

pest

The independent UK pest management magazine

Coming
in from
the cold?

Issue 29
September & October 2013

Bugs on the menu –
very tasty!



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Industry mourns loss
of Jonathan Peck



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PestTech comes of
age – don't miss it!



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No sugary bait for
me thank you



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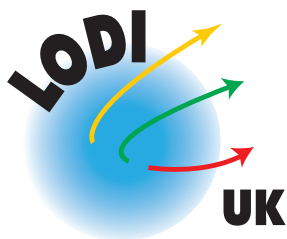
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As the industry's only independent magazine, **Pest** aims to deliver a mix of unbiased news, impartial advice and topical technical features. We are committed to being as inclusive as possible covering every sector of the pest management industry.

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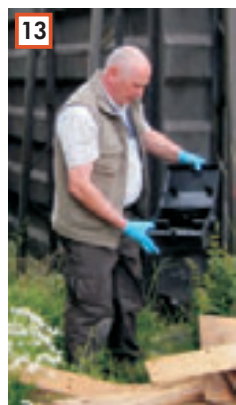
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Despite our loss we have to go forward

Most people knew Jonathan Peck was mounting his own personal battle against cancer, but his death on 15 September still came as a considerable shock. At his funeral, the industry gathered in force to honour him.

Peter Kitson, who has now taken over the reins as chairman of Killgerm Group, delivered a brilliant eulogy in which he ended by saying: "Jonathan did not want us all to be sad and grieve endlessly. Just as he never dwelt on his illness and obvious suffering, he told me the week before he died that he had no regrets and had had lots of fun times."

In this edition we pay our own tribute to this exceptional industry leader. We not only remember his contribution but also his sense of fun. But we do have to do what Jonathan would have wanted and move onward.....

So, with autumn comes the start of the exhibition season. As usual, we include a preview of PestTech, and at the same time we celebrate its coming of age.

Frances McKim

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Pest controller sees red after gulls ruin car

Seagulls have got their revenge on a Sussex pest controller by causing hundreds of pounds worth of damage to his new car. Jon Whitehead, who lives in Seaford, East Sussex, and is a director at Cleankill Environmental Services, returned from holiday to find seagulls had used his Mercedes estate car for target practice.

Jon, who had only taken delivery of the car shortly before his holiday, was furious: "The droppings had eaten right through the paintwork, so I took it to a local bodyshop who told me the whole area needed re-spraying."

Andy Melville, who runs Motorline Engineering, commented that he has seen a 25% increase in requests to repair paintwork that has been damaged by bird faeces and that the hot weather during the summer had exacerbated the problems.

New Level 2 aluminium phosphide qualification

RSPH is pleased to announce that its new qualification Level 2 Award in Using Aluminium Phosphide Safely for the Management of Vertebrate Pests has received Ofqual accreditation. The qualification has also been recognised by the Chemicals Regulation Directorate (CRD) of the Health and Safety Executive as an accredited certificate for users of aluminium phosphide.

CRRU launches in Ireland



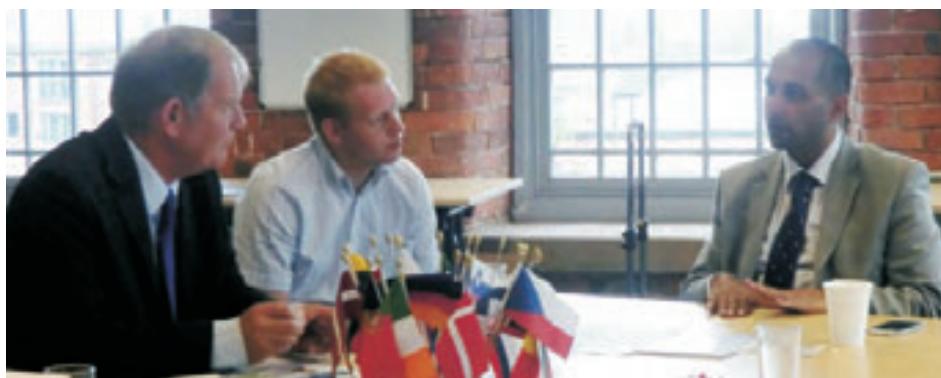
Conor Egan (Bayer Environmental Science), Tony O'Dowd (Killgerm), Mark Lynch (CRRU Ireland chairman), Minister of Agriculture Food and the Marine, Simon Coveney TD, Eanna Ni Lamhna (CRRU PR officer), Joe Lynch (BASF Ireland) and Noel Delany (Irish Farmers Association)

The Campaign for Responsible Rodenticide Use (CRRU) has launched an autonomous counterpart in the Republic of Ireland under the chairmanship of Dr Mark Lynch, former senior inspector at the Pesticides Control Service.

In the UK and Ireland alike, CRRU pursues the same objective of effective and sustainable rural rodent control with no unacceptable impacts on wildlife and the wider environment.

Meanwhile in the UK, CRRU has gained a tenth member with Barretttine Environmental Health recently re-joining the group which now comprises BASF Pest Control Solutions, Bayer, Bell Laboratories, Killgerm Chemicals, Liphatech, Lodi-UK, PelGar International, Rentokil Initial, Syngenta and Barretttine.

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Mike Flynn, left, in Brussels with MEP Sajjad Karim, far right, and Mr Karim's researcher

A day lobbying the EU in Brussels

On 17 September, Mike Flynn, director of Preston-based Alpha Pest Control, packed his bags and set-off to Brussels at the invitation of Sajjad Karim MEP. Sajjad represents the North West of England and is the legal affairs spokesman. He invited Mike to the European Parliament in Brussels following a recent meeting when they discussed the impact of the implications of the Biocidal Products Regulations.

Sajjad is passionate about member government's habits of embellishing EU legislation with further burdensome law, often referred to as 'gold plating'. He also campaigns against unwanted red tape. Sajjad said: "It is imperative that a full impact assessment be made prior to any EU law coming into effect."

After his day, Mike said: "I felt privileged to be Sajjad's guest. I was introduced not only to Syed Kamall from the Committee on Economic and Monetary Affairs but also Jacqueline Foster from Transport and Tourism."

Bob makes national TV

Bob Guy, from Pest Control Direct in Hailsham, East Sussex found himself in the spotlight when he appeared on *Antiques Roadshow* on 1 September. The show was in Eastbourne, so Bob popped along with a unique antique – a tombola drum that had survived the IRA terrorist bombing of the Grand Hotel in Brighton in 1984. But that wasn't all – inside it were all the raffle tickets waiting to be drawn. These included tickets signed by Margaret Thatcher, Michael Heseltine and Viscount Whitelaw – as seen in Bob's hand.

At the time, Bob was only 15 and working as an apprentice chef at the Grand. He explains: "I remembered that tombola being used in the ballroom, so when it came up for auction at a charity event I bid £200 for it. It then spent decades in my loft."

Bob was quite taken aback when the experts reckoned his tombola may be worth £5,000.



Peter takes-up the Killgerm reins

Following the death of Jonathan Peck on 15 September (see **Pest** tribute in this issue), the board of directors of Killgerm Group have met and unanimously agreed to confirm Peter Kitson as chairman of the board. He also continues as group finance director. Peter is pictured above, right, with group managing director Rupert Broome. Commenting on the appointment, Peter said: "It is with mixed feelings that I take on this role. On the one hand, great sadness at the loss of our leader, Jonathan Peck, on the other great pride at the faith placed in me by Jonathan and the board to take the helm and carry the Killgerm Group forward to even greater things. I gave a promise that the direction and ethos of the company will not change and I intend to fulfil this promise to the best of my ability with the support of the great team we have here."

The future for Killgerm is secure, as Jonathan provided for a majority shareholding to be transferred to a Trust for the benefit of the employees of Killgerm.



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Wasps' nest web

It was something of a shock for Matt Francis from Positive Environmental when he arrived to treat a wasps' nest in the roof of a dormer bungalow in Leigh, near Worcester. The wasps had used a spider's web like scaffolding – they had built their nest along the strands of a large cobweb – both horizontally and vertically. "I have never seen anything like this," exclaimed a surprised Matt. "It was a good sized nest, but unusually there was little wasp activity."

Rentokil feeds the masses – on pests!

To celebrate over 85 years of providing professional pest control services, Rentokil unveiled the world's first 'Pop-Up Pestaurant' at One New Change in the City of London.

For one day – 15 August – Rentokil served-up an array of exotic cuisine, including sweet chilli pigeon burgers and a range of edible insects such as salt & vinegar crickets, BBQ mealworms and chocolate-dipped ants. Food at the Pestaurant was free to all brave enough to try it. Quite what the general public made of it all is hard to gauge!



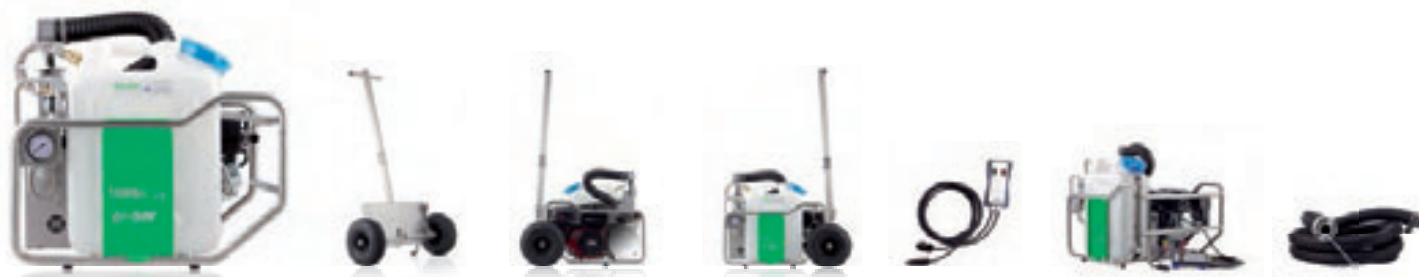
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Big man, bigger loss

Industry mourns death of Jonathan Peck



It was with great sadness that the industry received the announcement of the death of Jonathan Peck, chairman and majority shareholder of Killgerm Group. He died on 15 September 2013 following a long battle with cancer.

For those who were unable to attend Jonathan's funeral, the Chartered Institute of Environmental Health (CIEH) is planning a memorial service in spring 2014. CIEH will provide full details as soon as the date and arrangements for the event are finalised.

On 24 September around 300 family, friends and members of the pest control industry gathered to honour Jonathan – a man who had played a part in the lives of so many people in this industry.

In his poignant eulogy, Peter Kitson, group deputy chairman & finance director for the Killgerm Group, said: "We are all feeling in a state of shock at this dreadful event and will all greatly mourn his passing, but through the sorrow and sense of loss that we are feeling right now, let us try to remember the happy times we all had with Jonathan and rejoice in the fact that he touched our lives in so many different ways."

How it all began

Jonathan Peck was born on 13 November 1946 in Barnet, Hertfordshire. He was the second of four children for Dr Irwin Peck (a GP) and his wife Mary. The family moved to Luton where Jonathan grew up. When he was 11, the family moved again, this time to Cambridgeshire when his father began farming.

Jonathan attended Stowe School in Buckinghamshire. On leaving school, he studied law at the Inns of Court in London and then in Berlin, before starting work for one of the family companies, learning the transport business. At the end of the 1960s he moved to Yorkshire to help run part of a chemical business in which his family had an investment.

So began his Yorkshire career, initially managing the Killgerm Disinfectant Division of Mirfield Agricultural Chemicals. In 1976 he lead a management buyout of that division, moving to Ossett and setting up Killgerm Chemicals. There were just six salesmen and six other employees manufacturing disinfectants and other chemicals for the public sector hygiene and water treatment industries. Turnover in the first year was £333,000.



At the BPCA Annual dinner 1982. Left to right: Charles Keeble (BPCA), Sir Emrys Jones, Frances McKim (president), Sir (now Lord) Henry Plumb, Peter Bateman (deputy president) and Jonathan (treasurer)

In the 1980s the Group expanded internationally. First of all in Germany where Killgerm GmbH was established in 1987, then in Spain and the Benelux countries in 1996 and, more recently, in 2008 in Poland. Internationally, sales at PestWest (acquired in 1991) grew, with the setting-up of companies in the USA in 2001 and China in 2011.

The Group now boasts sales of £35 million and has 160 employees.

Befitting the passing of a man many felt was the most effective statesman the pest management industry has ever seen, **Pest** editor Frances McKim, has drawn together this tribute. Frances, who had the privilege of knowing Jonathan for well over 30 years, says: "Our aim is to attempt to capture, and place on record, Jonathan's love of the industry and his unique achievements over a career spanning nearly 40 years. To do so, we have invited people who have worked with Jonathan, in all the various sectors he was involved with, to record their recollections of the impact he made in the world of professional pest management."

Starting at the beginning

The beginning is always a good place to start. Jonathan arrived in Yorkshire in the late 1960s. **Raymond Harrop**, now joint managing director at Killgerm, along with Killgerm's company chemist, **Philip Dalglish**, hold the record of having worked with Jonathan longer than anyone.

Raymond recalls: "At 17 years old, straight from school, I joined what was then the Killgerm Disinfectant Division of the Mirvale Chemical Company. When Jonathan took over the helm in 1971, at the tender age of 25, we wondered what sort of man was going to run the Killgerm operation but soon realised he was a young man with plenty of ideas to move the business forward. We

worked closely together, effectively learning the business together.

"As a boss he was always relaxed, someone you went to see if you had a problem, even if it was to report that I'd just run into his new Mercedes and then, a few years later, run into his Porsche! Never mind he would say, it can be fixed. He has been a big influence on my life and will be sorely missed."

Full of ideas and initiatives

Jonathan loved having ideas for new initiatives and getting projects off the ground. This included his very positive reception of our own **Pest** publication initiatives when we first discussed our ideas with him.

He was always supportive of new business ventures, maybe he felt it was a good long-term business investment, but help at the right moment is always remembered, as summed-up



Raymond Harrop is inducted into the Hall of Fame



Always a team player. On the PestWest stand at PestWorld 2011 with Paul Hoyes and Sabra Fearon



by **Rickie Browning** of Prevent Pest Control who recalls when he started-up on his own: "I for one will not forget the help and guidance he gave me when I started my company. He invested in a training course free of charge for me giving me my inspiration in this industry. We will always use Killgerm as our preferred supplier."

This consideration extended to the larger servicing companies too as **Lewis Jenkins**, managing director of Check Services details:

"His strong leadership within Killgerm has resulted in a culture of service quality and as a result Check Services has received a consistently high standard of service. In recent years I was aware of his input within CIEH and NPAP and the drive for clarity and common sense within Europe and the UK.

"I always saw him as someone 'selling' Killgerm, but at the same time pushing for higher standards within the pest control industry. Jonathan's contribution has been enormous and we will miss his enthusiasm."

An astute businessman

But it wasn't just Jonathan's customers who benefited from his commitment, as a manufacturer selling product into Killgerm, **Martina Flynn**, regional sales manager for BASF Pest Control Solutions recalls:

"Jonathan was an extremely astute business man knowing exactly what he wanted before approaching any commercial meetings with suppliers. This could certainly lead to some animated discussions, but, for me, he was always fair and open and we could normally come to some shared path forward with mutual benefit.

"I believe Jonathan understood we wouldn't always see 100% eye-to-eye on all issues but he actually respected the robust discussion. This gave a good foundation for the distributor/supplier partnership."

Overseas development

Setting-up new enterprises extended well beyond the shores of the UK, as **Ted Byrne**, managing director for Killgerm Spain details:

"Jonathan was a strategic thinker with great vision. When many of us lesser mortals were thinking just about our day-to-day work, Jonathan would be pondering about what might lie ahead for the Killgerm Group, for the pest control industry as a whole and about what he could do to develop them.

"From the Killgerm Group point of view he saw an opportunity for overseas expansion for the pest control distribution business, first of all in Germany and then in Spain and elsewhere. The setting up of Killgerm and PestWest companies in all these places were each major undertakings; activities that more than one naysayer said were doomed to failure. Thanks to Jonathan's vision, hard work and ability to select and empower the people he chose to manage them, all of these companies have been successful. There was no better known international figure in the pest control industry worldwide than Jonathan Peck."

Another player on the international stage, **Rob Fryatt** of Xenex Associates worked with Jonathan for over 20 years. He recalls: "As a businessman, Jonathan was always a challenge in negotiations, tough but fair with his big personality always to the fore. I will never forget our long discussions – even right through the night after one PCN dinner after PestTech. We enjoyed tackling Asia and Australia together as Sorex and Killgerm, in the early days sharing information, distributors, exhibition booths and even shipping containers for our complementary products.

"We also enjoyed swapping and developing ideas together, many times we would not totally agree, but that was always part of the fun and with Jonathan the serious business still had to be fun – I knew who would win as Jonathan always had his logical argument laid out. It is hard to believe that the constant stream of new ideas has come to an end. We are a better industry in many ways for his great contribution and a poorer industry through our recent loss."

Jonathan's loss will also be deeply felt in the USA, as **Bob Rosenberg** executive vice president of NPMA sums-up:

"Jonathan was one of the most extraordinary people I've ever known and one of my dearest friends and mentors. He was a tireless advocate for the pest management industry and absolutely



Hands across the world. At PestWorld 2012 with (left to right) Vincenzo Colamartino, Sergio Urizio and Francesco Colamartino representing ANID from Italy

irreplaceable. I'm grateful for the opportunity to have worked with him and will sorely miss his passion and friendship."

Wider role

But in the UK, as well as a successful business leader Jonathan will also be remembered for the initiatives he so actively pursued to further the cause of pest management in general as Graham Jukes, chief executive of Chartered Institute of Environmental Health (CIEH) recalls:

"Jonathan Peck was a loyal supporter of the CIEH for over 30 years. He was passionate about supporting the CIEH's aims and in that context the need to promote and raise awareness of pest control and its impact on public health. He fervently believed that Environmental Health Officers (EHOs) had made a bigger impact on the living standards of people than the medical profession and he wanted to provide as much support to the professional body as he could.



Developing staff was an essential in Jonathan's book, pictured here with Isobel Jowett at the sixth ICUP in Budapest in 2008



In playful mood in 2011 with Rupert Broome (then with Bell), now Killgerm Group managing director



Part of the 2009 International Public Health Pesticides Workshop organising committee. Left to right: Graham Jukes (CIEH), Kathy Aultman (Bill and Melinda Gates Foundation), Jonathan and Kevin Sweeney (EPA)



And always with a sense of fun!

"In the early 80s his outstanding work with then assistant secretary Clive Wadey to support the campaign to remove Crown Immunity from hospitals was a particular milestone in the relationship.

"He continued his support throughout the 80s and 90s by sponsorship of all our major conferences and regional events. The setting up of the CIEH National Pest Advisory Panel and the creation of a CIEH-commissioned book on the public health

significance of urban pests produced by the World Health Organization and published in 2008 will live on amongst his most sustainable achievements."

Raising standards

The establishment of the Campaign for Responsible Rodenticide Use (CRRU) in 2005 was one of Jonathan's last major industry initiatives, and one in which he may have made his final active contribution, as recalled by Dr Alan Buckle, its chairman. So this provides a suitable point to conclude our review of his lifetime of endeavour:

"I knew Jonathan for more than 25 years and worked closely with him on many projects over that time. It always seemed to me that a guiding principle in all he did was to raise the standards of our industry. It was astonishing how just a few words spoken with him over a cup of coffee (or more often a drink of another kind!) could start the ball rolling in the right direction.

"Most recently Jonathan and I worked together closely on the Campaign for Responsible Rodenticide Use. His enthusiasm for this initiative was clear when he generously contributed the resources of

Killgerm to ensure success.

"He passionately believed in CRRU and what it stands for – our industry taking a sustainable path into the future. In June this year CRRU was asked to co-ordinate the new UK stewardship scheme for rodenticides. Jonathan was eager that we should take up the challenge. He gave his time willingly, in what were to be his last months, to begin this important initiative.

"Over those months his strength gradually waned but his determination to make sure the programme started in the right way never did. His last words to me were two days before he died. He phoned to wish me well as I drove up to chair the first stewardship meeting for the professional pest control sector. Regret that he was not well enough to be there was plain in his voice. I shall long remember his amazing fortitude, and his humour, as he faced the inevitable so bravely. Even right at the end his thoughts were for the industry he loved and graced for so long with his incomparable generosity and presence. It will be difficult for those of us who remain to keep up the standards he set."

Highlights from a lifetime of achievement

- **Spring 1981.** The very first Pest Control workshop was held in Shrewsbury, sponsored initially by a small collection of leading firms. In subsequent years these were held in Germany, Spain, the Netherlands, Belgium and Poland.
- **September 1981** The launch of *Pest Control News*, sponsored by the same group of companies, but now produced by Pest Control News Ltd. Editions published in German, Spanish, Dutch and Polish.
- **1984-6** President of the British Pest Control Association, having previously held the position of treasurer.
- **1985** Produced the report *Hospitals Can Damage Your Health* which eventually led to the lifting of Crown immunity in hospitals. In 1986, this campaign won the Institute of Public Relations Sword of Honour in the public affairs category.
- **1993** Assisted in the formation and initial funding of the National Pest Technicians Association (NPTA) and the first PestTech exhibition.
- **2000** Led the formation, and subsequent funding, of the National Pest Advisory Panel (NPAP) designed to promote CIEH policy development on pest management.
- **2005** Was the driving force behind the establishment of the Campaign for Responsible Rodenticide Use (CRRU).
- **2006** Instrumental in the publication of the CIEH-commissioned, WHO published book – *Public Health Significance of Urban Pests*.
- **2007** Introduced the *Pest Control News* Hall of Fame to

recognise those individuals who have made contributions 'above and beyond the call of duty'.

- **2008** Awarded honorary membership of the Chartered Institute of Environmental Health – only the second person outside the profession to receive this award.
- **2008** Instrumental in supporting the CIEH's all-party associate parliamentary group for environmental health, launched at the House of Commons, to raise awareness among MPs of the profession's role in improving public health.
- **2010** He directly supported the CIEH work with the Olympic Delivery Authority to ensure pest problems were minimised during the construction process for the London 2012 Olympics.



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BPCA issues local authority pest survey results

BPCA has repeated the survey it first conducted last year using the Freedom of Information Act to compel all Local Authorities to reply. The 2012 report certainly caused some controversy with a number of councils feeling that they had been, inappropriately, singled-out as the pest capitals of their region/the UK.

Will this year's report cause a similar stir? Well It rather depends how the general press interprets it. Here's the BPCA press release announcing the results so you can judge for yourself:

"A warning that cuts in pest control services could pose a risk to public health has been issued by BPCA following a nationwide survey of local authorities. The BPCA made Freedom of Information



Act requests to every local authority in the UK, asking for information about the numbers of call-outs council pest controllers had attended in 2012.



The information has been gathered and analysed, highlighting what pests have most affected which areas, while also revealing what the BPCA have called "a worrying trend" that councils are cutting or out-sourcing pest control services as they attempt to balance their budgets.

BPCA chief executive, Simon Forrester, said: "There are many localised reasons why an area could have a high prevalence of a certain pest, but we're concerned that at a national level pest control services are being cut. Local authorities are under immense strain to come up with savings. The BPCA wants to make sure this doesn't have an impact on public health. If a council stops providing pest control services it is important the public uses a reputable expert such as a BPCA member. The BPCA is very keen to make sure that short-term budget cuts don't result in much higher overall costs down the line. "If an infestation isn't dealt with quickly and properly, it will spread. Dealing with it then is much more expensive and it carries a greater risk to public health. More councils are starting to charge for pest control services, but this raises the question of whether residents can afford to pay at a time when real household incomes have been hit so badly. If residents try to deal with issues themselves, or bring in unqualified controllers because they are cheap, infestations will get out of hand.

"In the end, councils will have to step in because of their duty of care responsibilities and it will end up costing them much more than dealing with the problem properly in the first place."

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Stewardship for rodenticides: Why do we need it?

The Health & Safety Executive (HSE) has given the whole UK rodenticide industry, users included, a chance to raise its game by developing and implementing a world-class best practice stewardship programme. Failure to do so is likely to result in stricter regulations, more stringent restrictions and, even, the loss of these essential public health products. As we await the stewardship proposals, which are being drawn-up by the industry, co-ordinated by the Campaign for Responsible Rodenticide Use (CRRU), we asked CRRU chairman, Dr Alan Buckle, to explain exactly why better stewardship is now so essential.

It is impossible to have been working in the UK professional pest control industry over the last two years and not be aware that a major review is underway of the second-generation anticoagulants (SGARs) and how we use them. One of the most important outcomes of the review so far is that the regulatory body in charge of these chemicals, HSE, requires the implementation of a comprehensive scheme of stewardship as quickly as possible. So, why do we need this scheme and what might it mean for users?

The main concern of HSE is the exposure of important and vulnerable species of wildlife to these chemicals.

The Wildlife Incident Investigation Scheme (WIIS) has been running in the UK for

almost four decades and provides information on incidents in which chemicals, both agricultural pesticides used for crop protection and biocides used to protect human and animal health, cause harm to non-target species.

The evidence from WIIS is clear. SGARs cause the deaths of a wide variety of non-target species when baits that contain them are accidentally eaten by non-targets (primary poisoning) and also when animals that have consumed them are themselves eaten by predators and scavengers (secondary poisoning).

Among bird species submitted to WIIS, red kites and buzzards are the most often affected by chemicals used to control vertebrate animals and among mammals,

foxes, dogs and cats are most frequently involved (see Figure 1).

It is, of course, not surprising that the compounds most widely used in the UK, bromadiolone and difenacoum, are those most commonly found to have caused WIIS incidents (Figure 2).

However, it is important to look more deeply into WIIS data. Where possible those who investigate WIIS incidents allocate them to one of several categories. 'Approved use' incidents are those where the chemical involved has been applied correctly. 'Misuse' incidents involve applications that have been made accidentally contrary to label ▶▶▶



Dr Alan Buckle

Figure 1. Data from the Wildlife Incident Investigation Scheme

The main species found either poisoned by vertebrate pest control chemicals or containing low-level residues of them.

Ten non-target species most common in WIIS incidents 1993-2011 (1,469 incidents)

- buzzard
- dog
- red kite
- fox
- cat
- barn owl
- badger
- sparrowhawk
- crow
- peregrine

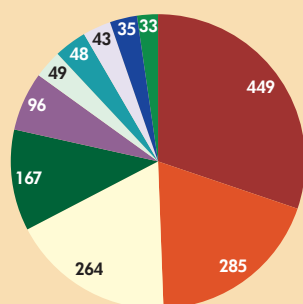
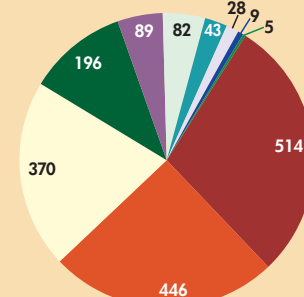


Figure 2. Data from the Wildlife Incident Investigation Scheme

The chemicals found which either caused death or injury or were found as low-level residues.

Ten compounds most common in WIIS incidents 1993-2011 (1,782 incidents)

- bromadiolone
- difenacoum
- alphachloralose
- brodifacoum
- strychnine
- coumatetralyl
- warfarin
- chlorophacinone
- flocoumafen
- cyanide



The story so far...

Pest has been tracking the often complex changes impacting on the use of anticoagulant rodenticides. Summarised here are some of the key milestones:

- February 2010 and nine active substances had made it onto Annex 1, but only because there were no alternatives. Their listing was restricted to five, rather than the usual 10, years;
- At this time, the Commission and all Member States, made clear their concerns about the risks rodenticides pose to the environment. Most Member States also felt indoor only restrictions on brodifacoum and flocoumafen were impractical;
- Unlike other biocides, risk mitigation measures were deferred to product authorisation at national level;
- On 22 June 2010 the anticoagulants only just survived a vote in the European Parliament;
- On 6 April 2011 the HSE's Chemical Regulation Directorate released its proposals for product authorisation, including the idea that treatments should last no more than 35 days i.e. no permanent baiting. The document dealt with human health risk mitigation measures. Environmental risk mitigation measures were to follow;
- HSE's proposals on environmental risk mitigation were expected in January 2012, but it was August 2012 before they finally arrived. The consultation ran until 2 November and was followed by a stakeholder meeting in April 2013;
- The current position is that all five second-generation anticoagulants (SGARs) will require the same risk mitigation measures. **So, subject to the industry coming up with an acceptable stewardship scheme:**
 - All five, including difethialone, brodifacoum and flocoumafen, will be approved for use 'in and around buildings';
 - Permanent baiting will not be acceptable as routine;
 - Amateur use will continue subject to certain restrictions on pack size;
 - Use in 'open areas' however is still up for debate.

instructions and 'abuse' incidents are where chemicals have been used with the intention to cause harm.

Examination of WIIS data shows that incidents involving vertebrate pesticides, including SGARs are exceedingly rare and comprise just 2.1% of those involving SGARs in the period 1993-2011 (Figure 3). This suggests that current SGAR label requirements are largely effective in preventing lethal exposure to non-targets.

Other data more concerning

But other data on wildlife exposure to SGARs is of more concern.

The Predatory Bird Monitoring Scheme (PBMS) is conducted to investigate levels of chemical contaminants in the UK environment. Members of the public send the carcasses of birds to the scheme when they are found dead. Most deaths are from collisions with road traffic, but their bodies are analysed for chemical residues anyway.

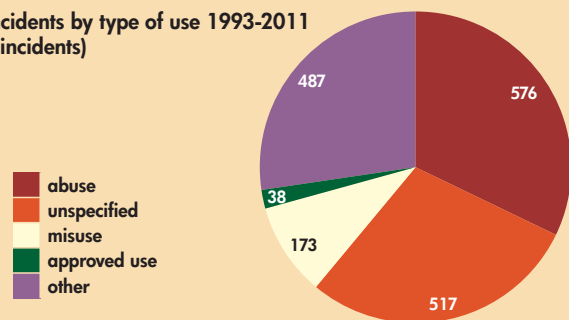
Red kites, kestrels and barn owls are the main species concerned and PBMS data shows that a very high proportion of individuals of all three species are



Figure 3. Data from the Wildlife Incident Investigation Scheme

The types of WIIS incidents involving vertebrate pesticides. 'Unspecified' incidents are where animals are found harmed by vertebrate pesticides but investigations did not allow cause to be established. 'Other' incidents are where pesticides were found but were not the main cause of death.

WIIS incidents by type of use 1993-2011 (1,791 incidents)



contaminated with SGAR residues (Table 1). Other studies have shown that UK populations of buzzards and tawny owls are also commonly exposed.

Among mammals, there is evidence that polecats, stoats, weasels, foxes and hedgehogs also frequently carry SGAR residues (Table 2). Some of this is easy to explain. Foxes will eat rodenticide baits as well as dead rats. Red kites are also carrion eaters and will take dead rats. However, many of the other species rarely, if ever, feed on dead or dying target rodents. Their main food sources are the field mice and voles that are common throughout our countryside and an inevitable conclusion is that it must be from eating these non-target rodents that much of our UK wildlife is being contaminated.

More recently, research work by Science and Advice for Scottish Agriculture (SASA) has made another important finding. In Scotland, sparrowhawks and peregrine falcons also contain SGAR residues. These

Table 1. Data from the Predatory Bird Monitoring Scheme for 2011

The data show the percentage of birds that carried residues of one or more SGAR in their bodies. Most birds were killed in collisions with road traffic. * Note that the data for buzzard is from Scotland, covers the period 2003 to 2013, and is published by Science and Advice for Scottish Agriculture (SASA).

Species	% carrying SGAR residues (number)
Barn owl	84 (58)
Kestrel	100 (20)
Red kite	94 (18)
Buzzard*	48 (506)

feed almost exclusively on small birds taken on the wing and residues in these species must mean that their prey base is contaminated too. This is probably happening when small birds either enter bait boxes to take bait, or take it from uncovered bait points. They may also consume rodenticides when they eat molluscs (slugs and snails) and insects that themselves have gone into bait boxes and bait trays to feed on baits.

Wildlife contamination is happening

The WIIS data tells us that SGARS rarely cause the deaths of wildlife when properly used. But it is an inescapable conclusion from the gathering evidence of widespread wildlife contamination that this is happening even when label instructions have been followed.

So, what are the practices that cause this widespread contamination of UK wildlife with SGARs and cause such concern for UK regulatory authorities?

There can be no one answer to this key question. But it is a fact that the further you go from human habitation, the more wildlife you are likely to encounter and the same is true for rodenticide applications. It is for that reason that HSE has decided, presently, to restrict the use of SGARs to 'in and around buildings'. Rodenticides applied, either in bait boxes or down rat burrows, far away from buildings are the most likely to be encountered by wild small mammals and birds and, from them, to find their way into predators and scavengers.

Another practice currently called into question is that of permanent baiting by professional pest controllers. The placement of a permanent bait point in a restaurant kitchen to control mice clearly carries very little risk of environmental contamination and may be essential to the protection of public health. But, when bait points are deployed for rat control permanently outside buildings in sub-urban and rural locations, there is a possibility, actually a likelihood, that non-target rodents and even birds will enter them to feed on the bait they contain.

It may once have been acceptable to deploy live rodenticide baits as monitors, in the absence of a rodent infestation, and perhaps to intercept the odd rodent coming onto commercial properties. But, now we know the potential consequences of this practice for wildlife contamination, surely this is no longer the case?

Farmers also employ a form of permanent baiting, usually without knowing. All too

often baits put out in the autumn to control an existing infestation of rats and mice on farms get left down long after they have done their job, 'just in case' rodents should return later in the winter. Any bait left out in this way around farms will inevitably enter the wildlife food chain in one way or another. It is for this reason that current rodenticide labels require baits left out longer than 35 days to be supported by a reasoned case for their requirement. Usually there is none.

These are just a few use practices that we suspect contribute to the very extensive level of contamination of UK wildlife with SGARs. No doubt anyone reading this will have their own ideas about others. So what can we do about it?

For many years, the Campaign for Responsible Rodenticide Use (CRRU) has been explaining these exposure pathways to rodenticide users – mainly professional pest controllers, farmers and gamekeepers, and telling them what to do to minimise them. Now CRRU has been requested by HSE to co-ordinate a programme of rodenticide stewardship among all users across the UK. The task is a big one.

As a first step towards delivering this, CRRU has held a series of meetings with all the main stakeholder groups to understand concerns, obtain support and gather ideas. Following this initial fact-finding, CRRU is

Table 2. Data from a number of different published sources

The percentages of various mammalian wildlife species found to be carrying residues of one or more SGARs and the numbers of animals examined.

Species	% carrying SGAR residues (number)
Polecat	31 (29)
Stoat	23 (40)
Weasel	30 (10)
Hedgehog	67 (120)
Fox	71 (109)

scheduled to report progress to HSE in mid-October.

The next step, to begin immediately after that meeting, will involve more detailed discussions with each user group to develop a plan for delivery of a comprehensive regime of SGAR stewardship in each sector for implementation starting in early 2014. A key point here is that CRRU is involved only to co-ordinate and collate the ideas for stewardship and its actual delivery on the ground will be down to many different stakeholder agencies and organisations.

We have a chance, we must take it!

HSE has given the UK rodenticide industry, and all rodenticide users, a chance to develop best practice and to implement stewardship. According to HSE the drivers for this must be protection of the environment, public health and commercial interests, implementation of best practice and management of resistance. Failure to deliver a comprehensive UK stewardship regime will result in a reappraisal by HSE. This would result in more regulation of SGARs, including further restrictions on who can use them and where they can be applied. Such stringent restrictions are already in place in other countries of the European Union to the extent that there are serious worries about the ability to protect public health by efficient rodent control. The challenge has been laid down, we have to be up to it.



Rodenticides' past uncovered

The development of the anticoagulant rodenticides is a fascinating story, and quite different to what one might expect. Ensystex's Steve Broadbent regional director – Australia, Asia, S America, S Africa & Middle East delves into the history in this article, first published in the Australian pest management magazine *Professional Pest Manager*.



Steve Broadbent from Ensystex

For centuries 'physicians' had proposed that 'thinning' the blood was an effective treatment for various maladies. In earlier centuries the prescription of leeches was common for this purpose.

With this in mind, the story of the development of modern oral anticoagulants starts with haemorrhagic disease in cattle in the Midwest of the USA in the 1920s. This disease was characterised by severe internal bleeding. The cause was eventually traced back to the ingestion of spoiled sweet clover. Scientists worked to determine what the substance was that was causing the bleeding. This was eventually extracted and identified as a coumarin compound. This work by Dr Karl Paul Link and his team, working at the University of Wisconsin went on to show that it was actually a fungal metabolite that had developed in the spoiled sweet clover.

This led to the development and commercialisation of dicoumarol in 1941 for the medicinal 'thinning' of blood. A few years later, in 1945, while recovering from a recurrence of tuberculosis, Link was reading about the history of rat control. Rodents were a serious problem for the farmers he had worked with in the isolation of dicoumarol, and he wanted to help them out. He considered dicoumarol, but thought it better to avoid its use as a rodenticide as he felt it would detract from its human therapeutic uses. He therefore looked at the range of products his lab had developed from the coumarin work overall.

Warfarin introduced

These efforts to develop an effective rodenticide resulted in the synthesis of warfarin (Wisconsin Alumni Research Foundation). Warfarin was first introduced as a rodenticide in 1952 and, oddly enough, two years later it was approved for human medical use, despite this having been Link's concern with dicoumarol!

Coumarins, as these compounds are known, block the chemical reduction of vitamin K, which is an essential component in the clotting of blood. The 'K' in vitamin K comes from the German word koagulation. Today warfarin is probably most well known as

a therapeutic agent given to humans to prevent thrombosis, the formation of potentially life-threatening clots in veins or arteries.

Warfarin (and all other anticoagulants) are fundamentally unpalatable so require a strong taste deterrent so that the taste is disguised to ensure the rodents are not deterred from feeding, and will eat treated feed for several days; or at least until the symptoms of poisoning set in. Rodent death from warfarin typically takes up to six days. It causes a slow death through the gradual onset of internal bleeding.

Further first generation rodenticides entered the market over time and still remain in use. In the 1950s came fumarin from Amchem, a subsidiary of Union Carbide. Then in the late 1950s came a more potent group of products starting with diphacinone, patented by Upjohn Corporation; coumatetralyl from Bayer was developed in 1956; and in 1961 chlorophacinone came from Liphatech. These latter products offer greater toxicity to rodents, but also to non-target species. Diphacinone is very poor as a mouse killer.

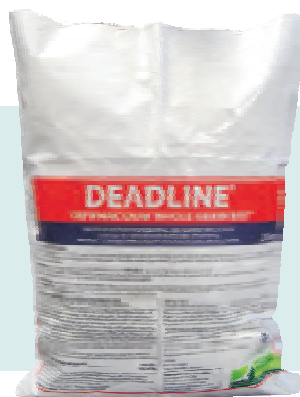
Later, in the 1960s the rodenticidal value of pindone was recognised. Pindone had been developed as an insecticide by Motomco Ltd. Pindone is therefore an effective anticoagulant rodenticide, that also exhibits insecticidal and mould inhibiting qualities, even in its commercial form at 0.025%. All these products are multi-feed, so the rodent has to feed over several days to ingest a lethal dose.

Within a decade of warfarin's introduction, rats and mice resistant to the poison were discovered. The demise of warfarin in rodent control programmes though is more attributable to the development of the more effective, second-generation anticoagulant rodenticides.

Ward Blenkinsop in the UK, the company that owned Sorex (now part of BASF Pest Control Solutions), developed the first of these second-generation products, difenacoum, quickly followed by brodifacoum; while Liphatech developed bromadiolone, and

A selection of some of the active substances and formulations currently available in the UK

Coumatetralyl



Difenacoum





Dr Karl Paul Link, inset, and his team, working at the University of Wisconsin, developed the first anticoagulant rodenticide, warfarin

later difethialone. As a small UK-based company, Ward Blenkinsop licensed brodifacoum and difenacoum to ICI (now Syngenta) for worldwide development. Later, when Shell bought out Sorex, they were asked to develop a further compound. This led to the development of flocoumafen.

These are also coumarin derived compounds and are available in the Australian (and UK) markets. They remain highly effective, though genetic mutations conferring resistance to them has been identified in both rats and mice.

Second generation actives are used at much lower dose rates, but have raised concerns over secondary poisoning, especially of raptors, which feed on the rodents killed by the rodenticide. This has led to the use again of first generation products in some sensitive areas, though recent studies indicate these too are of concern with respect to the poisoning of birds, especially diphacinone.

Single feed products

It is the single-feed aspects of these second-generation anticoagulants that has conferred the greatest benefits. Technically, only brodifacoum and flocoumafen are true 'single feed' products, as their potency allows for control of all rodents under all conditions through a single feed.

The reality though is that all the second generation products are single feed in most conditions on most species. Whilst death may occur from a single ingestion, it usually takes three to four days for the rodents to actually die, which minimises the onset of bait shyness. Mice are much harder to

kill with anticoagulants which has given brodifacoum an edge as the best mouse killing compound.

The major control technology for rodents is the use of baits formulated from proprietary mixtures of cereals and wax based substances. An important aspect of bait development is the presence of both olfactory compounds that will draw the rodents to the bait; and then the presence of high quality cereal and protein feed to ensure rodent feeding. The wax component is a trade-off in block baits. Higher wax content baits will keep their form better in high temperature environments, but this is 'traded off' against palatability. This has led to the development of extruded baits, which are compressed and therefore use less wax; and more recently, soft baits, often referred to as pasta baits, which have the highest palatability. The single-feed action of these second-generation baits is dependent upon a highly attractive feed component, which usually means a more expensive product.

Active	Acute LD50 <i>Rattus norvegicus</i>
Warfarin	10.0 to 20.0 mg/Kg
Fumarin	125.0 mg/Kg
Diphacinone	2.3 to 43.0 mg/Kg
Chlorophacinone	20.5 mg/Kg
Pindone	10.0 mg/Kg
Coumatetralyl	16.0 mg/Kg
Difenacoum	1.8 mg/Kg
Brodifacoum	0.22 to 0.27 mg/Kg
Bromadiolone	1.1 to 1.8 mg/Kg
Flocoumafen	0.25 to 0.56 mg/Kg
Difethialone	0.56 mg/Kg

Source: *Rodent Pests and their Control*
Dr A P Buckle & Prof R H Smith ISBN: 0 85198 8202





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Biopren® BFS bed bug and flea killer spray
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hiding insects, but its S-methoprene insect growth
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by preventing them to develop into adults.

**The product is able to control
even those pests that are resistant
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Time to vote for your favourite new product

best
product
award
2013
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The nominations have closed and it's time to have your say. Which product has helped you the most as a pest professional?

Take a look at the 11 fantastic new products short-listed by **Pest** readers and then make your selection. You can vote for two products using the official postal voting form below or by emailing your choices to editor@pestmagazine.co.uk. Please include your name and organisation in the email.

You can also vote online at www.pestmagazine.co.uk/content/NewsItem.aspx?id=1021

Your second choice product will be taken into account in the event of a tie. To be counted your vote must be in before midnight on 31 October 2013. The top three products voted for by readers will be announced during PestTech at the National Motorcycle Museum on 6 November.



Protecta Evo Ambush
bait station
from Bell Laboratories



Avishock
bird deterrent
from Network



Formidor
ant product
from BASF



Talon Soft
rodenticide
from Syngenta



Ratimor difenacoum
fresh bait
from Killgerm



Bait Safe
from SX
Environmental



Pest Deoderising Gel
from Barrettine



Pest Deoderising Gel
from Barrettine



Bedbug Monitor
from Suterra



XL 8D Wasp Reach
from Lance Lab



Detex
non-tox soft bait
from Bell Laboratories



PX17 Microcell
odour counteracting
pots from Killgerm

Voting form

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

1

2

Name:

Organisation:

Tel:

Email:

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

- 1 Readers may vote for two products, but may only submit one voting form;
- 3 Votes submitted after midnight on 31 October 2013 will not be counted.

- 2 Manufacturers/distributors and their employees cannot vote for their own product.

For all the legal stuff visit www.pestmagazine.co.uk/content/newsitem.aspx?id=938

best
product
award
2013
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PestTech comes of age

One of the autumn highlights in the pest control calendar is PestTech. Amazingly, this year the event officially comes of age – as it celebrates its 21st birthday. To mark that achievement, *Pest* editor, Frances McKim, sat down with John Davison from the organisers, the National Pest Technicians Association.

Just like any human reaching the age of 21, PestTech started off much smaller, and grew along the way, developing its own unique character. So how did PestTech reach the position it commands today?

Just like PestTech, the organisation which was eventually to become the National Pest Technicians Association (NPTA) also started out in 1993.

As John Davison notes: "Things were very different in those days. No-one wanted to deal with pest control technicians working at the sharp-end. In local authorities, everyone and everything went through the environmental health officer (EHO) responsible for pest control. As technicians we had no idea what was going on, what products were available or, even, where the products we used came from."

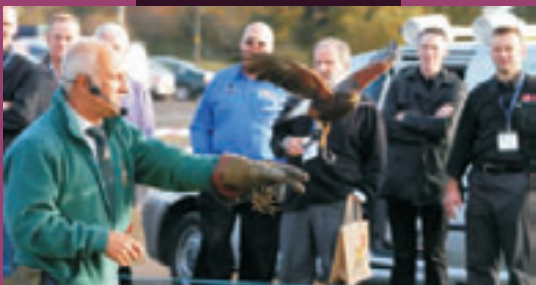
Continuing, John explains: "The only other trade association at the time was the British Pest Control Association (BPCA) and they didn't want to know. They gave the impression of 'an old boys' club' who only dealt with companies, rather than individuals. So, four of us got together, we each chipped-in £10 and we set-up the Midlands Pest Technicians Association. To our amazement, within six months we had technicians from all over the country wanting to join, so we changed our name from the Midlands to the National Pest Technician Association."

So who made up this band of four? Of the original group, John Davison is the only one still in harness, now working for Charnwood Borough Council. The others were: Paul Burton, who took on the role of chairman. Paul was then the senior pest control officer at Nottingham City Council. Then there was Ron Brooks, senior pest control officer with Rushcliffe Borough Council who became treasurer, and the fourth, David Lovell, who was working for Killgerm and responsible for sales in the Midlands area. David provided an invaluable route to discovering what products were actually available. Nigel Binns and also Barrie Sheard joined the band of four in May 1984 after Barrie's retirement from Amber Valley Borough Council. Barrie was something of an exception as he had been an EHO – one 'from the other side' some felt – but he soon showed his worth as part of the team.

From the very start, one of the key objectives of this fledgling association was to share ideas and exchange concepts amongst other technicians with the aim of improving professionalism. So an event where technicians could meet and find out what products were available was a logical step – so began PestTech.

The very first PestTech was held at the East Midlands Conference Centre located on the campus of Nottingham University. True to form, Jonathan Peck (see tribute pages 7-10) who always liked getting new endeavours off the ground underwrote the venue hire expenses. And, to this day, Killgerm has the largest stand. In those early days their catalogues went like the proverbial 'hot cakes' to satisfy the technicians' insatiable demand for product knowledge.

After Nottingham, the conference centre at the East of England showground played host, as did the exhibition halls at Donington Park, next to the race track. Maybe it was a motorised connection, as the next, and still current, venue was the National Motorcycle Museum, near Birmingham.





However, due to a serious fire at the Motorcycle museum in 2003, the event was forced to move again and went back to Donington Park for a year. It returned to the Motorcycle museum the following year but, not indoors as the building work was still not completed – so a temporary building in the car park provided the venue. Once the construction work was completed, PestTech moved back into the three halls at the Motorcycle Museum and has remained there ever since.

"Delegates and exhibitors like the venue," explains John. "It's easy to get to as it has good road links in all directions. There's plenty of car parking and international visitors can easily make their way there as it's just down the road from Birmingham International airport."

From the start, one of the exhibition's objectives was to provide an opportunity to break-down barriers with some of the 'special interest groups' in the industry. If you can call them this, the Health & Safety Executive was one such organisation, as were such groups as the Bat Conservation Trust, the Countryside Alliance, the Wildlife Trusts and the National Working Terrier Federation. At first sight the presence of many of these organisations gave the event the appearance of a country fair, but each of these bodies has an impact on pest control, particularly in rural areas.

To take a good example, how many pest controllers' hearts used to sink if they were called-in to do a job in a roof and found bats. In reverse, the bat protection people thought pest controllers were their worst enemy. But, by encouraging the Bat Conservation Trust to exhibit each year, both sides have learnt from the other – so today a pest controller either knows what to do, or if not, knows exactly who to contact and will receive a friendly reception and appropriate advice.

So, the event blossomed and developed its own special style and character. But still the association, and also PestTech, was run by a group of technicians putting in the hours, unpaid, after their regular work had finished. In 1999 NPTA experienced a sea-change with the appointment of its first full-time member of staff – Julie Gillies. Julie still manages the event.

With this extra resource on-board, thoughts turned to how the event could be developed. From this came the establishment of the outdoor practical demonstrations – falconry, long-netting, trapping and snaring being examples. Also introduced were the technical workshops held in the various lecture rooms, along with the *Pest Control News* workshop which each year tackled some controversial subject.

Not all the additions proved equally successful, as the product launch sessions, put on by individual manufacturers, were short-lived. In recent years, to match the ever increasing numbers of women in the industry, the latest addition has been the Professional Women in Pest Management event. Now who would have thought the industry would get this far when PestTech first began?

Having now established itself as the pre-eminent one-day event, in recent years attracting over 50 exhibitors and nearly 1,400 visitors, what of the future? How does John see things developing? From his reply, it's definitely more evolution than revolution. The organisers are, as ever, keen to think of new topics to include – this year a new addition is an outdoor shooting range to enable delegates to try out various air guns, courtesy of the Airgun Training and Education Organisation (ATEO) and BSA Guns.

"We plan to stay at the same location and to keep to one day, as this helps keep the costs down for all those involved. It might only be a one-day event, but it's certainly a jolly hectic day," concludes John.



Plan your trip with our quick guide to PestTech 2013

6 November 2013, The National Motorcycle Museum, Birmingham

organised by:



National Pest Technicians Association



Give blood to help hantavirus research

09.00 - 16.00

Ward Room

Pest controllers are invited to take part in the UK hantavirus

infection study by donating a small sample of blood and completing a short questionnaire. This will only take a few minutes so please help out.



Collect Your CPD

All workshops, seminars and demonstrations, as well as actually attending PestTech, are worth BASIS PROMPT professional pest controller register CPD points. Make sure you collect yours. Call at the BASIS PROMPT stand and bring your membership card and BASIS will scan your details in.

Practical demonstrations

Outside

See and learn from the experts

Morning
6 November

Afternoon
6 November

Air gun range – try the guns for yourself

courtesy of Airgun Training & Education Organisation and BSA Guns UK

all day

Birds of prey demonstration

by Jan Prymeka, JRCS Falconry

09.30 - 09.45

13.45 - 14.00

The art of molecatching

by Jeff Nichols, molecatcher

11.10 - 11.25

14.00 - 14.15

Long netting

by Liam Brinded, Brinded Long Netting

14.30 - 14.50

Technical workshops

Crows Nest Suite

Keep up with the technicalities

7 November

UK study to determine the risk of hantavirus infection to pest controllers

by Jackie Duggan, Public Health England

10.00 - 10.20

HS Direct – an online health & safety system for pest controllers

by a member of the HS Direct team

10.30 - 11.00

An introduction to the Association of Urban Wildlife Professionals (AUWP) by Gary Williams, Urban Wildlife

13.00 - 13.20

Crow's Nest Suite

Workshop 11.30 - 12.30



The Pest Control News workshop is an established part of the PestTech experience.

Over the summer, the Health & Safety Executive (HSE), the UK's Competent Authority for biocides, invited pest control industry stakeholders, co-ordinated through the Campaign for Responsible Rodenticide Use (CRRU), to develop a stewardship regime for second generation anticoagulant rodenticides (SGARs). The 2013 workshop will address current developments and will be led by CRRU chairman, Dr Alan Buckle.

PWIPM 14.00 - 15.00 Sponsored by Pest Control News

Professional Women in Pest Management (PWIPM) are delighted to host Marketing: taking the simple steps. This marketing masterclass will reveal the simple steps to marketing success; providing a fresh insight into the tips and tricks that are needed to target your audience effectively. It's an excellent opportunity to network and receive business training for all.



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

The Exhibition

Doors open at 09.00

Exhibition closes at 16.00

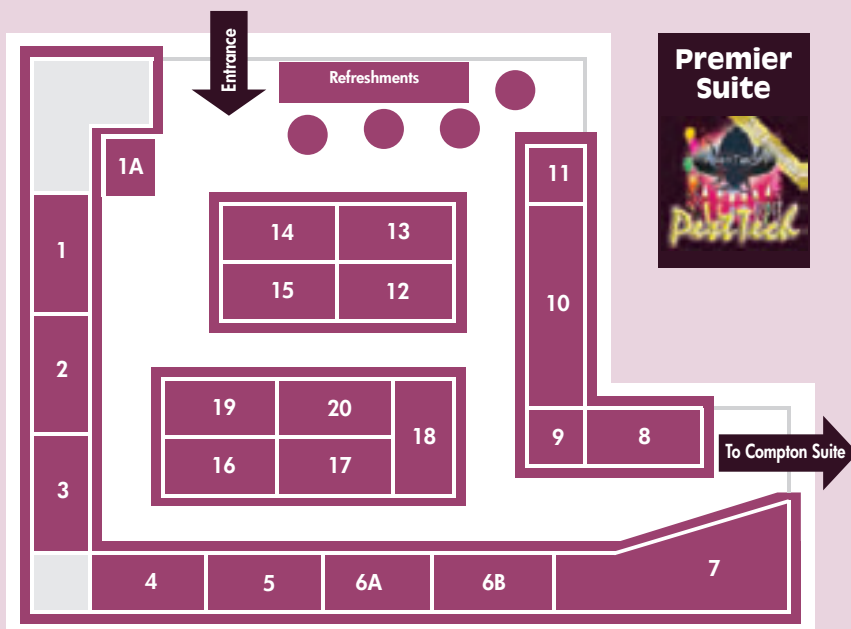
Three CPD points awarded for attendance

- | | |
|--|---|
| 1 Agropharm | 28 Brinded Long Netting |
| 1a Blattodea Culture Group | 29 County Workwear |
| 2 National GameKeepers Organisation (NGO) | 30 Pest Magazine |
| 3 Bower Products | 31 Bell International |
| 4 & 5 JRCS Falconry | 32 BASF Pest Control Solutions |
| 6A Park Hill Training | 33 Bradshaw Bennett |
| 6B Jones & Son | 34 Barrettine Environmental Health |
| 7 Russell Environmental Products | 35 Woodstream Europe |
| 8 WaspBane | 36 Syngenta |
| 9 Will Fountain | 37 International Pest Control |
| 10 & 11 NPAT | 38 PestWest |
| 12 Airgun Training & Education | 39 Sharda Worldwide Exports |
| 13 LODI-UK | 40 BPCA |
| 14 Unichem | 41 National Working Terrier Foundation |
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| 16 Vectorfog | 43 Control Zone Products |
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| 19 Friendly Data Solutions | 46 IHS |
| 20 Trust K9 | 47 RSPH |
| 21 SX Environmental Supplies | 48 Campaign for Responsible Rodenticide Use (CRRU) |
| 22 & 23 P+L Systems | 49 & 50 Brandenburg |
| 24 & 25 PelGar | 51 Rentokil Products |
| 26 Bayer Environmental Science | 52 Killgerm Group |
| 27 Sutterra | |

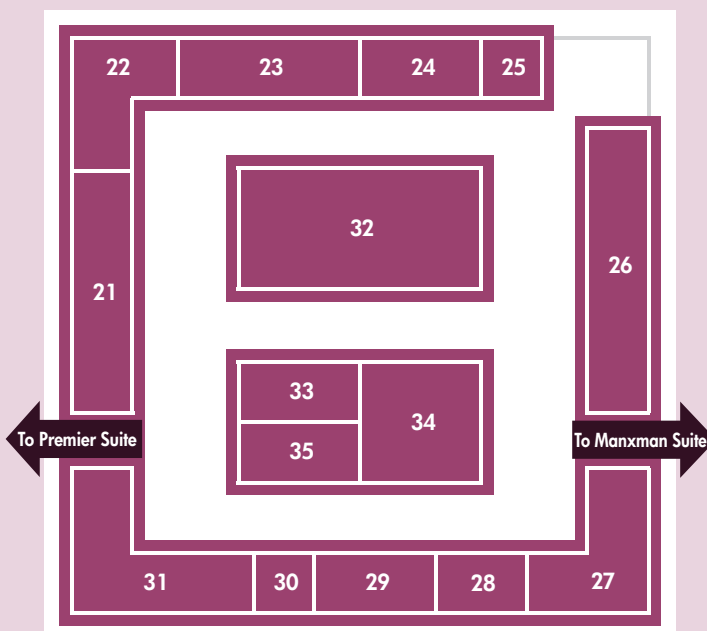
Refreshments

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

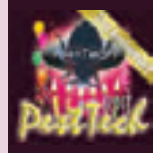
For those wanting something more substantial the Museum restaurant, on the first floor, provides sit-down meals at reasonable prices.



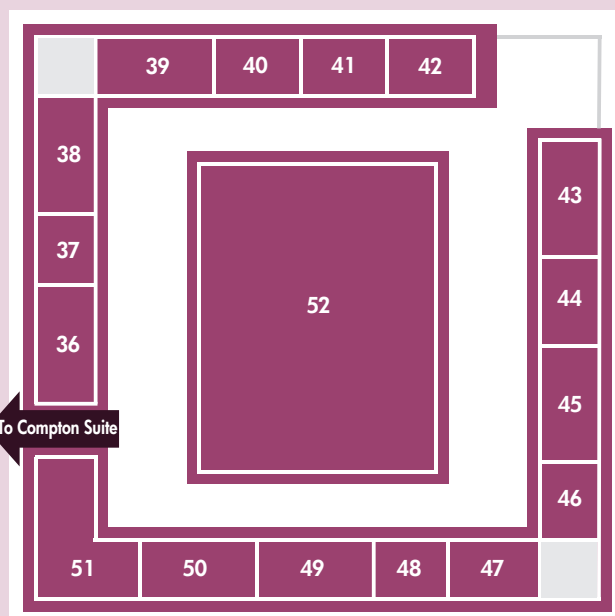
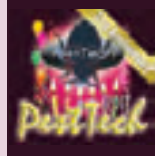
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Taste test!

Cockroaches prefer theirs without sugar or do they?

In May this year, it was widely reported in the scientific press that German cockroaches had lost their sweet tooth. Is this a significant discovery? **Pest** editor, Frances McKim, set-out to explore the position.

For professional pest controllers, insecticidal gel baits have become a key weapon in their armoury when dealing with cockroaches. Yet, these relatively new gel baits rely on an attractant, traditionally sweet-tasting glucose or fructose, to persuade the pest to ingest the bait. So, reports that cockroaches, namely the German cockroach (*Blattella germanica*), had developed an aversion to such sugars



The head of a male German cockroach, showing the four major external chemosensory paired appendages pointed towards a flavoured test substance dyed blue by researchers



did not appear to be good news for pest professionals.

The research results, published on 24 May 2013 in the journal *Science*, came from North Carolina State University (NCSU) in the USA. Entomologists had shown that glucose set-off bitter receptors in the cockroach taste buds, causing them to avoid foods that bring-on this reaction. Consequently the cockroaches were avoiding the bait.

In further tests, where the cockroaches were forced to taste the glucose, they refused to ingest it, just like a child who spits out bitter-tasting food.

Genetic basis to aversion

Meanwhile, other cockroaches (the normal ones) were happy to eat glucose. Researchers learned this by combining the glucose with food colouring and watching it be ingested, or rejected, by the 'normal' and 'glucose-averse' cockroaches, respectively.

It turns out that this aversion has a genetic basis and it eventually spreads to offspring, resulting in increasingly large numbers of cockroaches that reject glucose and any baits made with it.

"We don't know if glucose actually tastes bitter to glucose-averse roaches, but we do

know that glucose triggers the bitter receptor neurons that would be triggered by caffeine or other bitter compounds," explains Dr Coby Schal, the Blanton J Whitmire Distinguished Professor of Entomology at NCSU.

"That causes the glucose-averse roach to close its mouth and run away from glucose in tests."

Good science but is it relevant?

In a nut-shell, this is the science, but is it relevant? The obvious answer is 'yes', but on further investigation there would seem to be far less to worry about than you might think.

Pest controllers will recall that cockroach baits containing an insecticide combined with something delicious became popular during the mid-1980s.

Baits are now one of the standard control methods used. But as far back as 1993, cockroaches in Florida were reported, by Professor Jules Silverman (a co-author of the paper) to be avoiding these once-appealing baits.

At the time, Professor Silverman, was the lead investigator in the pioneering ►►►

bait aversion research performed by the Clorox Company, the then manufacturer of Maxforce.

No surprises

These results then came as no surprise to Bayer, who now manufactures and sells Maxforce products.

As Dr Byron Reid, Bayer Environmental Science product development and pest control manager based in Raleigh, USA, explains: "We are very aware of the problems with bait aversion in German cockroaches. We have been working both to understand and solve the problem of bait aversion in the German cockroach for more than 25 years!"

Likewise, when asked, the other manufacturers of this product type in the UK – notably Syngenta, BASF and PelGar – were all equally aware.

Byron Reid continues: "This latest report was significant however, because, now, researchers at NCSU have finally identified the mechanism by which German cockroaches detect and avoid glucose in gel baits.

"The specific strain of German cockroaches



Dr Coby Schal from North Carolina State University, led the team that identified the mechanism by which German cockroaches detect and avoid glucose in gel baits

used in the research (known as the T-164 strain) was the very same strain collected in Florida by Dr Silverman and his Maxforce research colleagues in the late 1980s.

Baits already re-formulated

"In response to that original discovery, Maxforce cockroach gels were reformulated

in the mid-1990s to overcome glucose avoidance in German cockroaches."

However, by the year 2000 Bayer started to get reports from the field that sounded like another round of bait aversion was happening.

"Sure enough we found several strains of

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responding to fructose (a replacement sugar in most cockroach gel baits); some of these strains had also developed aversion to a few non-food ingredients in the formulation. It was in response to this second outbreak of bait aversion that Bayer developed the now familiar formulation in Maxforce Prime and sold in other brands all over the world. This Prime formulation is the culmination of 20 years of research on cockroach gel baits," he concludes.

Suitable formulations developed

Likewise the other gel bait manufacturers have all developed suitable formulations.

Commenting James Whitaker, insect control specialist from BASF Pest Control Solutions says: "Goliath gel contains a range of ingredients – to ensure it remains as attractive and palatable as possible to the cockroach populations our customers are facing for an extended period, but it does not contain any glucose."

Similarly, Andy Bywater, global technical manager for professional pest management at Syngenta explains: "Advion cockroach gel bait has been specifically designed to appeal to all cockroaches, including strains demonstrating aversion to glucose-based baits. As to the future, Syngenta is committed to monitoring any change in response so as to offer optimum cockroach control for years to come."

Similar issues in Europe?

As to whether German cockroaches outside the USA are equally glucose-averse, the jury, you could say, is out.

Dr Coby Schal's work involved populations from the USA and also from Puerto Rico and Russia. "Other researchers identified this phenomenon in South Korea. We suspect that it occurs in many other places, but unless researchers conduct a very thorough screening with freshly collected roaches, it is impossible to assess how common this trait is," he detailed.

Byron Reid from Bayer echoes these thoughts, saying: "To date, bait aversion is limited to only one species of cockroach, the German cockroach, but this species has spread world-wide and is a top pest in most countries. There is absolutely no biological reason to expect that bait aversion is limited only to the US, and Bayer suspects that this phenomenon is present in many parts of the world, to one degree or another."

Commenting, Robert Vink from Syngenta adds: "There is limited evidence to show that bait averse strains are in Europe. However, we know that cockroaches are extremely adaptable and whilst there may not be a

short term threat, it may become an issue in the longer term."

From a practical perspective within Europe, James Whittaker of BASF notes: "We have yet to come across any European treatment failures where any degree of aversion appears to be implicated. Nor have we encountered any indication of aversion in the populations we test in our UK-based development laboratory."

And what of the future?

Manufacturers do not like to be surprised by findings that baits fail to work, so this type of research serves as a warning that it's time to conduct an assessment of bait efficacy BEFORE they fail.

As Dr Schal points out: "Since we now have evidence of aversion to other sugars (fructose, for example), it is doubly important to understand where these traits are popping-up, why, and what the underlying physiological mechanisms are."

All the companies contacted aim to stay one step ahead of the cockroaches.

Bayer, we are informed, is now putting the final touches on the latest evolution in the Maxforce cockroach gel bait portfolio.

New products on the horizon

The company says this product development will be every bit as attractive and palatable in bait averse strains as the Prime formulation, but, because it will rely on a new active ingredient and will be based on a different mix of food ingredients, it can be used in rotation strategies with Prime to negate both insecticide resistance and bait aversion.

The company hopes launch activities for this new formulation will begin in selected countries during 2014.

Interestingly, another gel product (Kelt gel) recently launched in France, offers a further variation. It contains both an insecticide (imidacloprid) with, for the first time, an insect growth regulator, namely S-methoprene. Its availability is obviously subject to regulatory approval, so could be sometime away for the UK.

Get your cockroaches to take the taste test

Whilst glucose/fructose aversion does not appear to be a major problem in Europe, it is always wise for pest controllers to take suitable precautions.

One practical approach, advocated by Dr Schal is to conduct 'taste tests' (a bit like the Coke challenge!). Pest controllers should place two or three small dabs of different baits near a cockroach infestation and observe the activity of the cockroaches for two to five minutes. This way it is easy to determine which bait is palatable (tasty) and which is shunned by these particular cockroaches.



© Dr. Reiner Pospischil

Before treatment, check your cockroaches find the bait tasty

Cockroaches stay put

Research undertaken at one of New York's universities has shown that once established, cockroaches like to stay within their own colonies and in the same geographic locations.

"Once they move in, they don't leave," explains Mark Stoeckle, a senior research associate at Rockefeller University. A cockroach found in one area of New York is genetically different from those found in another district. "On the Upper West Side, about 70% of the American cockroaches belong to the same gene pool, whilst on Roosevelt Island, its 80%," he details.

This research, limited to American cockroaches (*Periplaneta*



americana), is part of the National Cockroach Project run through Citizen Science – a collaboration of scientists, software developers and educators who are collectively developing, managing and utilising internet-based citizen science projects to further science itself, and the public understanding of both science and of the scientific process.

High school students are encouraged to collect American cockroaches which are posted to the lab at Rockefeller University to undergo DNA sequencing. Not only does it throw-up some useful scientific information, but it also illustrates to the students how genetic diversity is a window into evolution and patterns of migration. American cockroaches originated in Africa but have hitch-hiked around the world on commercial goods.

The project aims to discover if cockroaches differ genetically between cities, whether US genetic types match those in other parts of the world and whether there are genetic



Getting into Cotozen Science is Joyce Xia from Hunter High School, New York City

types that represent undiscovered look-alike species?

To date around 180 specimens from across the USA, but mainly from New York, have been analysed, but samples have also been sent in from as far away as Australia. If you would like to become involved, or submit samples, please contact Mark Stoeckle at stoeckm@mail.rockefeller.edu

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Samples have come in from all around the world such as this one is from a high school in Spain

DNA sequencing reveals secrets in other pests

This is yet another example how DNA sequencing is revealing the hidden secrets surrounding those pests we all work so hard to eliminate. Similar work is currently underway with bed bugs, and readers will be well aware of the rat tail testing being done at the Universities of Reading and Huddersfield to establish rodenticide resistance (see Pest issue 3 – May & June 2009).

Recent research in Sweden initiated by Anticimex, using the techniques, has revealed rodenticide resistance in four different towns in the southern half of Sweden: Kristianstad, Linköping, Uppsala and Växjö. Although Denmark has been tracking the development of rodenticide resistance since the 1960's, this is the first resistance study that has taken place in Sweden.

"Unfortunately, this does not come as a surprise for us here at Anticimex. We have long suspected what has now been confirmed. We intend to continue these studies in order to evaluate how widespread this problem is, and gain more information to make better decisions," says Håkan Kjellberg, pest control expert at Anticimex Sweden.

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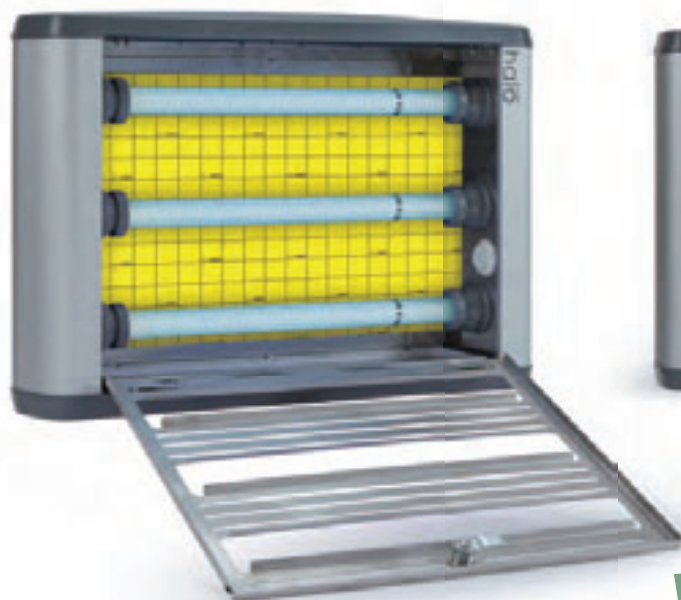
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PelGar grows global



In autumn 2010, we were pleased to visit PelGar International at their home base in Alton, Hampshire to find out about their ambitious plans not only to expand their UK manufacturing base, but also to develop their global business. Some three years later, how have they fared?



The UK PelGar team. Left to right: Jen Smithson (UK regional manager), Dr Gareth Capel-Williams (managing director) Nic Blaszkowicz (global marketing manager) Alex Wade (technical manager) Richard Applegarth (UK sales manager) and Dr Jo Wade (technical director)

PelGar was founded in 1995 by directors Dr Gareth Capel-Williams and Dr Jonathan Wade (both former ICI/Zeneca employees). Today it is the only truly British manufacturer and researcher focused exclusively on public health rodenticides and insecticides.

At the time of the visit by **Pest** in 2010 (see **Pest** issue 11 September & November 2010), it was clear that PelGar had worked long and hard to build its international regulatory portfolio. The company had also invested in its staff – on the research, production and marketing sides. It was on the cusp of launching its rodenticides into the North American market and about to develop its business in South America and Australasia. So how have things gone?

“The last three years have been a very exciting time for us,” notes PelGar’s managing director, Dr Gareth Capel-Williams. “A lot has been happening within the company. We have expanded the business considerably and invested heavily to support this by developing and expanding our manufacturing facility.”

PelGar prides itself on its in-house manufacturing. From the purchase of its first mixer to the recent delivery of the automated wax line, every step has helped take production to the next level.

First UK-made pasta bait

Technical director Dr Jonathan (Jo) Wade explains: “After establishing grain and wax block production PelGar was the first company in the UK to make its own pasta bait. In-house manufacturing ensures the quality of our products and gives us complete control of the production operation.”

For many years the company has manufactured cast wax blocks in a variety of

shapes and sizes and sold under the Oktablok brand.

“We have spent a lot of time and effort refining our wax blocks to ensure they are the best in the market,” says Jo. “The result is that we have managed to produce a moisture tolerant block, which is more palatable than its extruded competitor, making them perfect for use in a wide range of different climates.”

Investment in production

Further investment in an automated line to produce wax blocks has resulted in a completely bespoke system to ensure a perfect product for the market.

The new wax line has effectively tripled production capacity allowing the company to keep up with the growing demand from international sales.

Also, the addition of a second pasta bait line, which has just been commissioned, is likely to play a pivotal role in PelGar’s continued global expansion.

The US and far beyond

The Brigand range of bromadiolone baits was launched into North America in 2010 at PestWorld in Hawaii. Working with its distributor, AB Bait Co, PelGar has been able to offer distributors and pest controllers alike an alternative to the products which have had a stranglehold on the US market for many years.

Gareth takes up the story: “The launch came



Production supervisor Mark Brough shows off some of PelGar’s freshly made wax blocks as they reach the end of the 25m cooling tunnel

just at the right time for us when the last of State approvals had been granted. The US market has been a real tough-nut to crack but over the past three years our presence has gained a solid foothold, based not only on competitive pricing, but also on the quality and effectiveness of the products. One thing that has certainly helped has been the positive feedback received from hundreds of pest controllers that trialled the products – and you can't get a better endorsement than that!"

PelGar is also expanding its distribution in Central and South America. The long-term regulatory investments made are now coming to fruition allowing development of business in countries from Cuba right down to Chile.

In line with this expansion, PelGar has also been investing heavily in staff development. On home soil Richard Applegarth has taken over responsibility for UK sales while Nic Blazskowicz becomes global marketing manager, with the objective of bringing PelGar's global brands into line.

As Nic Blazskowicz explains: "Richard has done a fantastic job since joining PelGar 15 months ago and he will carry on the great work that we do in the UK with our strong team of account managers. My new role will enable me to work more closely with the local sales and marketing managers and focus on developing and expanding the global brand."

Taking up position in local territories, Gerwyn Jones joined PelGar in 2012 as sales and marketing manager for Asia Pacific. He has a wealth of experience and local knowledge in both the pest control and rural sectors, as well as an excellent understanding of the practical pest problems experienced in the region. Gerwyn has established PelGar's Australian office in central Brisbane and is currently travelling extensively throughout Australia and New Zealand promoting Roban rodenticides and, the more recently launched, Brigand brodifacoum range.

Vincent Russo joined the PelGar team in July as European sales and marketing manager. Vincent will be working closely with existing customers and distributors to develop the business and focus on new territories to strengthen PelGar's presence throughout Europe.

The last three years have also seen the business develop in Western Africa.

Emmanuel Mahdavi, PelGar's sales manager for the region explains: "This is a new and very different territory. Gone are



Andrei Branc (extreme right) of USA distributor AB Bait Co is joined by Nic Blazskowicz and customers at PestWorld

the traditional distributors and shops that are the norm in more developed countries. Here there are hundreds of small street shops that sell just one sachet of pellets or one or two blocks at a time."

Local representatives, wearing branded clothing, go from shop-to-shop selling small packs of bait to stock the shelves. PelGar produces pictorial guides and local language brochures to help ensure that the people buying and using the products understand the basics before placing bait.

The secret of success

In markets dominated for many years by the multinational companies, what is the secret of PelGar's success?

Jo Wade says: "We like to think that there are many reasons for our company's success. Firstly the company was established with the aim of offering innovative and novel rodenticide and insecticide products to the global public health market, and that is exactly what we have done. We have given pest controllers worldwide an effective alternative to the products they have been using for years. Not only that, but we have gone that extra mile in explaining how to get the most from our products so that they are used safely and to their best effect."

"Flexibility is another important factor," adds Gareth Capel-Williams.

"PelGar has the advantage of being a relatively small company, so we can work well with a diverse range of customers and be responsive to their needs. We can make decisions quickly without sign-off from accountants and financial directors, and over the years customers have really appreciated this and seen the advantage of working with us."

What does the future hold?

"The future is definitely bright for PelGar," continues Gareth. "Regulatory investment will continue to be key as we enter the next series of biocidal reviews in Europe. This enables us to support our growing customer base."

Congratulations PelGar. It is good to see yet another British company successfully taking on the world.



Very different to Europe. Representatives in Togo wearing branded clothing sell small packs of bait to shops. They have pictorial guides to help advise on bait placement



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From a 'land down-under'

Although published by EN Health Australia and, naturally, dealing with pests occurring in Australia, this 100 page A4 book is not to be disregarded.

The contents, as to be expected, reflect its title – *Arthropod Pests of Public Health Significance in Australia*. The term 'arthropod' refers to a wide classification of animals which includes insects, mites and ticks, arachnids and crustaceans such as lobsters and crabs, so there are plenty of problem pests to tackle. Fortunately lobsters are not classified as a pest, but all the usual suspects are included – bed bugs, cockroaches, fleas, flies, lice, mites, mosquitoes, spiders, ticks etc. Despite some of the individual species not being relevant to the UK, a bed bug for example is a bed bug, be it in Australia or not.

For each pest, sections cover its description, biology and ecology, public health importance, first aid, personal protection, management and useful references. In addition, opening chapters cover the risks associated with arthropods, personal protection strategies and how to identify a pest.

The good news is, the entire book can be downloaded, free-of-charge from

[www.health.gov.au/internet/main/publishing.nsf/Content/A12B57E41EC9F326CA257BF0001F9E7D/\\$File/Arthropod-pests.pdf](http://www.health.gov.au/internet/main/publishing.nsf/Content/A12B57E41EC9F326CA257BF0001F9E7D/$File/Arthropod-pests.pdf)



Malaria in London

This new report highlights the need for raised awareness among London residents about protecting against the disease. The Public Health England (PHE) malaria reference laboratory reported that 676 London residents were confirmed with the infection in 2012, half of all cases reported for the UK (1,378). Between 2000 and 2012, 88% of all imported malaria cases in London were acquired in sub-Saharan Africa, and particularly West Africa.

The south east London boroughs, and particularly Southwark and Greenwich, bear the largest burden of imported malaria. It is likely that this is because a large number of the residents of these boroughs are of black African ethnicity and so possibly are more likely to be visiting friends and family in Africa.

For those with a particular interest in malaria, you can download your own copy from www.hpa.org.uk/Publications/InfectiousDiseases/TravelHealth/1309MalariaInLondonreviewofcases/

Firearms licensing and the law

The Home Office published on 8 October their updated Guide on Firearms Licensing Law in a bid to ensure that where possible guidance on firearms licensing is made as clear and concise as possible for the police, the shooting community and the general public.

This 254-page document provides consolidated guidance on firearms legislation and replaces the previous guidance published in 2002. Damian Green, Minister of State for Policing and Criminal Justice, states in the foreword: "I believe that the ownership of any firearm is a privilege and not a right."

The new guidance takes into account recent legislation changes as well as recent events, such as the shootings in Cumbria in 2010 and Durham in 2012, which Mr Green says have "focussed attention on the importance of having an excellent firearms licensing process". For pest controllers, a whole section deals with the shooting of birds and animals – deer, badgers, birds, dogs etc. Copies can be downloaded from the Home Office website at www.gov.uk/government/publications/firearms-law-guidance-to-the-police-2012



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Baiting sewers?

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If you had set out to design the perfect living quarters for *Rattus Norvegicus* then you couldn't have come up with a better place than sewers and drains. Bait selection is a key part of the control process as Alan Morris from Bayer Environmental Science points out.

Sewers and drainage systems are the ideal man-made habitats for rats. Predator free and with temperatures being warm in winter and cooler in the summer period, as well as a good abundance of food, they're a perfect refuge for rats.

Rats are carriers of a number of diseases, including leptospirosis, toxoplasmosis, salmonellosis and

cryptosporidiosis. The rats within heavily infested sewers can present a risk to public health given the fact that rats will physically transfer pathogens found in sewage to surface harbourages, which may also include domestic premises.

In addition to this, rats also act as a destructive nuisance given their strong instinct to burrow and gnaw. This kind of activity can damage the sewer and drainage infrastructure, particularly where defects already exist.

Control is vitally important

Taking all of this into account, the control of rats in sewers is a vitally important part of any integrated rodent control programme.

According to the National Sewer Baiting Protocol, produced this year by the National Pest Advisory Panel (NPAP), sewer baiting should complement the control strategy for surface infestations and vice versa.

The guide states that rats will move readily from one environment to another in search of food and a co-ordinated approach to control is therefore essential.

NPAP's guide notes that many years' experience indicates that successful rat control in sewers can reduce the number of infestations on the surface.

The selection of an effective rodenticide and bait formulation is a key component governing the overall success of the treatment and cost efficiency of the baiting programme. Sewer bait is available in a



number of formulations ranging from loose grain, bagged bait, and blocks.

Choosing the best formulation

Of the three formulations, loose grain bait is the more palatable to rats and is therefore widely considered the best option, however it is not without its problems.

Alan Morris from Bayer Environmental Science notes that the challenge faced by any pest controller, particularly one that operates in an urban environment, is uptake.

"Rats in towns and cities have a huge array of food sources to choose from and often grain based formulations prove to be less tempting than say, a dropped bag of chips," he says. "However, the opportunity of feasting on discarded take-aways is not an option available to rats in sewers, so the practicalities of bait formulation become more significant."

A bait to stand harsh conditions

Duncan Bosomworth, Killgerm's technical manager for the south of England agrees. "99% of gaining control comes down to the uptake of the bait. When treating sewers, bait must not only be attractive to the rats, but be capable of standing up to the rigours of the environment."

This is where a block formulated rodenticide can sometimes prove more effective.

Bayer's Alan Morris continues: "Something like our block formulated rodenticide Rodilon appeals not only to the rat's appetite for food, but also to their desire to gnaw. The blocks feature multiple edges which are designed specifically to encourage rodents to gnaw and feed on them," he adds.

Furthermore, unlike some grain formulations, blocks are moisture and mould resistant, which makes them much more resilient in a sewer's humid and damp conditions. More often than not, the loose grain formulations are contained in sachets or stockinette bags designed to limit spillages. But, if the bag is



Encouraging rats in drains and sewers to take bait is challenging. Choosing a bait that is both palatable and can stand the rigours of the sewer environment is essential

punctured or torn severely by the rat during bait take, the grain if loosely packed into the stockinette can fall into the stream and is washed away.

"Rodilon Blocks are an ideal choice if spillages are a concern and, Rodilon is effective against all known resistant strains," he notes.

The National Pest Advisory Panel's (NPAP) sewer baiting protocol states that bait blocks are a useful alternative to grain baits as they are usually manufactured with a hole through the centre of the block which can be used to secure the block by passing a length of wire through this hole and tied. The block can then be lowered into the sewer and secured to a step iron or to a convenient point on the brickwork.

This method has the added advantage that the block can easily be recovered on subsequent visits to check for 'takes' and is especially useful for preventing 'wash off' in the chamber during storm discharges.



Bayer's Alan Morris

Sewer guidance

NPAP's comprehensive 24-page A4 booklet contains detailed guidance on qualifications & training, legislation, health & safety, vaccination requirements, equipment, vehicle specification, planning, sewer treatment and record keeping. The appendices contain specimen treatment record sheets and safe systems of work. There is also a useful baiting flowchart and equipment checklist. Copies of the *National Sewer Baiting Protocol Best Practice & Guidance Document* are downloadable from the NPAP website www.cieh.org/policy/npap_publications.html and in the news section on the **Pest** website www.pestmagazine.co.uk



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End of an era for Pest-Ventures



The original Pest-Ventures team: left to right, Mike Kelly, Frances McKim, Adrian Meyer and Helen Riby

After 23 successful Pest-Ventures technical seminars over the past 15 years, the Pest-Ventures team has decided to call time on its independent technical seminar format. The immediate effect is that the event planned for April 2014 will not now go ahead.

There are a number of reasons for the decision as Adrian Meyer, from Acheta, one of the founder partners in Pest-Ventures explains: "Pest-Ventures has always attracted a high proportion of local authority pest management professionals but, with fewer and fewer councils directly involved in pest management, this potential audience has dwindled. At the same time, those local authorities which still have in-house pest control departments have seen their training budgets slashed.

"In the private sector the pressure on time, as well as budgets, means that taking staff off the road to allow them to attend a full-day event, especially when you add in the cost of travel and, for many, an overnight stay before the seminar day, has become much more difficult to justify.

"Add to this the rise in the number of free, or heavily subsidised, events such as those run by Barretine, BPCA, Killgerm and NPTA, and the economics of staging an event such as Pest-Ventures, where independent speakers have to be funded, hotel conference facilities paid for and so on, just do not stack-up."

Founder partners

Frances McKim and Helen Riby, who now edit and publish **Pest** magazine, were also founder partners in Pest-Ventures, 15 years ago. Adding to Adrian's comments Frances says: "Online training initiatives such as PestPractice.com together with the success of our own independent, technical publications, **Pest** magazine, the **Pest**⁺ e-news and our news-driven website have also added to the situation, albeit inadvertently. These all give pest professionals alternative ways to keep up with topical issues and technical matters."

Insect and fumigation expert Mike Kelly was the final of the four founder partners. Mike took a step back from organising after the 2006 event. Acheta's John Simmons first got involved in 2002 with Moira Hart participating from the previous year, 2001.

Moira, who now runs Dewpoint Marketing, commented: "Whilst we realise that there are a number of people who will be disappointed by the decision, we have to be realistic. It takes a lot of time and effort to organise Pest-Ventures and with so many low-cost or free events it makes sense for us to bow-out whilst we are ahead. We want everyone who attended Pest-Ventures to remember it for what it always was – a lively, informative and enjoyable event."

Everyone in the Pest-Ventures team would like to thank the loyal band of delegates, speakers and exhibitors who regularly supported the Pest-Ventures events.

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 rodenticide stewardship (pages 13-15) & rodenticides history (pages 16-17) 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. After your completed **Pest Test** arrives we will mark the questions and, if all answers are correct, we will enter the results directly onto your own PROMPT records held by BASIS.

- 1 Which was the most commonly found compound causing death, or found as residues, in the WIIS incidents 1993-2011?

<input type="checkbox"/> a) warfarin	<input type="checkbox"/> c) bromadiolone
<input type="checkbox"/> b) alphachloralose	<input type="checkbox"/> d) brodifacoum
- 2 What does PBMS stand for?

<input type="checkbox"/> a) Predicting Bird Migration Scheme	<input type="checkbox"/> c) Predatory Bird Maintenance System
<input type="checkbox"/> b) Predatory Bird Monitoring Scheme	<input type="checkbox"/> d) Protection of Bird Mating Systems
- 3 In the 2011 PBMS data, what % of kestrels were carrying residues of one or more SGARs in their bodies?

<input type="checkbox"/> a) 70%	<input type="checkbox"/> c) 90%
<input type="checkbox"/> b) 80%	<input type="checkbox"/> d) 100%
- 4 In which year was warfarin first introduced as a rodenticide?

<input type="checkbox"/> a) 1950	<input type="checkbox"/> c) 1955
<input type="checkbox"/> b) 1952	<input type="checkbox"/> d) 1959
- 5 Who developed the first second-generation anticoagulant rodenticide?

<input type="checkbox"/> a) Dr Karl Paul Link	<input type="checkbox"/> c) Ward Blenkinsop
<input type="checkbox"/> b) Union Carbide	<input type="checkbox"/> d) Motomco
- 6 Which was the first second-generation anticoagulant to be developed?

<input type="checkbox"/> a) warfarin	<input type="checkbox"/> c) difethialone
<input type="checkbox"/> b) difenacoum	<input type="checkbox"/> d) bromadiolone


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It is ideal for removing insects from the glue board for identification, and also allows the rapid release of non-target pests. The Romax rat and mouse glue board solvent is non-toxic to humans, animals and birds, and biodegrades within 30 days. No special protective equipment nor ventilation is required.



www.barrettine.co.uk

Eliminate nasty odours

These odour eliminating granules from Killgerm act like a magnet by attracting and neutralising odours within 24 hours.

Made from an all-natural mineral, they are non-toxic, bio-degradable and non-flammable. Odours are absorbed from any surface, outdoors and indoors. They are easy-to-use; the granules are simply sprinkled on to any surface and left for 24 hours.



www.killgerm.com

Original bird gel available once more

PestFix has now become the sole UK distributor of the original patented To Nature Bird Free Gel from Korean manufacturer Jeon Jin Bio.

This follows a brief absence from the UK market earlier in 2013.

www.pestfix.co.uk



Pest Trader acquires Exoroach Station

In early September, Pest Trader, the international product distribution business owned by Xenex Associates, acquired the worldwide intellectual property and production capability of the Exoroach Station from Exosect for an undisclosed sum.



Pest Trader is already familiar with the product and customers as it has been marketing the product in North America, Asia and some European markets. Since the acquisition, a simpler pack and approach has been put together. The product is now available in an easy to assemble and use pack of five units complete with individual installation kits.

The consumable unit has been separated from the service kit and this is now available as a separate pack of 30 units to replenish the PT Exoroach units.

www.pesttrader.com

First double active rodenticide launched

Containing both 0.0025% difenacoum and 0.0025% bromadiolone, Romax Muskil is the first combined second-generation anticoagulant rodenticide of its kind in the UK. Introduced by Barretttine, the

company says the combined actives deliver superior results compared with products containing either ingredient individually.

In both laboratory and field trials results have shown rapid bait acceptance, less bait required per baiting programme and reduced risk to non-target species, as only half the rate of each active is available, plus control of certain anticoagulant resistant strains.

Romax Muskil is produced from high quality food grade materials and contains natural rodent luring components. It is available in three formulations: whole wheat, extruded multi-edged blocks and pasta sachets. The range can be used both in and outdoors against rats and mice.

The block and sachet formulations benefit from the inclusion of a new Fluo-NP technology which contains a fluorescent dye visible in rodent droppings to help track rodent activity. The whole wheat formulation is produced using a special absorption technology (SAT) that ensures the twin actives are evenly distributed throughout each grain.

www.barrettine.co.uk



Bye bye paper – hello apps

PestWorxs is a new a mobile app aimed at helping pest control businesses be more effective whilst eliminating their reliance on paper. Developed by enterprise mobility solutions provider, MobileWorxs, it can run on a desktop as well as a wide variety of hand-held and tablet devices. The app allows a technician to receive jobs and update the system with results in real-time, whilst automatically generating reports and invoices. GPS tracking and automated time sheets allows the office to monitor their whereabouts and confirm time on and off-site.

www.mobileworxs.com/solutions/pest-control



Compact second generation Halo

A new compact 15w model has been added to the second-generation Halo range of contemporary flykillers from P+L Systems. It is ideal for front-of-house applications and commercial areas where space is restricted, say P+L. The Halo can be installed vertically or horizontally and incorporates closable light apertures that can be opened for maximum light output, or closed to prevent dust ingress. The compact 15w unit can even be discreetly mounted above doors, so that no area is left unprotected from flying insects! Models are now available in 15w, 30w or 45w.



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Lots to hear at the Barrettine/ Pest day



Barrettine's David Haskins, Helen Ainsworth and Charles Phillips

A group of enthusiastic delegates gathered at Hellerby Hall hotel near Rotherham on 9 October for the Barrettine Environmental Health northern seminar, organised in conjunction with **Pest**. This was the fourth such event the two organisations have staged together.

Events like these present an opportunity to update delegates on latest developments – both regulatory, technical and commercial. So it came as no surprise that Barrettine proudly had on display their new Romax Muskil rodenticides. But, first-up was Helen Riby from **Pest** who presented a snapshot of the results from the 2013 National UK Pest Management survey. This was the third survey conducted jointly by BASF Pest Solutions and **Pest** so there was opportunity to identify some emerging trends.

On the regulatory side, Kevin Brown from Rentokil Products (but representing RAMPS)

reminded delegates that after 26 November 2015 anyone using aluminium phosphide products must hold an approved Level 2 certificate of training in their safe use. He pointed out that actually this was good news for professional pest controllers as the requirements applied to ALL users – be they pest controllers, farmers, gamekeepers, amenity workers etc – so effectively placing all users in the same 'ball park'.

"Early research", he explained, "suggests that many in the agricultural community will choose not to undertake the training and, instead, to employ professional contractors. This will therefore open-up a great business opportunity for you in the future."

Also looking to the future, Simon Forrester from BPCA

(but representing the Confederation of European Pest Control Associations) stressed the value of professionalism in the pest control industry and explained how the CEN European Standard for Pest Management Services would help in this process.

Currently out on consultation (closing date 4 November for comments – see **Pest** news 16 July 2013), he outlined how the approval process might work. As might be expected, this would involve a paper trail and on-site audits. Questions regarding likely costs were, unsurprisingly, posed by the audience.

No meeting at the moment would be complete without an update on the second generation anticoagulant rodenticide stewardship situation (see pages 13-15 of this issue) and this was given by Brady Hudson (Bell) and Alan Morris (Bayer).

On a somewhat lighter notes, Martyn Belcher of ABM Pest Control showed how websites and social media can be exploited, at little or no cost, to promote delegates' businesses. Chris Woodard from Stevenage Borough Council had the audience (well – some of it, when the live exhibits appeared) squirming in their seats at the range of exotic pests they might encounter. Rounding-off the day Wilson, the bed bug dog from LAPA, demonstrated his prowess locating a phial of hidden bed bugs.



This was Dawn Bolton's last event with Suterra, left. She is pictured with L to R: Chris Woodard from Stevenage, Brady Hudson from Bell and David Haskins from Barrettine



Wilson and his handler



Ryan Beddingfield, left, from Pestability demonstrates their new app, which generated considerable interest among delegates



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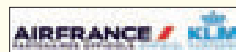


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Casablanca calling for 14th Parasitec



Diary dates 2013

6 November

PestTech 2013

National Motorcycle Museum, Birmingham
www.pesttech.org.uk

13-14 November

Parasitec 2013

Parc des Exposition de l'Office des Change,
 Casablanca, Morocco
www.parasitec.org/

26-28 November

FAOPMA 2013

Seoul, Korea
www.faopma2013korea.com

27 November

BPCA Fumigation Conference

BPCA office, Pride Park, Derby
www.bpca.org.uk

28 November

SOFHT Annual Lecture & Lunch

The Landmark Hotel, London
www.sofht.co.uk

5-6 December

Global Bed Bug Summit 2013

Denver, Colorado, USA
www.npmapestworld.org

19-20 February 2014

Eurocido 2014

Westfalenhalle Exhibition Centre, Dortmund, Germany
www.eurocido.de

Casablanca, Morocco is the location for the 14th Parasitec event. These days, this, the French flagship event, alternates between its home location in Paris and an away venue.

With free entry, the two-day event on 13 and 14 November has already attracted some 30 exhibitors from 11 countries and promises to be an opportunity for local and visiting pest controllers to meet and exchange opinions with international experts.

Rats, mice, ants, flies, mosquitoes, termites, cockroaches and wasps present huge challenges not just as nuisance pests but also as vectors of disease. Such issues which directly affect the health of people are of huge importance in a country like Morocco, which is no doubt why the Ministry of Health for Morocco will be present.

Running alongside the exhibition is a varied conference programme, although, with no simultaneous translation, you do need to understand some French to benefit from the sessions. Unlike in the UK there still seem to be plenty of academics involved in public health research in France. Local interest will no doubt be in the papers from the Ministry of Health on the placing of public health pesticides on the market. Experts from Paris will speak on managing pigeon populations, rodents and on the control of American cockroaches. With temperatures in November at a pleasant 17°C you could easily combine some pleasant winter sun with an update to your pest management knowledge.

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