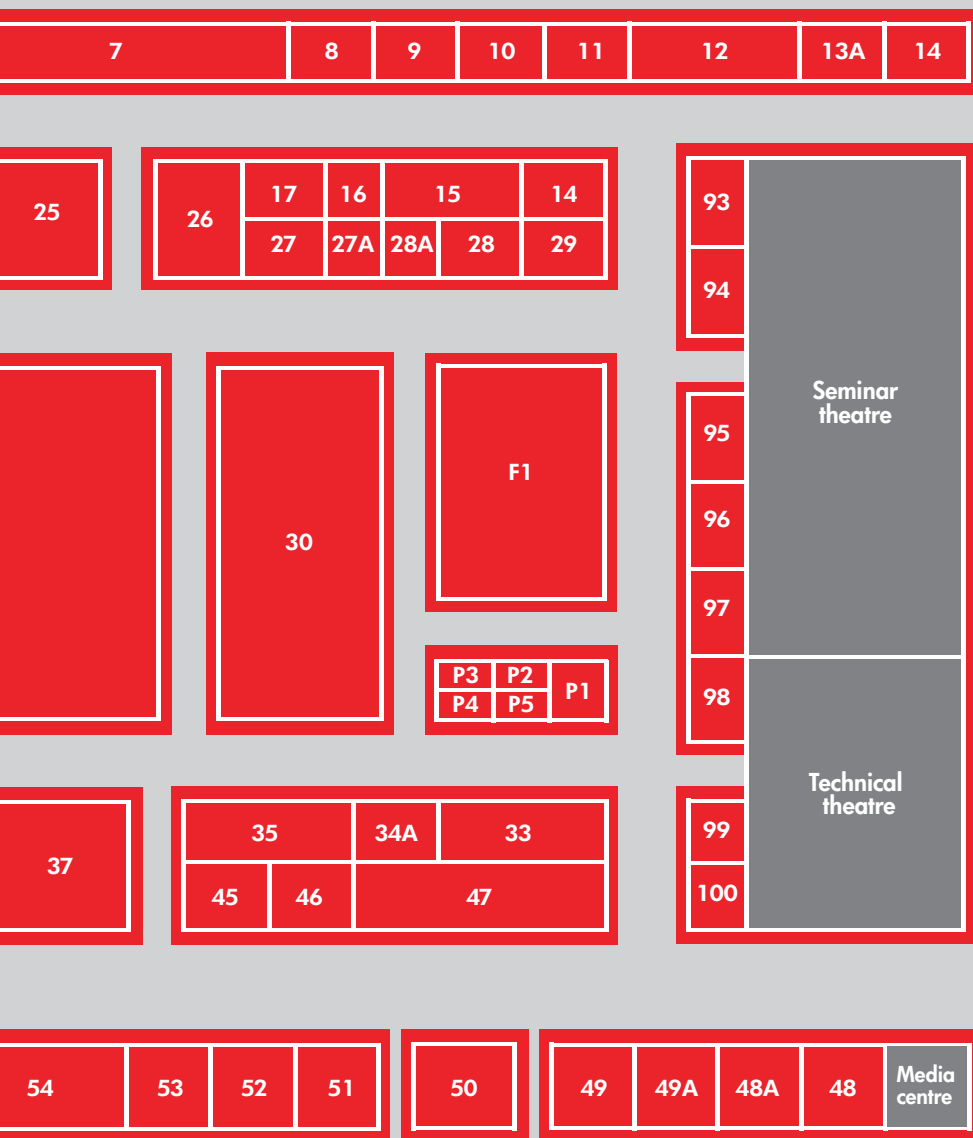
**11.00 Pest control: Possible futures**  
Panel discussion chaired by Jonathan Peck,  
Killgerm Group

**12.00 Running a tighter ship in 2013**  
Andy McLachlan, BusinessShield

**13.00 Business payment systems**  
Phillip Hopkins, Pay Yours

**14.00 The future for SGARs: Implications of the proposed environmental risk mitigation measures**  
Paul Butt, Natural England

**15.00 Waste management in pest control**  
Richard Moseley, BPCA



Organisation	Stand
London School of Hygiene & Technical Medicine	49
Media Centre	next to 48
Merlin Environmental Solutions	04
Mesto Spritzenfabrik	28
NPAP	69
NPTA	14
Orkin	14A
OR.MA	60
P+L Systems	7
Pay Yours	05
PelGar International	25
<b>Pest</b>	Media centre
PestFix Pest Control Supplies	10
Pest Management Consultancy	79
PestScan	P5
PestWest	82
Plastdiversity	77
Pest-Stop Systems	85
Quimunsa	53
Rat Down	17
Rentokil Products	27A
Revival Environmental	94
Riwa	74
RSPH	P2
Russell IPM	58
Scarecrow Bio-Acoustic Systems	46
Sentomol	97
Service Pro.net	98
Sharda Worldwide Exports	99
Silvandersson	6
Sitno	84
Spray Systems	73
Susan McKnight	96
Suterra	33
SX Environmental Supplies	26
Syngenta Crop Protection	2 & F1
Thermokill	45
Trust-K9	29
Vebi Istituo Biochimico	19
WaspBane	89
Watertight International	27
Woodstream Europe	75
Xenex Associates	86

### Technical theatre Wednesday 10 April

10.00	<b>Detection dogs: Benefits to your business</b> Mark Astley, Trust K9
11.00	<b>Sewer baiting best practice</b> David Oldbury, CIEH/NPAP
12.00	<b>Bats in buildings: Key things to know</b> Kelly Gunnell, Bat Conservation Trust
13.00	<b>Urban foxes</b> Panel discussion led by the Association of Urban Wildlife Professionals
14.00	<b>BioControl: Its place in pest management</b> David Cary, International BioControl Manufacturers' Association
15.00	<b>Feral bees best practice</b> Tony Baker, AlphaKill Environmental Services
16.00	<b>Marketing: Taking the simple steps</b> Sabra Fearon, Professional Women in Pest Management (PWIPM)

### Technical theatre Thursday 11 April

10.00	<b>Apprenticeships in pest control</b> Richard Moseley, BPCA & Asset Skills
11.00	<b>Ship cargo/container fumigation: Risk reduction strategies</b> David Heaton & Richard Moseley, BPCA FACE Forum
12.00	<b>Gull roof net design</b> Graham Turner, P+L Systems
13.00	<b>First aid in pest control</b> Andy and Tamzin Thompson, RingFenced Training
14.00	<b>Rodent control: Getting back to basics – behavioural aspects of rodent control</b> Dr Sharon Hughes, BASF Pest Control Solutions
15.00	<b>Franchising: Opportunities for growth</b> Panel including Orkin, Prokill and the Approved Franchise Association



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# PestEx first-timers

Visiting the stands of your familiar suppliers and catching up with the news is always a feature of exhibitions such as PestEx. But it is also interesting to see who is exhibiting for the first time – what's new on their stands? **Pest** reviews some of this year's many new PestEx first-timers. Go along to meet them and make them welcome.

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Avalon is a multi-disciplined

maintenance, repairs and facilities management support company that uses unique rope access methods which saves time and money. Services include: bird pest control (netting/spiking/spring wire); safety systems; refurbishment; glazing replacement; stonework repairs & cleaning; cavity wall insulation; structural surveys; building cleaning and maintenance.



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



## Sharda Worldwide Exports

Sharda Worldwide Exports is a family managed company founded in 1987. The company decided to defend to Annex II the active substances imidacloprid and deltamethrin technical and to Annex III of their related formulations for PT 18 applications. Come to our stand to discuss the distribution of Sharda's imidacloprid and deltamethrin registered formulations in and outside of the EU.

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

## Bird-X

Bird-X is the master distributor in the UK & Ireland for the established Bird-X brand that has been trading

since 1964 and is headquartered in Chicago, USA. Bird-X manufactures a comprehensive range of pest control products that are environmentally friendly and the result of decades of scientific study and field testing, ranging from acoustic and ultrasonic bird deterrents to state-of-the-art laser technology. Bird-X exports to over 150 countries and through their UK & Ireland hub in Sussex they stock, ship and support the full Bird-X range. Bird-X is interested in establishing new distribution channels across the UK and Europe.



[www.bird-x.co.uk](http://www.bird-x.co.uk)



## Merlin Environmental Solutions

A family run business, Merlin Environmental is the leading bed bug control specialist with over 12 years experience. Merlin has been instrumental in the development of many of the new products and techniques now used throughout the bed bug treatment industry, in particular, in the hotel and accommodation industry with their system of detection, eradication and monitoring. Visit the stand and meet their team of four-legged detection experts!

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



## Susan McKnight

Susan McKnight is committed to the development of effective, environmentally sensitive and reasonably priced technologies for the attraction and trapping of public health insects. She is the developer of the ClimbUp insect interceptor, an innovative tool to monitor bed bugs in human-occupied structures. With no chemicals it is environmentally friendly. International distributors are sought.



[www.insect-interceptor.com](http://www.insect-interceptor.com)

## Jones & Sons

Based near Newton Abbott in Devon, Jones & Sons is a small company which has manufactured bird spikes since 1998 under the Defender brand. All their products are invented, patented and manufactured in-house. Only the highest grade materials are used and the company offers a 25 year 'no rust' warranty on stainless steel spikes and a 15 year product warranty on UV polycarbonate bird spikes.



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

  
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## Scarecrow Bio-Acoustic Systems

This company has been producing bird dispersal systems of the highest technical standard for airfield, urban and rural sites since 1985. The broadcast of distress calls has proved highly effective for bird dispersal, having been used for over 50 years. With repeat clients like National Grid, Viridor and numerous local authorities, Scarecrow Bio-Acoustic Systems ensures you are in professional hands.

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## Woodstream

Woodstream is a long-standing privately held company and a global manufacturer and marketer of quality branded pest control products. The company has a 150 year history of excellence, growth, and innovation. Their portfolio includes the Victor rodent control, Havahart and Victor poison free insect solutions brands. Also on display will be the latest pest control innovations including electronic traps and Easy Set live cage traps.

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



  
woodstream

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The advent of PestFix in 2012 brought together the established brands of BirdStop, GullStop, PigeonStop and StopRat under one roof. PestFix provides a full next-day pest control supplies service with comprehensive ranges of bird, rodent, insect and animal control solutions. All backed-up with helpful technical support from their team of experienced pest controllers.

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

Based in Wiltshire, Agralan is recognised as a market leader in the supply of products which allow the reduction of, or alternatives to, the use of pesticides. At PestEx they are launching the new Birchmeier REC electric knapsack sprayer and a new extension lance for the DR5 powder sprayer.



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



## Rat Down

This French company specialises in the development, design and manufacture of non-chemical protection systems against pests. The main targets are rodents, birds, insects and other pests – including foxes and rabbits – but also micro-organisms. Rat Down has developed ultrasonic, seismic, mechanical and electronic systems to solve each problem.

[www.ratdown.fr](http://www.ratdown.fr)

## Brown Y – Vector Fog

Manufacturers and global distributors of Ultra Low Volume (ULV) and thermal fog machines for the public health, agricultural and pest control industry. The company is based in South Korea with a global sales office in Farnham, UK.

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

# Thinking outside the box



## Babolna Bio at a glance

- Turnover euro 13 million (around £11.5 million) made up of:
  - 43% international sales
  - 42% domestic sales
  - 11% pest control services
- 112 employees (plus 36 on the servicing business Bábolna Bio Pest Control Ltd)

Sales rose gradually from the launch in 1992 but, since the early 2000s, growth has accelerated rapidly.



Members of the Bábolna team. Left to right: managing director Dr Dániel Bajomi, export manager Erika Erdei, development & registration director János Szilagyi and commercial director János Daru

Associate editor, Helen Riby, travelled to Budapest in February to check out Bábolna Bio, a European company which specialises in the production and marketing of public health products. She found a rapidly growing company, full of innovative thinking.

Bábolna Bio or, to give it its full name Bábolna Bioenvironmental Centre Ltd, is relatively unknown in the UK although one of the company's brands, Biopren, which is based on the Insect Growth Regulator (IGR) S-methoprene, has already built a reputation here for Pharaoh's ant control. A ready-to-use formulation of the same active substance is also sold in the professional market as a trigger spray for bed bugs and fleas. These are soon to be joined by a concentrate, Biopren BFS 6 EC, for the control of bed bugs which is currently in the

latter stages of the approval process with the Health & Safety Executive (HSE).

The company still also holds UK approvals, under the old system, for a range of bromadiolone-based rodenticides under the Protect brand name, but currently these are not sold in the UK market. However that's a situation which the company's managing director Dr Dániel Bajomi hopes will soon change: "Along with three other companies – PelGar from the UK, Activa from Italy and the Spanish company Agrochem – we have successfully defended bromadiolone under the Biocides Directive. This means that it is now listed on Annex 1."

Subsequently Bábolna Bio has submitted seven formulation dossiers. The first of these, a double waxed compressed block for sewer baiting, achieved the first authorisation from the Swedish authorities last October. "It is our first product approval under the BPD and the mutual recognition system. We hope for two more approvals soon, this time via the UK's HSE," adds Dániel.

Bábolna Bio is also well on the way to achieving Annex 1 listing for S-methoprene: "Although you can never be certain about these things, we are hopeful that we will receive authorisation towards the end of this year, or early next," he says. "Our company's philosophy is to have very good products at the right price. This seems to have 'hit the spot' for customers. Over the past few years we have noticed a big change. We used to be the company making contact with other companies. Now we are the company that other companies want to talk to."

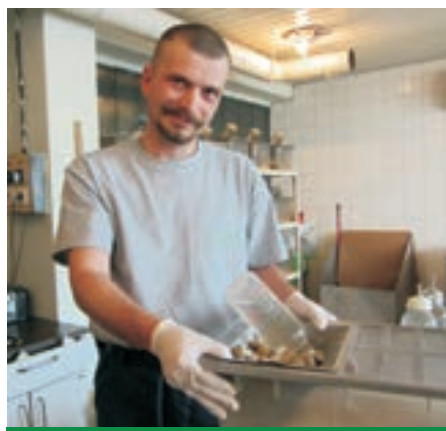
Holding authorisations for the active substances and approvals for the formulated products it manufactures is central to the Bábolna Bio strategy. But, this does not come cheap.

### Own development facilities

Millions of euros are being invested. This includes investment in its own development laboratories to help produce the scientific evidence required to support EU product applications. The labs are located on the same site as the head office, which is



József Schmidt in the development lab



Norbert Kormos in the development lab's rodent breeding unit



handily placed for the brand new Budapest Liszt Ferenc Airport, on the outskirts of Budapest.

Importantly, the company also synthesises its own active substances – bromadiolone and S-methoprene – at this location. However the final products themselves are all produced at the factory in the small town of Bábolna, about 60 miles outside Budapest and from which the company takes its name.

But, let's go back to those seven formulation dossiers – grain, pellet, loose, mixed and fresh bait, plus compressed and extruded blocks. Seven is four more than most other rodenticide companies. So why, when each dossier costs a small fortune to produce, has the company submitted so many?

The answer lies in the company's approach to product development. Unlike the big multinationals, where public health pest control is a very small part of the business and managers are often moved around every few years, Bábolna Bio has one focus and plenty of pest control experience. Dániel, for example, has been in the business for over 40 years.

### In-house pest control service

The trump card, however, is having access to in-house pest control servicing experience. Bábolna Bio Pest Control Ltd is a wholly owned subsidiary. It employs 36 people and has been providing a full pest control service since 1965. It is also the organisation largely responsible for making Budapest the only rat free city in the world. Over the last three or four years, regular development meetings have been held to make use of all this expertise and, so far, that has resulted in three novel product introductions:

- The 'Protect Sensation bait block', which combines the effectiveness of fresh pasta bait with the convenience of the wax block. The two formulations are cleverly

combined with fresh bait inside the extruded wax block;

- The Protect Revolution bait system which serves up a tray of rodenticide bait with and attractive water-based gel. The appetising gel with its water content makes rats stay around longer. There is no need for them to stop eating and leave in search of water, as they have food and drink at the same place. It helps overcome neophobia – bait shyness – providing faster and more reliable rat control;

- Aroma permeable packaging technology which is a way of sealing a rodenticide bait tray so that people have no direct contact with the rodenticide whilst rodents are attracted to the aroma of the bait and can easily gnaw their way in.

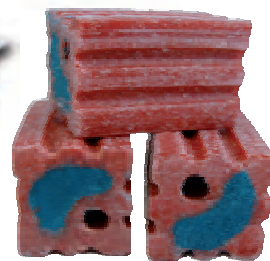
All this is good news for the UK market where we have plenty of rodenticide brands but just three basic formulations – wax blocks, grain baits and the soft pasta baits. New thinking will provide new tools and new opportunities for creative pest controllers to add value to the services they provide.

Bábolna Bio is also a key European player in other markets, as commercial director, János Daru explains: "Household and veterinary products are important to our business. In our domestic market we have a 22% share of the household market. This is currently being threatened by legal changes in Europe. But, the answer to the problem of consumer mis-use must be to use technology to 'engineer' out the risk. For example, by providing rodenticide bait in sealed trays which fit straight into bait boxes, there is no human contact with the rodenticide.

Aroma permeable packaging



Protect Revolution



Protect Sensation

Choosing to ban amateur use will have one result.

It will create a huge black market for rodenticides and lead to a much higher risk of mis-use."

János continues: "Globally across all markets, we have sales in 44 countries, with our main export markets being Switzerland, the USA, Australia, Romania and the UK. Brands include the rodenticide range under Protect, the IGR products marketed as the Biopren range, Peststop, for professional insecticides and Biostop, the name used for non-tox 'green' products such as the sticky traps."



Attila Romász in the S-methoprene synthesis plant

OK, it's obvious once you think about it, but, I suppose, I hadn't really engaged brain. It was only when my hosts started to explain the origins of Bábolna Bio that I remembered this used to be a communist state. They kept referring to the 'mother company' and I soon realised Bábolna Bio, as we now know, it is just a small part of what was one of the biggest state-owned companies in Hungary. To give some idea of the scale, in the late 1980s, it employed around 7,500 people.

However, the company's history goes back much further, to 1789 in fact, the year of the French Revolution when the Austro-Hungarian Emperor established the Bábolna stud farm which provided horses to the Hungarian cavalry. To this day horses continue to be bred at the Bábolna stud.

It was in 1965 that the Bábolna Pest Control Centre was founded as part of the enormous Bábolna agricultural corporation. This

## A fascinating history

was in response to a rat problem in the company's poultry enterprise and led to collaboration with a German company, Bayer, who provided the technology, in the form of a brand new and very effective product, coumatetralyl. The rats were controlled and the reputation of the pest control business spread. Other companies began to ask for help and pest control became a new service offered by the big agricultural corporation.

In 1989 political change began and the 'mother company' was split-up – pig breeding, poultry, horse breeding, pest control and many other businesses were split-off.

Today after considerable effort and a huge loan – which is by now almost fully repaid – the company is owned by its management and, unusually for Hungary, 60% of employees are owners of the business.



# How the products are made

A visit to the company's factory in the small town of Bábolsa gave me a first-hand opportunity to see how the products are made. And the first thing I discovered is that plant manager, Vince Pozsár, is a key member of the development team. This

producing the Protect Revolution bait system was quite a challenge.

As my hosts, taxi drivers and translators from head office, Susan Papp and Erika Erdei (who, fortunately, both have impeccable English) explained, the factory itself is on the huge site which used to be completely occupied by the 'mother company'. My tour began with the specialised aerosol unit which produces spray insecticide cans for the household sector. Like the rest of the factory it operates to international manufacturing standards and also undertakes contract manufacture.



First port of call was the specialised aerosol unit largely used for household products. Pictured is Mónika Kiss



One of my hosts, Susan Papp with one of the newly made aroma permeable trays

means that product ideas are immediately assessed for their 'manufacturability'. However he admits that the task of

Next was the sticky trap line followed by the specialised packing line which, on the day of my visit, was packing clothes moth traps for the consumer market. It was then on to the compressed block rodenticides, complete with double waxing process, to protect the bait from the harsh conditions in sewers.

The wax block extruder wasn't working on the day of my visit but the special line developed to produce the aroma permeable trays and the unique revolution bait system was.

This specially designed and engineered system starts with a flat sheet of plastic, moulds the trays as either single or duo units depending on the product being produced, before filling them with rodenticide or rodenticide and gel and sealing the trays with appropriate cover – aroma permeable



Renáta Kónyi and Erzsébet Marhenczki complete the packing at the end of the aroma permeable tray line



Plant manager Vince Pozsár, explained how the different lines operated

Because of the large amounts of grain handled, moth traps were dotted about the factory to monitor for infestations



Ildikó Kemmer on the sticky trap line

film for the rodenticide and a foil moisture retentive cover for the gel in the Revolution system.

Being winter, the insecticide line was not operational but these products are also made on the site. Interestingly I spotted lots of moth traps dotted around the factory. This is because of the large amounts of grain handled. They have to take as much care to avoid infestation as a flour mill!

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# Formulation matters in cockroach gel baits



Roland Twydell and Margaret Hammond from BASF Pest Control Solutions explain how trials have highlighted important differences between attractiveness and palatability. Differences which have a clear impact on cockroach control.

Cockroach gel bait performance depends at least as much on both the attractiveness and palatability of the gel as it does on the potency of the active ingredient, reveal detailed studies by BASF Pest Control Solutions.

What's more, the appeal of baits can vary widely between different cockroach species and different parts of the world, putting the onus firmly on quality formulation based on a thorough understanding of local pest behaviour for the most consistent performance.

"It's also important to appreciate that gel bait uptake can be very different under laboratory and field conditions," explains BASF senior technologist, Roland Twydell. "Especially so where hygiene is less than ideal, alternative food sources are widely available and extremes of heat and humidity present particular challenges.

## Only well-fed cockroaches used

"That's why we always conduct our trials with well-fed cockroaches and give them access to a familiar alternative foodstuff and a good water supply alongside test baits," adds insect trials specialist, Margaret Hammond. "We also complement our lab work with testing under real field conditions."

BASF gel bait development trials underline the extent to which both bait attractiveness and palatability can vary even under controlled laboratory conditions. Evaluations of 10 different non-toxic formulations against a standard bait in a series of recent

tests, for instance, show the proportion of bait consumed by the same population of German cockroaches in 24 hours varying from just over 20% to almost 75% (Fig. 1).

Interestingly too these trials reveal that it isn't always the most initially attractive baits that prove the most palatable. Indeed, the formulation that stood out for the most complete 24 hour consumption was actually one of those least readily consumed in the first hour.

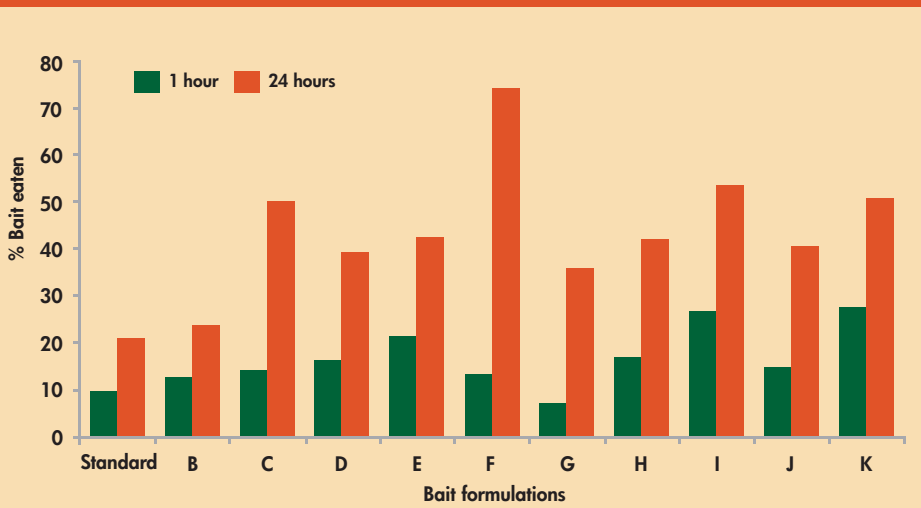
"This underlines the critical difference

between attractiveness and palatability," explains Roland. "It's easy to attract cockroaches with the right odour or flavouring, but the bait needs to keep them eating to ensure the greatest number of individuals consume a lethal dose of insecticide. And if it does so the aggregation pheromones produced by the early feeders have a multiplier effect, serving to attract and arrest greater numbers of individuals."

## Noticeable differences

"Assessing the same formulations in parallel trials with other cockroach species further highlights the noticeable differences between them," he reports. "In general, Oriental cockroaches tend to be shyer initial feeders

Fig. 1: German cockroach consumption of different gel bait formulations





than German cockroaches. American cockroaches are by far the most inquisitive, altogether bolder and less selective in their tastes.

"We also know that German cockroaches in America, in particular, can have quite different appetites to those over here in Europe. So we have to formulate gels to reflect this."

### Preventing bait aversion

Roland continues: "In addition, aversion to glucose-containing baits has become an issue in the USA and one which we need to do everything we can to prevent this side of the Atlantic. A combination of the most potent actives and most palatable baits to ensure maximum efficacy will minimise the opportunity for aversion to develop through natural selection.

"In fipronil (Goliath) we have by far the most potent active available (Fig. 2) but we still need to employ it in sufficient concentration and incorporate it into a sufficiently palatable bait if we are to ensure the most complete and consistent control.

"Worryingly, we're now seeing generic fipronil formulations in other parts of the world at concentrations only a fifth of the level our research has established as optimal. Significantly cheaper they may be as a result but usage and consumption levels need to be very much higher to achieve the same result, putting even more pressure on formulations which also have to meet a number of other usability criteria."

### Lessons from 10 years of work

So what characteristics have Roland Twydell and his BASF team found to be especially important in cockroach gel baits during the 10 years or more they've worked with quality baits like Goliath?

The source of protein and source and variety of carbohydrates and sugars are, they have no doubt, the main keys to ensuring consistently rapid and complete gel bait uptake. Interestingly, nutritional level, as well as taste, appears to be a significant consideration in maximising cockroach palatability; as is a significantly greater attractiveness than alternative food sources.

At the same time a delicate balance needs to be struck in consistency and adherence. Gels must be sufficiently sticky to stay where they're put without running, even on smooth, vertical surfaces. While cockroaches generally prefer softer foodstuffs, however, they shy away from baits that are too sticky, presumably for the danger they pose to rapid movement.

**Fig. 2: Potency of different gel active ingredients against German cockroaches**

Active	LD <sub>50</sub> (nanograms/cockroach)
Fipronil	2.6
Thiamethoxam	10.8
Acetamiprid	243
Imidacloprid	252

Source: Scott & Wem, 1997 and Ibragimkhaliova & Ermina, 2008 (ICUP conference)

Margaret Hammond points out that the right level of firmness is important for ease of application: "Gels that are too firm are difficult to dispense from the tube. On the other hand, if they're too runny there's much more of a risk of overdosing and waste.

"They need to remain both palatable and effective over an extended period too. In practice it is unlikely cockroaches will discover all the bait points straight away so they must last. As well as not drying out too much, they have to have good resistance to mould so they can be used in kitchens where both temperatures and humidity levels are often high.

"Also crucial are consistent active ingredient distribution throughout the bait; gel stability over a long shelf life; low visibility for use in

sensitive areas; and a human taste deterrent. And finally, of course, baits need to be manufacturable. After all, it's no good having the best formulation in the world if it can't be produced reliably and consistently to the required standards," she adds.

### Bait production standards

Based on the company's extensive cockroach baiting experience around the world, BASF Pest Control Solutions sets a number of critical standards for quality gel bait production.

Roland continues by explaining: "In a premium quality bait like Goliath Gel we're looking for a reliable 100% kill in less than four days 100% kill of German cockroaches when evaluated in our laboratory choice test arena. And we want bait that's ►►►



been down for 20 weeks to still give 100% kill within seven days.

"No moulding within seven to eight weeks at 35°C and 70-80% relative humidity is another key standard of ours. At the same time, we believe a quality bait should lose less than 10% of its chemical active and experience no loss of either palatability or efficacy over a shelf life of at least five years.

"In meeting these criteria, we must appreciate that the balance of every one of the many ingredients we use in our gel baits is vital to their performance. It's equally vital we don't rest on our laurels. Although it's known to exist with some other insecticide actives, we've yet to see any evidence of practical resistance to fipronil in cockroach populations.

"However, the US experience teaches us we need to keep using the most potent insecticides in the most palatable baits if we are to minimise the risk of aversion – and the extra bait formulation challenges it presents – developing. At the same time, we must be continually alert for any changes in either sensitivity or feeding behaviour so we can nip any potential issues in the bud through continual bait development before they become problematic," he concludes.



Roland Tywdell and Margaret Hammond setting up a gel baiting test

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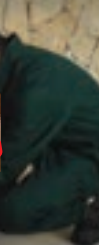
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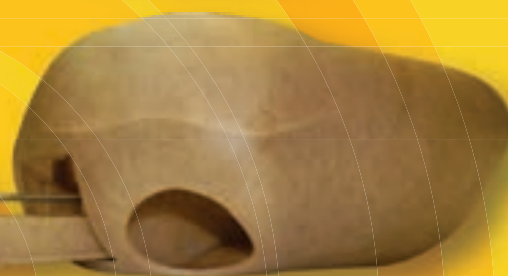
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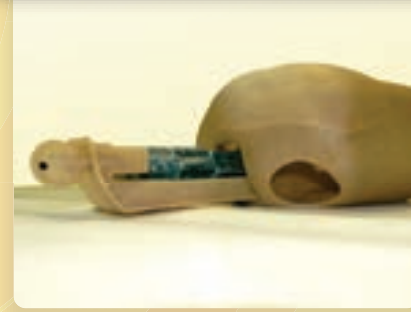
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# Rat tail testing to begin in Italy



**Dario Capizzi says DNA testing for rodenticide resistance is about to start in Italy**

Research to establish levels of anticoagulant resistance has been performed in the UK for many years. Recently testing procedures have been speeded-up with the use of DNA sequencing technology, as undertaken at the Universities of Reading and Huddersfield – see **Pest** issue 3 May & June 2009.

## Germany is home of rat tail testing

However, this is not the case throughout Europe. Using what is now colloquially called 'rat tail testing' the largest number of tests have, perhaps unsurprisingly, been undertaken in Germany – the country where this procedure was first developed by the team led by Dr Hans Joachim Pelz. An analysis of published results (see chart below) by Dario Capizzi from the Regional Park Agency of Rome shows that nearly a third of all published papers stem from Germany, with the UK coming-in not far behind with 28% of the published work.

Yet it was revealed by Dario Capizzi, during a seminar held at the recent Disinfestando 2013 event in Italy (see event report in page 38 of this issue of **Pest**), that rodenticide resistance information is sadly lacking in Italy. Fortunately, this is shortly to change.

Four or, possibly, five study areas are to be identified across the country with up to 100 tails, of both rats and mice, to be collected for DNA testing at the University of Rome. The project protocols are currently being drafted and it is proposed that funding, as in the UK is to come from the Italian rodenticide manufacturers, via ANID, the Italian pest control trade association.

## Reports of poor control widespread in Italy

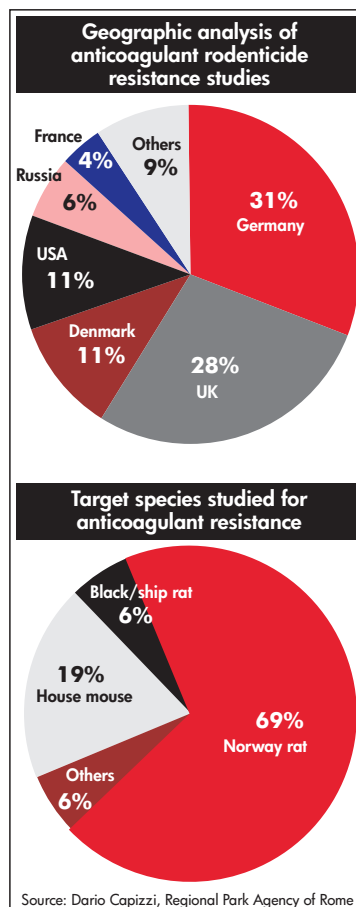
Reports from practical pest controllers of poor control with the established range of rodenticides are widespread throughout Italy – in particular with bromadiolone when used for both Norway rat and house mouse control. Anecdotal reports of rodenticide resistance go back as far as the 1980s, yet to date, there has been no scientific attempt to quantify the problem.

As Dario explains: "For a market as large as Italy, it is strange there is no knowledge of this problem. We look with admiration at the work carried out in the UK."

Likewise there is little recorded information of secondary poisoning with rodenticides in birds of prey. Whilst Dario suspects there may be some problem cases, the world at large in Italy seems to be both unaware and unconcerned. This is quite a contrast to the position in the UK.

Another fundamental difference between the UK and Italy is the fact that the black rat (*Rattus rattus*) is the number one target rat, with the Norway rat (*Rattus norvegicus*) of secondary importance. To date, the majority of resistance testing has been performed on the Norway rat (see chart below), begging the question – are the genetic mutations so far recorded for Norway rat going to be similar for the black rat?

Readers in the UK will also be amazed to hear that in Italy all registered rodenticides can currently be used both indoors, as well as in open areas.



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Phobi Dose will solve bedbug infestations and we have extensive test results to prove it!

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**PestEx 2013**

STAND 37

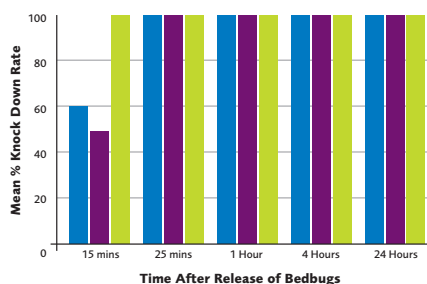
### LABORATORY TESTS

The following test results detail the efficacy of Phobi Dose on three types of surfaces. Phobi Dose was sprayed on each surface and left to dry before bedbugs were released. The first graph details results immediately after treatment – the second shows results 14 days after treatment when bedbugs were re released.

■ Textile (ie carpet) ■ Plywood ■ Ceramic Tiles

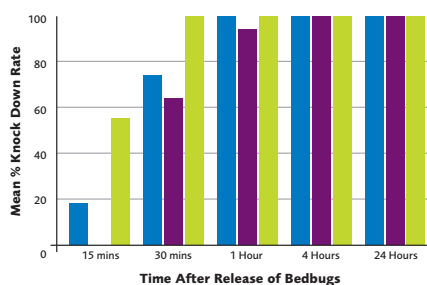
#### Trial at Day 0

Knock down speed of all bedbugs after treatment.



#### Trial at Day 14

Knock down speed of all bedbugs 14 days after treatment.

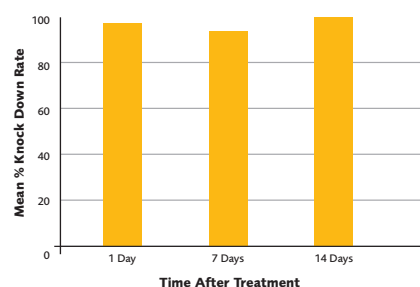


### FIELD TEST

5 separate apartments were treated independently within a multi storey block of flats. 5 apartments in the same block were untreated to act as a control. Bedbug infestations averaged medium to high in each apartment.

The graph shows the average control in all 5 apartments within 14 days from the initial treatment.

■ Phobi Dose



Phobi Dose contains 0.1% Imiprothrin and 0.15% Cyphenothrin. Use pesticides safely always read the label.



## Britain's moths in decline

The new *State of Britain's Larger Moths* 2013 report published by Butterfly Conservation

shows clearly that moths are in decline. The total number of

larger moths recorded in the national network of Rothamsted Research trap samples decreased by 28% over the 40 years from 1968 to 2007.

Declines are worse in southern Britain, with a 40% decrease in total abundance, while there was no overall change in northern Britain (where declines have been offset by increases).

This 32-page report contains some stunning pictures and is a must-have if a moth follower. Copies are downloadable from <http://butterfly-conservation.org/1776/the-state-of-britains-moths.html>



## New Australian bed bug code published

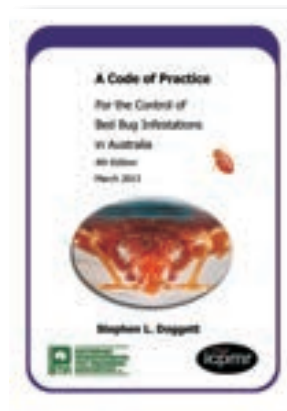
In the last issue of *Pest* magazine reference was made to the publication of the second version of the European Code of Practice. Now the fourth edition of *A Code of Practice for the Control of Bed Bug Infestations in Australia* (CoP) has been released. OK, we don't work in Australia, but this CoP is definitely worth a read.

With Stephen Doggett of Westmead Hospital in New South Wales as the principle author, this Australian code blazed a trail for all other codes subsequently introduced elsewhere in the world. In the preface to this updated edition, Stephen pays tribute to two of the subsequent codes.

He explains: "*The European Code of Practice – Bed Bug Management* was initially developed from the third edition of the Australian CoP and has been adapted for the European market. This has become a quality document such that the current edition of the CoP has cherry-picked the best from the European CoP. The organisation behind the European CoP, the Bed Bug Foundation (BBF), has joined forces with the Working Party for the Australian CoP, in an information co-sharing arrangement to better improve standards on bed bug management." Also recognised is the *NPMA Bed Bugs Best Management Practices* from the USA.

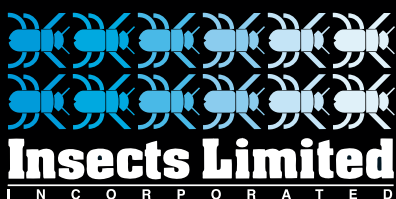
The preface continues by explaining that bed bugs remain an international problem and infestations can only be reduced in number worldwide if best practice management options are undertaken globally. If one were to seek an example of trans-national co-operation in the pest management industry, you need look no further than these bed bug codes.

A copy of the new Australian CoP can be downloaded from the *Pest* website.



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**Webbing Clothes Moth *Tineola bisselliella***

*Notice the orange hairs on the head and buff colored wings*



**Case-making Clothes Moth *Tinea pellionella***

*Notice the darker wings and the grey-brown hairs on the head*

## 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 badgers and flea distribution 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 How many cows do government statistics show were slaughtered as TB reactors in 2012?
 

<input type="checkbox"/> a) 18,000	<input type="checkbox"/> c) 38,000
<input type="checkbox"/> b) 28,000	<input type="checkbox"/> d) 48,000
- 2 In which two areas is the pilot cull of badgers to go ahead?
 

<input type="checkbox"/> a) Gloucestershire & Cornwall	<input type="checkbox"/> c) Somerset & Hampshire
<input type="checkbox"/> b) Gloucestershire & Somerset	<input type="checkbox"/> d) Hampshire & Wiltshire
- 3 In the pilot areas, between which dates can culling operations take place?
 

<input type="checkbox"/> a) 1 January and 30 April	<input type="checkbox"/> c) 1 June and 31 January
<input type="checkbox"/> b) 1 April and 31 August	<input type="checkbox"/> d) 1 September and 31 March
- 4 What does geotaxis mean?
 

<input type="checkbox"/> a) A reaction to gravity	<input type="checkbox"/> c) A reaction to heat
<input type="checkbox"/> b) A liking of heights	<input type="checkbox"/> d) A liking of cold
- 5 In the flea research when a carpet was vacuumed, what percentage of eggs and larvae were removed?
 

<input type="checkbox"/> a) 20% of eggs and 90% of larvae	<input type="checkbox"/> c) 60% of eggs and 40% of larvae
<input type="checkbox"/> b) 40% of eggs and 60% of larvae	<input type="checkbox"/> d) 90% of eggs and 20% of larvae
- 6 Why is it important to know the sleeping, resting and sitting habits of pets when treating for fleas?
 

<input type="checkbox"/> a) So you don't wake them up when treating	<input type="checkbox"/> c) So you know which areas to concentrate your treatment
<input type="checkbox"/> b) So as not to get bitten	<input type="checkbox"/> d) So you know what breed they are

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

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

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

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



## New products from Lodi at PestEX

### Get pasted!

There are three new, easy-to-use rodenticide paste bait formulations about to be launched by Lodi-UK. All three are to be used with a caulking gun and applied to areas where there are signs of rodent activity.

Lodi says these advanced paste formulations are full of highly attractive ingredients and can be used in a range of temperature extremes. This means they are ideal to use for the control of rats and mice in both urban and rural environments. All three come in 360gm tubes, 20% larger than most other bait tube products.

For use both indoors and out, for rats and mice are Jade Broma paste contains 0.005% bromadiolone and Ruby Dife paste containing 0.005% difenacoum. For indoor use only is Raco Force paste professional containing 0.004% brodifacoum.



### New insecticide dust for wasps

Lodi-UK is once again pushing back the boundaries following the launch of alphachloralose in Black Pearl, with the introduction of a new active substance for the UK professional pest controller – azamethiphos.

Azamethiphos is an organophosphate, so works differently to carbamates and pyrethroids, and is well known for its quick speed of action. Historically it has been used in a range of situations from livestock and poultry housing to sea lice on

salmon farms. Now its use has been extended to include wasps and hornets. To be marketed as a 0.5% dust formulation called Quartz, Lodi claims that effects can be seen within 10 to 15 minutes on wasps, with overall nest control in 24 hours.



### All aglow!

To help identify rat activity and movement before baiting, or simply to monitor population levels, Lodi-UK has come up with two new luminescent products. Once either the attractive Lumi blocks or Lumi paste are eaten, the rodent droppings will glow

when inspecting using a UV light. Both products come in handy 3kg tubs.



[www.lodi-uk.com](http://www.lodi-uk.com)

## Micro-encapsulated formulation

Effect Micotech is a micro-encapsulated insecticide formulation designed for use against cockroaches, ants and other crawling insects.

The manufacturers say it has excellent knock-down and a residual effect of up to six months. It contains 8% permethrin, 4% tetramethrin and 8% piperonyl butoxide.

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



## Harness dual

For those working at heights, being both safe and comfortable is key.

The new ZT Dual harness has both front and rear attachment points allowing multi-functionality. Either way it incorporates the unique ZT leg gaiter design, which completely eliminates the use of groin straps and the serious damage they cause when restricting the femoral artery in the groin area during prolonged suspension. The new ZT Dual harness is fitted into work wear trousers, or coveralls, and has a comfortable unisex design certified to 150kg body weight.



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

## Ideal for Talunex or Phostoxin

The Chemlock box and lid are made from specifically formulated thermoplastic, making it strong and chemical resistant, but yet still light. A permanent bond is achieved using a replaceable high ACN nitrile rubber seal selected for its high resistance to chemicals. These features make this box ideal for the professional operator working with either Talunex or Phostoxin.

To accompany it, and making life even easier and safer, is the Pest Partner box. This can either be used as a stand-alone box or used in conjunction with the Chemlock Dual box. One or two Pest Partner boxes can be secured inside the larger Chemlock Dual box. The Partner box is easy to carry with D-rings at each end into which a shoulder strap can be fitted. Each Partner box will accommodate eight Talunex or Phostoxin flasks. A removable inner tray provides a secure location for each individual canister.



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

## I Spy, with My Compound Eyes...

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Disinfestando 2013 was held in Rimini in March

# Warm welcome in Italy

It might have been wet and foggy in Rimini, but a warm welcome from the organisers awaited all those who came to Disinfestando 2013 on 6 and 7 March. Held in the brand new Palacongressi di Rimini, just over 40 companies had stands. Naturally virtually all the well-known Italian manufacturers and distributors such as GEA, INDIA, OR.MA, Zapi, Vebi, Bleuline, OSD, Copyr, Ecotrade and Colkim were present plus the usual multinational organisations such as Bayer and BASF. Now with a much higher presence following their acquisition of the DuPont products, Syngenta also exhibited. The UK was represented by only two companies – Killgerm/PestWest and P+L Systems. On each afternoon there was a series of seminars. These proved highly popular and you needed to be in your seat in good time to avoid having to stand. For a more detailed reports on the whole event please go to the **Pest** website.

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



The combined Insect-O-Cutor, Network and SX Environmental stand was constantly busy

Right: New to the Italian market, Detex soft bait with Lumitrack



The organising team. L to R, Francesco Sacconne (ANID president), Sergio Urizio (CEO of ANID) & Francesco Colamartino (Sinergitech president)



The Syngenta stand featured Advion Gel

Right: New products always feature at these exhibitions, for example, the new 3-Way trap from GEA



Right: A hole in one! BASF tested their visitors' putting skills



BASF's Fourmidor is truly formidable if it can deal with this monster!



Left: Italian events always have style. Where else would you get a grand piano and chandeliers at a pest management event?



Above: Daniel Lucien from Bayer (left) and Killgerm's Rupert Broome catch-up with industry developments



Left: Hungarian company Bábolna Bio took a large stand and it attracted plenty of visitors



Only in Italy! Above: A dedicated follower of Italian fashion. Left: "No I'm not one of those silly bed bug dogs, I'm just visiting"



## 2013

Month	Day	Event	Venue	Find out more
April	10-11	PestEx 2013	ExCeL, London	<a href="http://www.pestex.org">www.pestex.org</a>
	29-30	PestWorldEast	JW Marriott Marquis Hotel, Dubai	<a href="http://www.npmapestworld.org/events/pweast13.cfm">www.npmapestworld.org/events/pweast13.cfm</a>
May	23	Fumigation Conference	BPCA, Pride Park Derby	<a href="http://www.bpca.org.uk">www.bpca.org.uk</a>
July	12	Non-lethal Management of Urban Wildlife	The Priory Rooms Birmingham	<a href="http://www.animalaid.org.uk">www.animalaid.org.uk</a>
	12	2nd Urban Fox Conference	Royal Society of Public Health, Portland Place, London	<a href="http://www.urban-wildlife.co.uk">www.urban-wildlife.co.uk</a>
September	2-5	7th European Mosquito Association Conference	Istanbul, Turkey	<a href="mailto:office@emca-online.eu">office@emca-online.eu</a>
	9-11	1st Euroasian Pest Management Conference	Russian Academy of Sciences, Moscow	<a href="http://www.pestmanagement.su/english">www.pestmanagement.su/english</a>
	22-27	European Vertebrate Pest Management Conference	Turku, Finland	<a href="http://www.evpmc.org">www.evpmc.org</a>
October	23-26	PestWorld 2013	Phoenix, Arizona USA	<a href="http://www.npmapestworld.org/pestworld2013">www.npmapestworld.org/pestworld2013</a>

## Snap!

If you have an interest in the control of foxes and other urban wildlife then you have a decision to make about where you will be on Friday July 12.



Will you go to London to the Urban Fox Conference, or, will you travel to Birmingham to hear speakers at the Non-lethal Management of Urban Wildlife event?

The Urban Fox Conference is organised by Urban Wildlife. Its focus is to establish fact from fiction and it will cover, legislation, wildlife crime, fox control options and the problems associated with trapping and relocation. The organisers say that the conference has been forward following the recent fox attack in London.

Meanwhile in Birmingham Animal Aid will host the UK's first conference dedicated to the Non-lethal Management of Urban Wildlife. The event, say the organisers, is for environmental health officers, local authority representatives and pest controllers interested in effective, cost-efficient solutions to human:wildlife conflicts in



© Mike Baird

urban areas. It will highlight how non-lethal control methods can benefit animals, the environment and taxpayers, while easing the public's concerns and enhancing the reputation of local authorities.

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## Their main duties would include:

- To further develop customer pest awareness training.
- Provide direct technical support to clients.
- New product selection/testing and implementation.
- Conduct QA/biologist type inspections for high profile customers.
- Assist in development of non-toxic pest control products and processes.
- Undertake project works for new pest control methods and systems.
- Troubleshoot problematic customer sites.

To apply for this position, please send your CV to [peter.trotman@mitie.com](mailto:peter.trotman@mitie.com).

For further information please contact Andy Lowicki on 01242 770 502.

Closing date: 10<sup>th</sup> April 2013.

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