

# pest

The independent UK pest management magazine

## Rodent debate goes on

Issue 31  
January & February 2014

Let your voice be  
heard in 2014 survey



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full control



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Baiting blitz for the  
Isles of Scilly



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The good, bad & ugly  
in bed bug control



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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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## Future for rodenticides still in the balance

The future of rodent control is taxing better brains than ours at present. Plans for the Stewardship Regime are at a crucial stage with proposals due with the HSE any day. If these are acceptable to all involved, implementation will begin immediately. Make no mistake this path will not be an easy one to navigate. There are plenty of organisations seeking to rack-up the political pressure on HSE.

As **Pest** went to press we were alerted to a petition on the subject of rodenticides, launched by the Barn Owl Trust. Using the power of the Internet and some pretty emotional language, the online petition had received almost 76,000 signatures in its first 14 days as the public rushed to sign-up 'to stop the poisoning of Britain's barn owls' – well you'd sign to support that, wouldn't you!

If you take the trouble to read the Trust's actual demands you'll find that they are not a million miles away from the industry's position – best practice and some old fashioned commonsense. But campaigns like this don't help. Over the longer term, the public remember words like 'poison' and that generates an up-swell of opinion against rodenticides. In the short term industry leaders have been diverted from the critical task of finalising the draft stewardship proposals. Time that would have been better spent sorting out how the industry can work in closer harmony with the environment.

*Frances Helen*

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## Pest controller stars



Andy Taylor receives his award from Laura Thompson, Bolton of Whites Hotel

Pest technician, Andy Taylor, who works in the pest control section of Bolton Council, was named amongst the council's top staff at a ceremony in mid-December. Andy, 37, from Sharples, Bolton was praised for his actions when he helped a four year-old boy abandoned in the street. The boy had been locked-out of his home by his mother while she went shopping.

Andy said: "The little boy was distraught and he was really screaming. He managed to explain to me what had happened so I called the police and waited with him until they came. It was very upsetting. "I'm a bit embarrassed to say this, but I always try and do the small things that can mean a lot to other people. It sounds a bit cheesy but that's how I try to be at work."

The ceremony was led by Bolton Council's chief executive Sean Harriss, who said: "It is more important than ever to recognise the dedication of staff working on the front line during these 'challenging times'."

## FSA left chairless

It was reported in *Environmental Health News* that the Food Standards Agency (FSA) will have to continue for almost a year without a permanent chair after Department of Health officials admitted they had failed to identify a suitable candidate despite launching their search in April 2013.

## Popping the question in the Big Apple

The winner of the 2013 annual Brandenburg fly killer sales incentive, organised for Mitie staff, was Shane Lamb. For his prize he opted for a four night trip to New York which just before Christmas he took with his girlfriend, Adele.

Shane being a bit of a romantic, popped the 'big question' on a trip to Liberty Island. Adele accepted and they plan to marry in Gretna Green. Rich Coates, managing director, Brandenburg UK, commented: "We're absolutely delighted for both Shane and Adele and I'd like to wish them all the very

best for the future and hope they have many years of happiness together. I can honestly say this is the first time our fly traps have been involved in a marriage proposal. None of our efficacy testing ever predicted this, so I'll be speaking to our research guys to find out why!"



## Another supplier of professional products

As previously reported PestFix based in West Sussex has already started to sell a range of products aimed at the professional market. More feathers are likely to be ruffled in the trade, as Farnham-based VectorShop ([www.vectorshop.co.uk](http://www.vectorshop.co.uk)) joins the fray.

This South Korean company is perhaps better known for its range of hot and cold fogging machines, sold under the VectorFog brand. The VectorShop idea came about as a result of fogging machine clients asking for the products to go with them.

Just like the other established distributors, VectorShop is offering next day delivery, along with some apparently pretty keen prices on the albeit limited selection of products they are supplying.



## Rentokil buys Green Compliance

It was announced on 20 December 2013 that Rentokil Initial had agreed to acquire the pest control division of Green Compliance. The deal is for a total consideration of £4.0m in cash: Green Compliance had audited revenues of £5.0m for the year ended 31 March 2013.

Those of us with good memories will recall Green Compliance began trading in December 2009 with several ex-Connaught staff (who had Santia and Igrox heritage) at the helm. In 2010 Green Compliance acquired Enviro-care, PestFree and Enviroguard. Will we have any regional pest control firms left?



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## New appointment at Woodstream

At the end of January Dawn Heptinstall-Bolton joined Woodstream Europe as account development manager for the pest division.

Dawn's role will involve the development of Woodstream's brands throughout the UK and Europe for both professional and retail products. For the last seven years, Dawn worked in both the professional and retail pest control markets for South Wales-based Suterra.

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## Molecatchers give a wish

Representatives from the Guild of British Molecatchers have presented a cheque for over £10,000 to the Make-A-Wish Foundation.

Natalie Hill, volunteer and fundraising manager for the Make-A-Wish Foundation, said: "We have been bowled-over by the support from the members of the Guild of British Molecatchers since they started supporting us four years ago."

Martin Noble, a molecatcher based in Surrey and also a representative for Guild members across UK, added: "The presentation was a great opportunity for us to see how the funds raised by our membership donations help to give amazing opportunities to children with life threatening conditions. We are all looking forward to continuing to support this amazing and worthwhile cause."

The Guild of British Molecatchers is a not-for-profit organisation that is run to promote good mole control through its Code of Practice and mole catching accreditation scheme.



Left to right: Martin Noble, membership secretary, Bob Land, guild member, Mark Clark & Chris South, guild area reps, Martyn Dolbear, guild rep for press & publicity, Paul Schultz, national rep co-ordinator and guild area rep and Natalie Hill, fundraising manager, Make A Wish Foundation

## Surprise, surprise

Technicians at South Croydon-based Cleankill Environmental Services got more than a bit of a shock when treating for mice in the loft space of a domestic property in Godstone, Surrey. They found one of their carefully placed mouse boxes in this condition – see picture below.

They then set a trap in the loft and two days later caught a large rat! An amazed Paul Bates, Cleankill's managing director, said: "We have seen this kind of damage before done by squirrels but not very often by rats!!"



## Graham Jukes awarded OBE

Graham Jukes, chief executive of the Chartered Institute of Environmental Health (CIEH) since 2000, was awarded an OBE in the 2014 New Year's Honours list for services to environmental health in the UK and overseas. The award was made in recognition of his outstanding service to the public through the environmental health profession and the role he has played in improving environmental health conditions, both nationally and internationally, over a career spanning 43 years. At the end of January 2014 the book, organised by Graham, entitled *Putting Wrong Things Right* was published – see page 29.



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## Excel proves itself safe

Excel Environmental Services, based in Paisley, Scotland, has been awarded accreditation from Safecontractor for its commitment to achieving excellence in health and safety. John Kinge, technical director of Safecontractor said: "Major organisations simply cannot afford to run the risk of employing contractors who are not able to prove that they have sound health and safety policies in place."



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## Ferret rustling hits Britain



Owners of ferrets in the south are increasing security on their ferret hutches and keeping them firmly under lock and key. A significant number of ferrets have been rustled, with James Bradley of Landmark Rabbit Management, based in Wiltshire having had 27 stolen from his home. The organised thefts began about two years ago and appear to be spreading across the country. Quite why they are being stolen remains something of a mystery.

## Fox travels 195 miles!

To their amazement, the BBC *Winterwatch* programme has discovered that a fox, christened Fleet and fitted with a GPS tracker, trekked 195 miles (the equivalent of London to Manchester) over 21 days in search of a new territory.

It is believed he was forced out of his own territory when he developed lungworm. He then wandered through Sussex and Kent, ending up in Rye, 55 miles. Surely a very stressful journey for such a territorial animal.

## Badger setts double in 25 years

In a study published in Nature's *Scientific Reports* journal, work between November 2011 and March 2013 recorded that the number of badger setts in England has more than doubled in the last 25 years. Researchers believe the number of badger groups has risen by about 2.6% each year.

There are now an estimated 71,600 badger groups in England and Wales. The team, led by Jo Judge from the National Wildlife Management Centre (part of Defra) made it clear the sett figures do not necessarily point to the same increase in the individual badger population. Their findings were, unsurprisingly, seized upon by advocates of the badger cull.

## Squirrel wrecks magistrate's home

Margaret Bousfield, a magistrate from Hartlepool, was left with a bill for £7,000 after a squirrel ransacked her living-room. Overnight the squirrel fell down her chimney and, in its desperate attempt to escape, clawed, bit and generally trashed her sitting-room. It was making so much noise she initially thought it was a burglar!





# Work goes on to protect rodenticides

There is a huge amount of work going on 'behind the scenes' to try to ensure a future for the second-generation anticoagulant rodenticides. **Pest** spoke to Dr Alan Buckle who, as chair of CRRU (the Campaign for Responsible Rodenticide Use), is in the thick of

If you've kept up with the politics of second-generation anticoagulant use you will know that the Health & Safety Executive (HSE) has made it plain that a stewardship campaign to ensure safe use must be implemented to allow these essential products to remain on the market.

Just to avoid any confusion, the products we are talking about are those which contain difenacoum, bromadiolone, brodifacoum, difethialone or flocoumafen.

But, the HSE is not trying to make your lives, as pest professionals, difficult. The request to produce a comprehensive stewardship programme is to implement policy coming from the European Commission, the European Parliament and the UK Government.

Back in July 2013, HSE asked CRRU to co-ordinate the UK SGAR Stewardship Regime across all user groups.

Since then the industry has been hard at work. A structure for the regime has been proposed, agreed with HSE and four Sector Groups have been established. These are:

- Professional pest control, including local authorities;

- The agricultural industries;
- Gamekeeping;
- Suppliers, including the amateur sector.

This means that a very wide range of stakeholders is now engaged in the development of the Stewardship Regime.

Each Sector Group has now met twice and each has developed detailed stewardship proposals for its sector. These include mechanisms for monitoring various aspects of implementation.

Recently, a UK Stewardship Regime Steering Group comprising the Sector Group chairs and selected Group representatives met to consolidate and align these documents.

The finalised documents were scheduled to be sent to HSE in mid-February, whereupon HSE will circulate the proposals to all stakeholders who registered an interest in this matter by participating

in the formal consultation process. The proposals will also be made widely available via the HSE website. Keep an eye on the **Pest** website as we will alert you as soon as we hear these are published.

The UK Steering Group will then present the proposals and receive comment from an Oversight Group (comprising HSE, Defra and Department of Health) in a meeting to be held in York in March. If endorsed by the Oversight Group the stewardship regime will begin immediate implementation.

## Proposed structure of UK SGAR stewardship regime







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# Be heard!

## Please take part in the National UK Pest Management Survey 2014

BASF Pest Control Solutions has again teamed up with **Pest** to conduct a 'state of the nation' survey, mapping the mood of the UK pest management industry at the beginning of 2014.

How much of your time is spent treating rats, mice, wasps, bedbugs? Where do you do your pest control? Which pests do you think are on the up and, conversely, which are on the slide?

These are the sorts of simple questions we ask in the National UK Pest Management Survey run annually by BASF Pest Control Solutions and **Pest** magazine.

It is definitely not a difficult job to take part and, we're not trying to catch you out. We just want to record how important each of the different types of pests are in your workload, what the split is between your commercial and domestic work and which pests are going to be important in the future. We also ask about the barriers to pest control and how important they are to you.

But, don't worry, if there are questions you can't or don't want to answer you can just skip ahead to the next one.

### National 'state of the nation' picture

By taking part you will help create a national picture of the ups and downs of the UK pest management sector.

All the information you provide will be treated as confidential and no comments will be attributed to individuals.

Links to the questionnaire will be sent out by email week commencing Monday 24 February. So, if you're at the sharp-end of UK pest control please keep an eye on your in-box and make the most of your chance to be heard.

The email invitation to participate in the 2014 survey will go to all

**Pest** readers who have supplied an email address and are registered as owners, managers, technicians, or field biologists working in a local authority, private company or as self-employed pest controllers.

### Not on our email list? You can still take part

But don't worry if you don't receive the email, you can still take part via our website. The link to the questionnaire will be included in the news story about the launch of the 2014 survey on our website.

The results will be useful to everyone in the UK pest management sector. They allow individuals to benchmark their activities and opinions and to gain a better understanding of the industry as a whole. They also help those who lobby on behalf of the pest management sector.

### Special report in our May-June issue

We hope to be able to present the findings during PPC Live in May but, even if that proves impossible, we will print a full review in the May & June issue of **Pest** magazine.

Don't miss the chance to let your views be known.

The more people who participate, the more reliable the findings.

Please take part this year.



# First-generation rodenticides

# Time for a

# rethink?



Bayer's Colin Mumford

It's perhaps not surprising that the use of first-generation rodenticides has plummeted. More potent second-generation products lead the market by a significant factor. Championed for their ruthless population control, they seemingly deliver all the requirements of today's pest controller.

However, in spite of this, some experts believe first-generation solutions have an increasingly valuable role in a modern integrated pest management (IPM) approach, as Colin Mumford, technical manager for Bayer CropScience reports.

With pressure to improve best practice and consider alternatives to the potent second-generation rodenticides, now may well be the time for the industry to call upon the first-generation arsenal once again and challenge the *status quo*.

"First-generation rodenticides are very misunderstood," states Bayer's Alan Morris, head of sales for professional products. "Over the years they have all been tarred with the same brush as warfarin. In other words as old, ineffective and suffering from widespread resistance.

"While this may be the case with warfarin, many people overlook the fact that not all

first-generations are the same. Formulations containing the likes of coumatetralyl have fewer resistant strains and are, therefore, a legitimate consideration."

Pest control consultant, Adrian Meyer of Acheta adds: "It's easy to say that these rodenticides are less potent, but it's important to look at them individually and identify their differences.

"Pest controllers ought to ask themselves what they are trying to achieve. I think it's safe to say that the answer would be control of the rodent population with minimal harm to any non-target species that may also be present."

## No silver bullet

Alan Morris admits that in the pest control industry, no silver bullet for this exists, but he shares Adrian's belief that in order for control to be achieved, a broad perspective needs to be taken. Initially, pest controllers should consider what measures can be undertaken to limit rodent activity without laying any bait at all.

"Standards of hygiene need to be looked at," says Alan. "If there are many food and water sources available, every attempt to remove those should be made, as not only will they play a large role in attracting the rodents, they will also impede the uptake of any bait that is laid."

Similarly, Adrian notes that any potential sites of harbourage that can be removed, should be.

"Significant control can be maintained by removing debris that could offer the rodents shelter and harbourage."

If it is decided that control can only be achieved with the use of bait, the



Bayer's Alan Morris

“The current mind-set of 'use a potent poison to guarantee a fast kill' needs to change. The stewardship's aims are to better inform end-users and, on the one hand, make them aware of all of the control options at their disposal, while on the other, help them understand the potential hazards to wildlife.”





*Just three of the species at risk of secondary poisoning by the use of second-generation anticoagulant rodenticides. Could those risks be reduced by employing first-generation products, where circumstances allow?*

geographical location of the infestation will dictate the options available.

### Resistance issues

"It's a known fact that there is widespread resistance to warfarin, other first-generation and some second-generation active ingredients in much of central southern England," says Adrian. "That resistance will rule out the use of products containing these actives in those areas, as not only are they likely to be ineffective, but the use of them will act to compound the resistance issue."

However, Alan reverts to his previous point that not all first-generations are the same as warfarin and some will probably still be effective. He points out that: "We've known cases in these highly resistant regions where products containing coumatetralyl have managed to control infestations without any trouble."

Paul Butt, senior specialist in wildlife management for Natural England explains that the presence of resistance is a complicating factor when considering and seeking to reduce the risks of secondary poisoning to non-target species.

He explains: "For example, where rat populations are susceptible to first-generation compounds then use of these products may have environmental benefits. However, it can be difficult to establish the status of rats in practical situations and the advice is to consult the website of the Rodenticide Resistance Action Group (RRAG) for information."

This consideration relating to secondary poisoning has been pushed to the forefront over the past eight months as the Health & Safety Executive (HSE), the UK's competent authority for biocides, has requested the development of a stewardship regime for second-generation anticoagulant rodenticides (SGARs).

The stewardship will have implications for all main rodenticide user groups, including pest control professionals, local authorities, farm and land managers, gamekeepers and amateurs.

### Stewardship on the way

The implementation of the stewardship initiative is being spearheaded by CRRU and Alan believes that its introduction will make 2014 a landmark year for the industry. He says: "HSE has made it very clear, that the inclination of some, to immediately resort to a highly potent second-generation rodenticide and then routinely apply it without

consideration for wildlife, needs to stop.

"If, as an industry, we do nothing, HSE has the ability to pull all registrations and we'll lose a lot of valuable products."

Alan acknowledges that although HSE has the ability to do this, they understand that there is a requirement to control rodents and bait is required to do this, which is why the industry was invited to develop a stewardship initiative.

### New mind-set needed

"The current mind-set of 'use a potent poison to guarantee a fast kill' needs to change," says Alan. "The stewardship's aims are to better inform end-users and, on the one hand, make them aware of all of the control options at their disposal, while on the other, help them understand the potential hazards to wildlife."

### Take control

He believes that sometimes, people may allow themselves to be too led by the customer and that pest controllers need to remember that they are the professionals with the expert knowledge and that using a potent bait in order to gain rapid control at the expense of non-target species (including cats and dogs) isn't worth the risk.

"Rodenticide residues can be detected in both domestic animals and wildlife and where incidents are investigated, the perpetrators can face prosecution or other enforcement action."

### Actions must be justified

Adrian Meyer notes that pest controllers will be very familiar with their COSHH assessments, which require a full justification for the need to use rodenticides. "If other control measures don't work, pest controllers have a legal requirement to use the least



Adrian Meyer of Acheta

potent bait to do the job. If it's appropriate to employ a first-generation product, then clearly, this would provide a good legal defence for a PCO should a non-target species subsequently fall victim to secondary poisoning from a second-generation active.

"Also, environmental risk assessments are an increasingly important part of an initial site survey, particularly where rodenticides are to be used in outdoor locations."

When asked what the stewardship initiative can offer the industry, Alan, Adrian and Paul all agree that increased awareness and a deeper level of consideration should become common practice when treating rodent infestations and choosing control methods.

Adrian hopes that people will become more educated about the use of second-generation rodenticides and the associated health risks.

"There is a lot of talk about LD<sub>50</sub> ratings," says Adrian. "This is simply a measure of

It's a fact that there is widespread resistance to first- and some second-generation active ingredients in much of central southern England. That resistance will rule out the use of products containing these actives in those areas, as not only are they likely to be ineffective, but the use of them will act to compound the resistance issue.

the active substance's acute toxicity. Often this is very confusing, and can be subject to misinterpretation. I'd like to see the role of the stewardship extend to revealing a more straightforward means of communicating this important information."

Alan Morris hopes the outcomes of the stewardship initiative will help people look at rodenticide use in a more considered manner. For example, consideration of the palatability of the baits they're using.

### More thought

"There have been cases in the past where a highly potent bait has failed to work. The pest controller has assumed this is due to resistance, but poor monitoring has meant that the fact that the bait was not consumed due to its low palatability, was overlooked. In this case he then found success with a less potent, first-generation bait that has much better palatability.

"There will always be cases when a second-generation rodenticide is the best course of action, and providing the pest controller has reached that conclusion by justifiably ruling out other methods, including the use of less potent baits, then that's fine," says Alan.

### More accountability

Paul Butt concludes by saying that there are an increasing number of lobbyists campaigning against the use of rodenticides in general, and all users will therefore need to become more accountable.

"In order to safeguard the future use of currently available products, everyone needs to buy into the CRRU's philosophy of a more responsible approach. We all need to be a lot more aware of all available options and be prepared to be flexible in their use. Justifying our actions will become increasingly important."



Natural England's Paul Butt

The presence of resistance is a complicating factor when considering and seeking to reduce the risks of secondary poisoning. For example, where rat populations are susceptible to first-generation compounds then use of these products may have environmental benefits. However, it can be difficult to establish the status of rats in practical situations.





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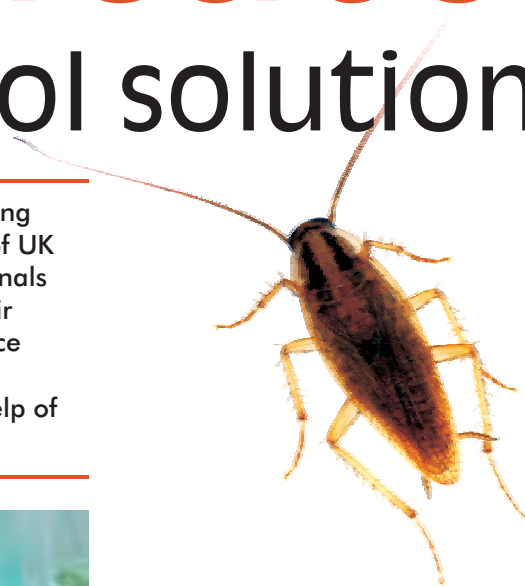


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# Integrate to eradicate cockroach control solutions

The cornerstone of modern cockroach control it may be, but gel baiting alone does not appear to be the preferred solution for the majority of UK pest controllers. Indeed, the overwhelming majority of pest professionals continue to consider residual insecticide application important in their cockroach work. And almost three-quarters combine crack and crevice treatment with baiting for the most effective and timely control, as James Whittaker of BASF Pest Control Solutions, with the practical help of Mark Sheldon of Integrated Pest Solutions, explains.



Mark Sheldon of Integrated Pest Solutions agrees that careful inspection is essential

These are among the interesting findings of the specific cockroach control practice section of the National UK Pest Management Survey undertaken in the past year with almost 300 pest control professionals across the UK by **Pest** magazine and BASF Pest Control Solutions.

Quality bait application is rated the second most important cockroach control practice, with thorough inspection in first place. Unsurprisingly, 99% of pest controllers involved in controlling this pest, consider bait application important – 90% rating it very important – with almost complete unanimity of opinion between local authority, company and self-employed pest controllers.

At the same time, residual insecticide application is considered important by 92% of pest controllers and very important by over half – again with little, if any, differences between the main pest control sectors (Figure 1).

“Over 70% of PCOs combine a crack and crevice insecticide with baiting for the most effective treatment in the least possible time,” notes James Whittaker of BASF Pest Control Solutions. “This is almost the same proportion that make a point of using baits with sufficient ‘cascade effect’ killing power



"However, less than 40% of those using such baits employ crack and crevice treatment alongside them, underlining the value of quality baiting. This is reinforced by the fact that more than half of pest controllers concentrate their baiting on key locations rather than spreading them more widely throughout infested areas."

Borne firmly from experience too, one suspects, the vast majority of pest controllers take particular care to make their clients aware of bait locations and the need to avoid compromising them. After all, there are few things more frustrating on a call-back than finding many of your carefully placed bait points have been neatly removed in over-zealous kitchen or restaurant cleaning!

### Support role for crack & crevice sprays

As well as providing support for less-than-ideal baiting situations, the extent to which insecticide spraying continues to play an important part in modern cockroach control almost certainly relates to both the range of environments involved and the need to demonstrate immediate results," believes James Whittaker.

"Gel baiting is clearly the key prescription for most domestic cockroach jobs as well as infestations in commercial kitchens and restaurants," he stresses. "But where the areas involved are large with extensive voids – in some food processing sites and many factories or warehouses, for instance – crack and crevice spraying with a well-formulated residual insecticide can be the best solution, used alongside targeted baiting. The same approach is also helpful in dusty or dirty locations like the communal areas of apartments or public buildings, cellars or waste disposal areas.

"To gain complete control you are likely to rely on a bait but it tends to take a little time – mainly because only foraging adults and nymphs consume the bait. So, full control can only be achieved either once all eggs have hatched and nymphs have matured to the foraging stage, or have been in contact with sufficient insecticide from eating poisoned individuals, or their faeces, within their harbourages.

The speed of this 'cascade effect' fundamentally depends on the potency of the insecticide. Even with the most potent active, fipronil, many infestations are unlikely to be completely eliminated in less than a week; especially where they involve Oriental rather than German cockroaches, are relatively large or have access to plentiful alternative food sources."

### Speedy impact

Therefore, where the pressure is on for the most rapid, total control – as it can so often be in restaurants and other food outlets – James Whittaker sees a strong case for well-targeted crack and crevice treatment alongside baiting. He considers it particularly valuable with baits based on less potent actives, but insists it must be undertaken with care to avoid contaminating nearby bait points.

While quality baiting is at the core of almost all his cockroach jobs, Manchester-based pest controller, Mark Sheldon of Integrated Pest Solutions (IPS) finds crack and crevice spraying a very useful complement in many situations.

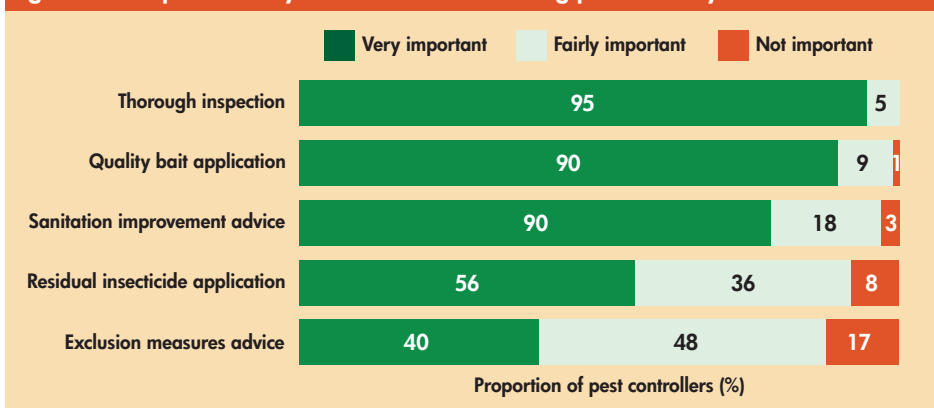
"Rather than just putting down bait points all over the place, it's important we use all the tools in our armoury if we want the most immediate and sustained control," he insists. "We also need to do so with a full understanding of exactly where the cockroaches are and how they behave.

"A strategic approach is vital in my experience. In 25 years working with Rentokil and Pestproof before establishing IPS, I've come to appreciate that good cockroach control is seldom a one hit wonder. It's easy to get a good early result even with a bad German cockroach infestation. But the last few individuals take time and care to deal with. And leaving these is the recipe for a rapid explosion in problems, leading to costly call-backs." ▶▶▶

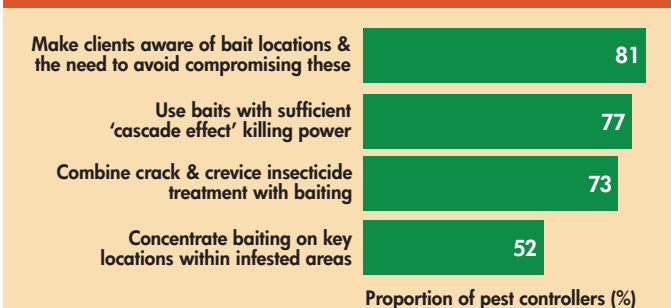


James Whittaker of BASF Pest Control Solutions

**Fig 1: How important do you consider the following practices in your cockroach work?**



**Fig 2: What approaches do you employ for the most effective cockroach treatment at the least cost in time?**



### Use traps to pinpoint harbourages

Thorough initial inspection, supported by the continual use of monitor traps, is Mark Sheldon's first cockroach control essential. As well as using traps as a good indication of the scale and concentration of infestations, he finds the direction of cockroach travel on them invaluable in pinpointing harbourages. He then employs a flushing agent to confirm their precise location.

Stressing that gel baits differ widely in their speed and overall efficacy, he only uses baits he knows he can rely on. Fipronil is his preferred active for its greater potency, giving noticeably more rapid control and more effective cascade killing.

"Cockroaches almost always have access to a number of food sources," he points out. "The fact that many of these are close to – or even within their harbourages – makes the most potent insecticide crucial. That way non-foraging nymphs and egg-laying females only have to consume the smallest amount of a poisoned individual or its faeces to acquire a lethal dose. And, in turn, pass this on to others.

"I've always found Goliath Gel works the best. It may cost more per tube but smaller bait points than less potent products means each tube goes so much further. So it gives me better value as well as the greatest reliability."

Mark Sheldon is adamant, though, that even the best bait is only as good as where you put it. All too often, in his technical support experience, he has found controllers baiting widely but failing to actually get to the problem.

"Getting close to where cockroaches are is the key," he explains. "In most cases, you need to bait within the warm, damp and dark



areas like ventilation ducts, fridge and washer motor housings and concealed heating pipe or duct runs that cockroaches love. Which means removing access panels rather than just baiting on the surfaces around them.

### Extra effort pays dividend

"It may take more time initially and mean out-of-hours working. But, believe me, the extra effort will pay dividends overall."

Alongside quality baiting, Mark makes use of a pyrethroid spray in areas where control is important, but bait application is likely to be less effective. These include dirty and damp basements and cellars, dusty wall and ceiling voids in public buildings and apartment blocks and also boiler rooms.

"I tend to rely more on crack and crevice spraying with Fendona, or the like, with jobs in large warehouses and storage areas," he adds. "Waste disposal areas in apartments, retail complexes or food outlets can also be havens for cockroaches, but are generally far too dirty for effective baiting.

"Gel baits have undoubtedly revolutionised cockroach control, making it far less disruptive to carry out and more acceptable to clients than the spraying that was previously our only option," concludes Mark Sheldon.

"However, we must appreciate that baiting alone doesn't necessarily provide a quick, easy or complete answer to every cockroach problem. The baiting has to be of sufficient quality. In many cases it needs to be complemented by targeted crack and crevice spraying. And in some circumstances, crack and crevice treatment may even be the best basis for treatment."



Traps provide a good indication of the scale and concentration of infestations and also help pinpoint harbourages



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# Bigger maybe, but better?

The old adage is that Americans regard everything in the USA as 'bigger and better'. But in the case of cockroach infestations this is definitely not the case.

Going back 30 years, cockroaches were considered the number one insect pest. Magazines were full of articles and numerous papers were always presented at technical conferences – just as bed bugs are the 'in' pest topic today. However, the introduction of effective sprays and target-specific gel baits has seen a rapid decline of this pest.

In the National UK Pest Management Survey undertaken by **Pest** and BASF Pest Control Solutions in 2011 and 2012, cockroaches accounted for a mere 5% of both private pest controllers' and local authority pest control units' activities. For the self-employed pest controller it was only 2%. Between the years 2011 and 2012 the number of cockroach jobs overall fell by 14%.

Compare this with the USA. According to a survey in August 2013 by Readex Research on behalf of the leading US pest magazine – *Pest Control Technology* – nearly half of all pest controllers responding said cockroach control made up 16-30% of their overall service revenue, with nearly 40% of these expecting it to increase.

Asked what their preferred methods of treatments were, American pest controllers were very similar to the UK. The use of baits was identified by 96% of respondents, with 83% using insect growth regulators, general use insecticides was 82%, outdoor perimeter treatments 58%, vacuuming 46%, structural modification 35%, trapping 34%, fumigation 8% and the use of heat by only 3%.

In conversation with insect expert Clive Boase, of the Pest Management Consultancy, he explained that really heavy

infestations of German cockroaches (the most frequent species found in the UK) were now virtually a thing of the past. Most infestations are relatively light and control effectively achieved.

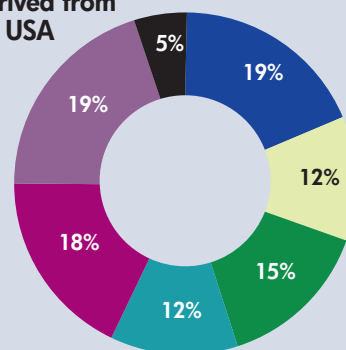
This is not the case throughout the USA – maybe it is the warmer climate – but at PestWorld 2013 Prof Dini Miller from Virginia Tech presented her results of trials on cockroaches in low income housing in Richmond, Virginia. To establish a level of infestation pre-treatment she was forced to use the larger cockroach monitoring traps manufactured by Suteria – traps any smaller would simply have been overwhelmed.

The photo in our competition below records the number of cockroaches trapped by one of three traps, in one night alone! It is interesting to note that the adult roaches congregate in the centre."

## Proportion of revenue derived from cockroach services in the USA

What percentage of your overall service revenue is generated by cockroach control services?

- more than 30%
- 21%-30%
- 16%-20%
- 11%-15%
- 6%-10%
- 1%-5%
- don't know



Source: Readex Research, August 2013

## WIN £100 of Suteria products

## Guess how many

Can you guess how many cockroaches – adults and imatures – there are in this single trap? Suteria is offering a prize worth £100 to the reader who's guess is closest to the correct total – and yes, Prof Miller did count them all.



The first prize is £100 worth of any Suteria products as selected by the winner. **Pest** is awarding a wind-up **Pest** torch to the three runners-up.

Send your suggestions to [editor@pestmagazine.co.uk](mailto:editor@pestmagazine.co.uk). Please mark the email '**cockroach competition**' in the subject line and include your name and the name of the organisation you work for in your email.

All entries must be in by 14 March 2014. The winners will be announced in **Pest** issue 32 which will be published in April 2014.



# Rats ahoy!

## Rodent control on the Isles of Scilly

There shouldn't be rats on the Isles of Scilly, so how did they get there? And, given that they are, what can be done to protect important seabird colonies and other native wildlife? PelGar's Nic Blaszkowicz investigates.

In the summer of 1707, during the war of the Spanish Succession, a fleet of 21 ships left Gibraltar heading for England. Due to bad weather and a navigational error the fleet went off-course, struck rocks near the Isles of Scilly and four ships were lost, along with the lives of some 1,400 to 2,000 seamen. It was one of the greatest maritime disasters in British history. For days afterwards bodies and wreckage were washed on to the isles and many sailors were buried on the island of St Agnes.

Situated 28 miles off the south-western tip of the Cornish coast, the Isles of Scilly are designated an Area of Outstanding Natural Beauty and are highly protected for their



The Manx shearwater is one of the birds threatened by rats on the Isles of Scilly

breeding seabirds, forming part of the 'Natura 2000' network of globally important conservation sites. The Isles comprise an archipelago of five inhabited islands and many small rocky islets. St Agnes, and neighbouring Gugh, (which are linked by a sandbar) make up the fourth smallest island with a population of 82 residents.

Recent concerns from RSPB, Natural England, Isles of Scilly Wildlife Trust and other local conservation groups about the declining seabird numbers on St Agnes proved to be well founded, following a full breeding survey.

This revealed that 20,000 breeding birds of 14 species had declined by a quarter between 1983 and 2006. The Isles of Scilly are unique in having England's only known colony of storm petrels (1,398 pairs) as well as 171 pairs of Manx shearwater.

What was the cause of this decline? A study undertaken on Lundy Island, showed that



The Isles of Scilly boast England's only known colony of storm petrels

non-native brown rats are the greatest threat to these two special birds, as they predate on the eggs, chicks and adults.

With a known population of brown rats on St Agnes and Gugh it was clear that rats were having an impact, and were a key factor in declining seabird numbers.

By removing the rats, seabird numbers should recover, eventually and the policy could also benefit the declining population of lesser white-toothed ('Scilly') shrew; found nowhere else in Britain.

### Rat eradication programme

Jaclyn Pearson, Isles of Scilly Seabird Recovery project manager explains: "The project we want to undertake on St Agnes and Gugh mirrors what took place on Lundy in 2004. This has resulted in a strong recovery of the seabird breeding population there. If we are successful, this will be the largest inhabited island in the world that has been cleared of rats."

"The aim of the project is to protect and enhance the islands' seabirds and protect them from re-invasion of rats," she adds.

"A feasibility study and winter trapping survey of St Agnes and Gugh revealed a population of some 3,300 brown rats. Our study concluded that rats could be eradicated on St Agnes and Gugh because they were far enough from other islands to prevent rats swimming across and re-invading. It was also considered a priority programme because of the proximity to the uninhabited island of Annet which has very important colonies of seabirds which could be devastated if rats reached there."

"A grant, funded by LIFE, the EU's financial instrument for the environment, and the Heritage Lottery Fund, has meant that we



The Isles of Scilly Seabird Recovery Project team ready with their Roban bait



can embark on this 25-year project and set-up the rat eradication programme."

Wildlife Management International (WMIL), based in New Zealand, has been appointed to undertake the rat removal work. The organisation has an amazing track record of invasive species eradication.

Elizabeth (Biz) Bell, senior ecologist for WMIL explains how this project is being tackled: "We have set up a ground based operation which began on 8 November 2013 and is scheduled to run until March 2014.

### Alternative baits

"The operation involves placement of bait inside bait stations across the islands. We started with a bromadiolone bait supplied by Bell Laboratories, however we were conscious that we also needed to target problem rats. PelGar International provided a lot of support to get through the whole derogation process and obtain permissions to use a wider range of products. They provided two lots of alternative baits – their difenacoum-based, Roban, and the brodifacoum-based, Vertox Excel, baits which were targeted at the phases where there might be resistance issues."

The team on the ground, comprises four WMIL personnel and six to eight volunteers who have all been trained in safe bait placement and handling techniques. The bait was placed in 1,036 baiting points across the island.

In most cases bait was placed in standard drainage pipes however, where baiting took place in houses and gardens securely locked bait stations were used. At the start of the project the team visited each of the bait points and 2,102 monitoring points daily for the first couple of weeks but now that the project is well underway they are being visited every five to six days. When the rats have taken the bait they tend to go underground in their burrows to die. Those found dead on the surface are immediately collected – to avoid secondary poisoning – autopsies are carried out and then the bodies are incinerated.

"At this stage in the project we are pretty sure that we have already got rid of the rats," explained Biz. "However we do need to continue to monitor in case any isolated rats emerge. In terms of the restoration programme there needs to be evidence that the area has been rat free for two years before we can claim that the islands have been cleared of rats. Eradication is a completely different mindset to control as we are aiming to remove every individual. We



Jaclyn Pearson, Isles of Scilly Seabird Recovery project manager

hope however that the chicks born this year will survive and that the seabird population will recover quickly," adds Biz.

### Delighted to be involved

Dr Gareth Capel-Williams, managing director of PelGar International says: "We are delighted that WMIL opted to use our bait in this unique rat eradication operation. As one of the founding members of the Campaign for Responsible Rodenticide Use (CRRU), PelGar invests heavily in educating, farmers and pest controllers about the biology and behaviour of rodents and best practice to ensure non-target species are not affected by rodent control campaigns."

Dr Rob Lambert Vice president of the Isles of Scilly Wildlife Trust adds: "This project is not just about rodent control and recovery of our



Rob Lambert, vice president of the Isles of Scilly Wildlife Trust

seabirds. It is about people coming together to improve the environment and conserve wildlife. This is reckoned to be the largest community-supported island restoration project in the world. All the residents on the island have been supportive of the project – and this is crucial for its success.

"Getting the residents to understand the importance of biosecurity on the island and rodent control is vital. It was also important to educate the school children about the project and stress the importance of not bringing rats and mice onto the island. Ridding the island of rats will not only ensure the islands' future as a unique habitat for breeding populations of seabirds, but will help bring back a balance and harmony to its natural flora and fauna."



Biz Bell, senior ecologist from Wildlife Management International, placing bait in one of the 1,036 bait stations in use on the island of St Angus and Gugh



### Who's in the Isles of Scilly Seabird Recovery Project?

The Isles of Scilly Seabird Recovery Project is a partnership between RSPB, the Isles of Scilly Wildlife Trust, the Isles of Scilly AONB Partnership, Duchy of Cornwall and Natural England, with an island community representative.

# Rats are here to stay

Whilst the Isles of Scilly are battling to rid themselves of their non-native brown rats (see pages 18 & 19), Dr Jan Zalasiewicz, senior lecturer in palaeobiology from the department of geology at the University of Leicester, suggests that we had better get used to having rats around.

Dr Zalasiewicz predicts that the global influence of rats is likely to grow in future as larger mammals continue to become extinct: "Rats are one of the best examples of a species that we have helped spread around the world, and they have successfully adapted to many of the new environments that they found themselves in.

"They are now on many, if not most, islands and once there, have proved extraordinarily hard to eradicate. They have out-competed many native species and, at times, have driven them to extinction. As a result, ecospace is being emptied and rats are in a good position to re-fill a significant chunk of it, in the mid to far geological future."

As rats fill the gap, like many animal species, they will experience evolutionary adaptation. Gigantism can occur and Dr Zalasiewicz believes that rats will prove to be no exception to this rule.

"Animals evolve into whatever designs will enable them to survive and to produce

offspring. In the cretaceous period, when the dinosaurs lived, there were mammals – but these were very small because dinosaurs occupied the larger ecological niches.

"Once the dinosaurs were out of the way these tiny mammals evolved into many different forms, including some very large and impressive ones. Given enough time, rats could probably grow to be at least as large as the capybara, at 80kgs that's the world's largest rodent, that lives today."

"Each island that rats are now present on is in effect a laboratory of future evolution – and each will produce different results. So there will be future thin rats, fat rats, slow



Dr Jan Zalasiewicz

and heavy rats, fast and ferocious rats...

While Dr Zalasiewicz acknowledges that it is difficult to predict exactly what may happen, he suspects that rats will be major players in the geological future of planet earth, and that, over time, they will produce some remarkable descendants.

So the next time there's a rat in the kitchen, we had better get used to it – because the rats are here to stay.

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# Readers evaluate novel rodent control idea

Practical pest controllers just love new ideas, and there are always plenty of innovative products coming onto the pest control market – with varying levels of success. **Pest** featured such a new device on the website on 27 January and asked for readers' opinions.

Emails have flooded-in commenting on the new rodent device being developed by scientists at Aston University, in conjunction with the Pied Piper consortium and funded by the European Union.

To recap, rodents pass through a tunnel device, where they break a laser beam. A computer then works-out the correct dose of poison for the rodent's bodyweight and then sprays it with the poison. The rat then carries on as usual until the poison takes effect and it dies. As the poison is cholecalciferol, this could take several days.

In the press release from the Pied Piper consortium it says: "The consortium has developed a novel rodenticide formulation and device, which allows the delivery of the poison through a rat's skin. The formulation uses cholecalciferol (Vitamin D3), which is naturally synthesised in the skin of many mammalian species, negating the problems associated with anticoagulant poison resistance."

Work on this new device was featured in a BBC News report which is certainly worth a watch. It can be accessed via the news story on the **Pest** website.

## So what do our readers think?

There were some encouraging comments as this was 'something different' and didn't involve rodent baits that could be spilled. However, practical issues were soon spotted. These can be summarised as:

- Cost and degree of sophistication of the system (computers, laser beams, number of boxes required);
- Toxicology issues (dose applied, problems of sprayed rats running around contaminating operators and the general environment);
- Secondary poisoning (non-target species using the boxes or by contacting the rats);
- Regulatory (cholecalciferol is currently not approved as an active in the EU).

Again, for those with long memories, the concept of this latest machine is not a million miles away from the now discontinued Check-a-Tube.

Below, in our readers' own words are some of your edited comments.

"I found the idea very interesting and it is a very good idea, I have sites where it is very difficult to control the rats because of the abundance of easily available foodstuffs and we no longer have the use of contact dust, but I think it will be expensive and there could be a problem with reliability due to the use of electronics in often damp conditions."

"This new product would be the best solution with no chance of spillages."

"Lasers and computers and some form of pump, all very expensive just to achieve what we now do with a box and bait for a couple of quid. Seems a bit of a techy sledge-hammer to crack a nut."

"An ordinary metal bait station is expensive enough. Whatever next?"

"Maybe yet another good idea no-one can afford and there is a long queue of good ideas in pest control."

"Anyway the cost of each bait container being computerised and the problems with non-targets going through and the issues with food chain contamination and humanness and..."

"One major concern is with dermal exposure of operators. The formulation will be highly toxic by dermal absorption and the contaminated rats will be smearing it everywhere before they drop."

"My main concerns are the amount of cholecalciferol that would be required to kill sizable rodents, and the four to seven days for death to occur would leave the animal open to predators and the possible risk of secondary poisoning."



The Pied Piper box is currently on trial at the University of Aston



A new prototype system has also been developed. This time in white

And one comment from a reader in New Zealand: "Cholecalciferol (vitamin D) has long been used for rodent control, and is used for control of possums in New Zealand, but it suffers from not having an antidote in the way that anticoagulants have with vitamin K. So it poses a greater risk to non-target animals through accidental poisoning."



# Bed bugs go global

The good, the bad and the ugly in bed bug research!

5 December 2013 saw the start of the two-day Global Bedbug Summit in Denver, Colorado, USA. The summit was a collaboration between the USA's National Pest Management Association (NPMA) and BedBug Central. Both organisations have previously held separate meetings. The combined event promised to be bigger and better so David Cain from BedBugs Ltd in London went along to check it out. This is his personal report, with pictures from Stephen Doggett of Westmead Hospital, New South Wales, Australia.



First to hit you when you arrived was the cold. The weather was very much against the event. An unseasonal cold snap produced record freezing temperatures in the region of minus 22°C – not exactly the warmest of welcomes. A lot of delegates expressed a desire to move future meetings to warmer climes. Unfortunately, this is not going to be the case, as the next summit, to be held in January 2015, is, once again, in Denver!

## Top global research promised

Delegates were welcomed by Phil Cooper of Bedbug Central with a very enthusiastic speech considering it was eight o'clock in the morning. Our host promised that the agenda would include some of the top academic research from around the globe, as well as technical and commercial presentations from practitioners in the field. In particular, a level of openness and transparency was promised when compared to some of their other events, which he described as being all about the 'Cooper Kool-Aid'. But, was it achieved?

The opening session was presented by Dr Michael Potter from the University of Kentucky who covered information on the resurgence of bed bugs, the current state of the market in the US, the expansion of the problem beyond traditional sleeping environments and the

fact that the largest reservoir of bed bugs appears to be in situations where the occupants can least afford treatment. He forecast that proactive and preventative steps may soon need to be standard practice and that the pest control industry alone may no longer be able to fix this problem.

## UK well represented

The next presentation was by Prof Michael Siva-Jothy of Sheffield University. He certainly presented the UK as one of the leading centres for the understanding of bed bug biology and dispersal behaviour, based on both laboratory and field research programmes. Further analysis of Dr Richard Naylor's refugia modelling (see **Pest** issue 30 – November & December 2013) was presented, reinforcing the understanding of how bed bugs initially

## Editor's note:

For those who are unfamiliar with the 'Kool-Aid' reference, Kool-Aid is a very popular brand of powdered flavoured soft drink mix. 'Drinking the Kool-Aid' however is a metaphor commonly used in the United States. It refers to a person or group holding an unquestioned belief, argument, or philosophy without critical examination.



occupy space close to a source of food and disperse only if induced to do so, or when numbers get too great. Variations in the reproductive behaviour of bed bugs from different strains illustrated that the source of bed bugs may have implications for how problems are resolved. It's a shame we don't see Prof Siva-Jothy present more to the UK industry, as personally I feel he has a lot to teach others.

The next session I attended was entitled 'Bed bugs in Asia and the Middle East'. It was presented by Dr Frank Meek from Orkin, USA and Prof Chow-Yang Lee from the Universiti Sains Malaysia, Penang, Malaysia. Although I'd never heard Prof Lee present before, his reputation preceded him. Prof Lee has been mapping and monitoring the resurgence of bed bugs in South East Asia. He provided some great insights into what has been going-on in that region. Dr Meek chose to focus his presentation on some of the sociological issues faced when dealing with an increasing bed bug problem in a part of the world where the centralisation and provision of pest control services means it is more often than not administered on a countrywide basis with a single service provider. Much of the problem seems to be blamed on the migrant worker classes and not necessarily on the fact that they are forced to live in high density living conditions.

### Be prepared for litigation

Larry Pinto of Pinto & Associates, who is often used as a technical expert in the increasing number of legal cases in the US market, addressed the vexed topic of litigation. The key take-home message was that those engaged in bed bug work, particularly with commercial accounts, should prepare and document their services in readiness for legal action. Failure to do so can result in action being taken against the service provider. Thankfully, we do not see as much litigation in the UK. However with media headlines pronouncing claims in the regions of hundreds of thousands of dollars, I think we can expect more people to try to make claims through the UK court system, even though they are less likely to achieve such astronomic compensation levels.

The day was rounded-off with a beer tasting session in the

expo hall and a 'Meet the experts' session later in the bar. At times the debates in the bar and expo hall got a little heated but, that's often the way when large groups of people, who are passionate about what they do, get together.

The next morning saw an early start with presentations on 'overcoming the challenges faced in the field' and 'the next-generation of research with bio-pesticides'.

Whilst both were good sessions, more detail on the solutions presented in the case studies would have enhanced the field session. The bio-pesticides session focused on the potential of pathogenic fungi for the control of bed bugs. Although regulatory issues in Europe mean that this is many years away, the US market is likely to be attempting this form of control in as little as two years time.

### A sensible non-chemical solution?

Whilst I am very much in favour of non-chemical solutions, I cannot bring myself to support the concept of people's homes being power washed with fungal spores, particularly after the media attention on this unproven idea has already led to examples of members of the public attempting this themselves, resulting in reports of adverse health effects.

Prof Dini Miller from Virginia Tech covered the evaluation of some of the bed bug detection devices and an investigation of insecticide vapour effects. Although the presentation focused on a selection of



Wrapped up warm against the freezing temperatures is Australian bed bug expert, Stephen Doggett

some of the products, rather than the full range, there were some key messages. These included that glue-based devices were proving to be less than effective in the field, that the Verifi system (not yet made it to the UK) requires as many as four units per room to be effective and still has some design durability issues which, in such a costly product, you would have expected to have been resolved already. ▶▶▶



Dr Frank Meek from Orkin, USA, left, with our 'roving reporter' David Cain of BedBugs Ltd, London



Prof Michael Siva-Jothy of Sheffield University, left, with Prof Chow-Yang Lee from the Universiti Sains Malaysia

The use of interception devices, both on bed legs and randomly placed around the room, was discussed, although for these, the assumptions on the dispersal patterns of bed bugs is very much at odds with both what we see in the field and what was presented by some of the academics. The later part of the presentation focused on tests of vapour-based insecticides for the decontamination of bag and sealed area infestations.

Whilst previous presenters had indicated that DDVP pest strips (Note: not permitted in Europe) can be used to decontaminate items in bags and sealed areas, Prof Miller's latest research indicates that it is far from the hundred percent effective solution it has been reported as.

### Far from accurate

The final presentation attended was by Dr Phil Koehler of the University of Florida on bed bug monitoring traps and the use of carbon dioxide. Unfortunately, this presentation turned out to be a few nuggets of good information stitched together in a very dodgy patchwork of information that, I fear, is far from accurate.

Dr Koehler had very favourable things to say about technologies that anyone who has used them in the field will know do not deserve such praise – notably DNA testing and the use of specialist torch glasses. He also claimed, in contradiction to the *British Medical Journal* article in January 2013, that you can



A new take on the 'onesie'? Bed bug pyjamas, or in US english, pajamas) The manufacturers recommend these disposable, polyethelene suits for leisure and business travel and charge around \$40 for a suit with gloves. And very fetching they look too!



confirm bed bugs based on the physical appearance of skin responses.

One of the positive things from his presentation, however, was a video showing bed bugs testing the ground before walking on it and thus both avoiding and removing themselves from glue traps.

In conclusion, although some elements made it a worthwhile trip, some of the clear bias towards the organiser's brand of 'Kool-Aid' made it far from the unbiased meeting that we were initially promised.

### Profiteering problem

Certainly, the underlying comments from some individuals who I spoke to was that ongoing profiteering was clearly adding to the continued growth and spread of bed bugs, rather than working towards long-term solutions. Not that I am an anti capitalist, but when it comes to the bed bug problem, one species of blood sucking parasite is enough to deal with, without compounding the issue. A prime example of this profiteering was that whilst in previous years six to eight interception devices were recommended per room, just 12 months later that figure has skyrocketed to 30.

I hope that as the issue continues to become more significant across Europe, it won't be too long before we see a pan European meeting where EU rules on disclosure of conflict of interest (COI), for academics will prevent some of this 'naughty' behaviour being repeated closer to home.

Amusingly, as I left Denver for business meetings elsewhere, my hotel room showed signs of bed bug activity, but so did the next two rooms. I checked. As it was over minus 20°C outside I had no choice but to install the monitor in the room with the least activity and to trust in my inspection skills. Thankfully I woke-up bite free, but sadly the hotel management did not follow-up on my request for a conversation in the morning. But without any bites I can hardly follow the trend of suing them for a gazillion dollars!

Maybe Stephen Doggett, who we have to thank for the photographs, would have had a more serious hotel claim.

The sprinkler system two floors up from him sprung a leak and his whole room flooded. Fortunately, he was in residence at the time and managed to make a very rapid exit.





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TM



## Professional pest management

# More than a man & a van

Facilities managers gathered in London in January and soon discovered, if they didn't realise before, that professional pest management is rather more than a man (or woman) with a van!

Well over 40 facility managers responsible for their organisation's pest control activities gathered at the London Zoo on 29 January 2014 to hear how the risks pests pose to their operations can be best managed.

Hosted by the pest control business of facility management company, Mitie, the presentations certainly made the audience realise that pest control involved considerably more than simply hiring 'a man with a van'!

If you had to identify one take-home message from the day it was that successful pest control is all about partnership – partnership between the client and the contractor.

As Peter Trotman, managing director of Mitie's pest control business explained: "It is vital we engage with our clients. We both need to understand our respective roles. At the end of the day, if pest control fails, it is our client whose name will hit the media headlines and it is their

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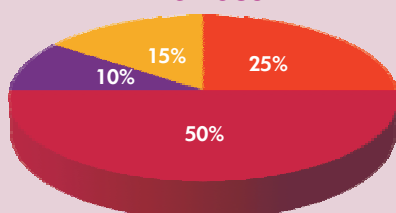
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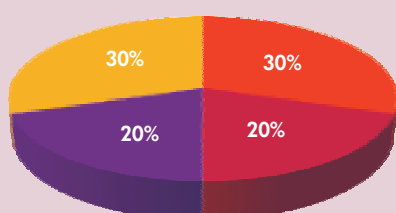


## IPM – more important than ever

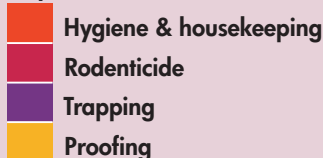
### Previous



### Future



#### Key



reputation that suffers. Not ours. We aim to make sure that by establishing a working partnership, this sort of disaster never occurs."

Peter began his presentation explaining all about the EU Biocides Regulation which came into force on 1 September 2013 and the changes it will bring about.

### A dry topic made appealing

At this point you could feel the audience start to glaze over. The thought of a visit to Tiger Territory, just over the way, was gaining in appeal. But to his credit, Peter turned this potentially dry topic with all the various restrictions alluded to, into a positive message as to how Mitie was approaching them on customers' behalf. The emphasis was very much on what can now be done, rather than what can't.

### Enhanced role for tracking dusts

Considering the various techniques available, Peter thought that the use of rodent tracking dust should rise in importance. On the other hand he definitely does not like non-toxic monitors because all you were doing is feeding the pest!

Live traps also got the thumbs down: "We are here to kill, not to catch," he explained.



Speakers for the Mitie seminar at London Zoo in January. Left to right: Peter Trotman, Danny Ashton, Grahame Turner (all from Mitie) and Paul Butt (Natural England)

It would have been music to the ears of the manufacturers of lethal traps, as Peter felt their use could only expand; maybe even to the level of overtaking the use of rodenticides.

Proofing for pests was also significant, as was site hygiene and environmental management. Managed alongside Mitie's landscaping business, all exterior areas should be neat and tidy – shrubs should be removed or cut so as not to provide ideal harbourages for rodents.

All these techniques went to form the system of joined-up thinking known as Integrated Pest Management (IPM).

### A reduced role for rodenticides

In the past, the use of rodenticides might have accounted for half of all pest activities, with trapping making-up a mere ten per cent. In the future, as shown in the chart above left, he felt rodenticides and trapping would rank of equal standing – meaning the reliance on rodenticides would reduce by more than half. At the present time, he felt

Mitie was somewhere between the two scenarios.

Monitoring of activities and the recording of data would be required to achieve this desired level of IPM – the management of workflow, effective reporting, identification of trends, establishment of benchmarks to name but a few.

### Penny dropped

At this point the penny dropped for those in the audience – to achieve this was going to require their input. There would have to be an engagement of all parties.

In subsequent presentations the risks posed by emerging and new pests were covered by Mitie's technical manage, Grahame Turner, who also detailed the difficulties encountered when trying to protect your facilities from birds.

Danny Ashton of Mitie picked-up on the emerging insect threat with a presentation on bed bugs, whilst Paul Butt of Natural England once again emphasised the balance between contractor and client.

## Debut for new logo

Spotted for the first time at the event was the new Mitie logo now being rolled-out across the organisation. As Nic Hatton, strategic marketing manager for Mitie specialist services explained: "After 27 years of continued growth, the company has experienced a huge amount of change and wished to reposition itself as a modern, young and vibrant organisation. The image is designed to reflect our core behaviour: Excel in everything we do; Challenge the *status quo* and Inspire our own staff and everyone we work with."

For more background watch the short Mitie video explaining the change at <http://bit.ly/1eiRx Bd>



## New Killgerm training manual

Running to nearly 270 pages in full-colour, contained within a ring binder, the new and fully updated *Killgerm Training Manual* is an item all pest controllers should have on their shelves.

It falls into two main sections and, as to be expected, one section covers the biology of virtually every flying, crawling or walking pest you are likely to encounter in the UK.

The other section is much more unique. Called 'Principles', it covers in a very practical, yet thorough manner, the various techniques and practices a practical pest controller should be aware of.

This includes Integrated Pest Management, risk assessments, safety, personal protective clothing, details of all the various legal Acts, plus control methods for arthropods and vertebrates. One section even covers setting up in pest control.

Priced at £99.99. Copies are available from Killgerm.



## It's new catalogue time!

At this time of year the main pest control distributors print and despatch their annual product catalogues. Yes – they contain details about all the products they sell, but they are also a valuable source of additional information – such as pest identification guides, environmental guidance for rodenticides, disposal and waste issues, legislation overviews, sources of further information etc.

Go online to the relevant distributor's website to order your copy or to access the web-based versions.



## EU rodenticide best practice

This very useful 24-page review of rodenticides in the European Union is published by the European Biocidal Products Forum (EBPF), part of the European Chemical Industry Council (CEFIC).

Its main purpose is to provide best practice guidance to those using rodenticides in the EU as professional pest control technicians.

The document describes what to do before, during and after rodenticide applications, it gives practical guidance that should be followed in the many varied situations of rodenticide use, describes how to monitor for the presence of rodent infestations without the permanent application of rodenticide baits and discusses alternatives to rodenticides. In addition it provides advice on where to obtain information about anticoagulant resistance and the best way to manage it.

It can be downloaded from the documents section of the CEFIC website at [www.cefic.org](http://www.cefic.org) – go to the base of the EBPF page.



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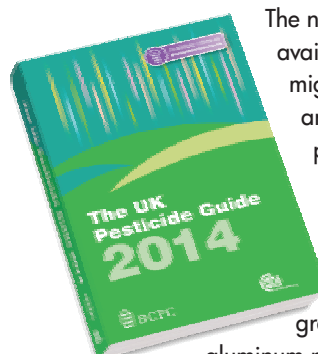
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Use biocides safely. Always read the label and product information before use.

## 2014 UK Pesticide Guide

The new *UK Pesticide Guide* is now available. Whilst at first sight this guide might seem to be more suited to farmers and their advisers, it does have a use for pest professionals, especially if you happen to count farmers amongst your customers.

Approved active substances are listed by type such as rodenticides, grain store insecticides and fumigants like aluminum phosphide.





## Advice from HSE on working from height

Pest controllers are frequently required to work at height. A new brochure from the Health & Safety Executive (HSE) shows the sensible precautions which should be taken to keep people safe when using ladders and stepladders in the workplace.

Following this guidance is normally enough to comply with the Work at Height Regulations 2005 (WAHR). HSE is at pains to point out that ladders and stepladders are not banned under health and safety law. In fact they say they can be a sensible and practical option for low-risk, short-duration tasks.

However, it is important to use the right type of ladder and to use it safely.

Free to download at [www.hse.gov.uk/pubns/indg455.pdf](http://www.hse.gov.uk/pubns/indg455.pdf)



## Diamond Jubilee special publication

To mark the Queen's Diamond Jubilee, Chartered Institute of Environmental Health (CIEH) chief executive, Graham Jukes, asked current and retired members to send in professional recollections and photographs from the previous 60 years. They responded in large numbers and in June 2012 a special souvenir issue of EHN was published to mark the Jubilee year.

The material has now been expanded into a full-colour, 167-page, illustrated book. *Putting Wrong Things Right* shows how air quality was improved, the slums were cleared and food was made safer by the countless interventions of the environmental health profession in the first 60 years of the Queen's reign. The book (ISBN 978 1 906989 67 5) is available for £19.99 (Amazon). With a special CIEH members price of £14.99 from William Hatchett.



## New code for users of metallic phosphides

RAMPS UK has produced a new code of good practice for metallic phosphides. It sets out clear and concise guidelines for stockists, users and trainers. The easy to follow code of practice lists bullet points on what you should always do when using metallic phosphides and also what you should never do, helping operators to follow good practice.

Appendix 1 gives a detailed explanation of how to store aluminium phosphide and appendix 2 describes how to dispose of the product correctly and safely. There is also a suggested application letter for the purchase of aluminium phosphide at the back of the booklet.

Hard copies from RAMPS UK/BASIS, Rentokil & Killgerm or download at [www.ramps-uk.org](http://www.ramps-uk.org).



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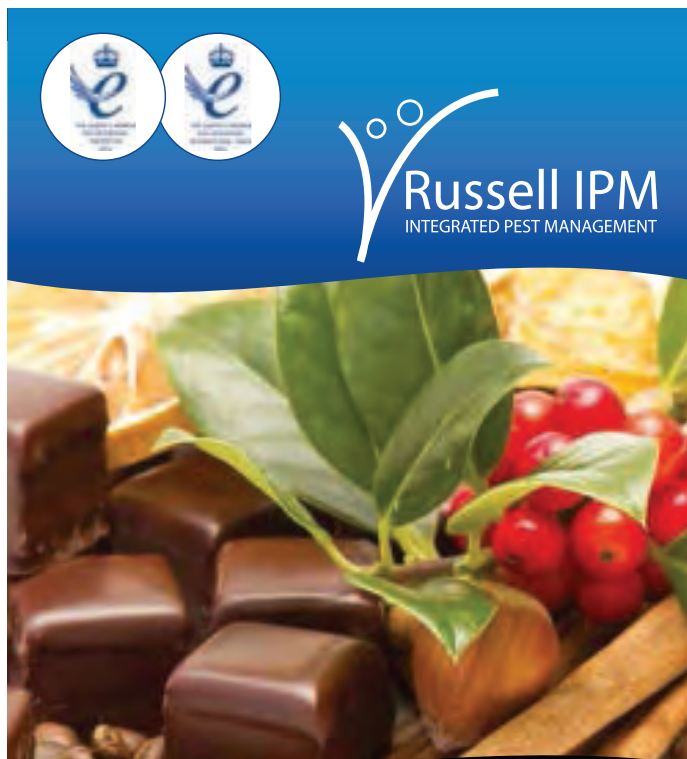
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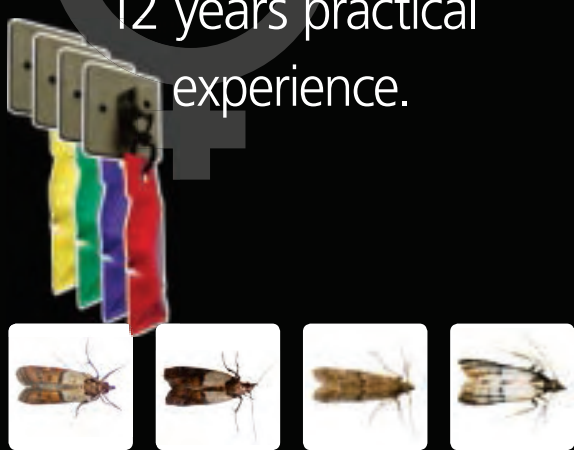


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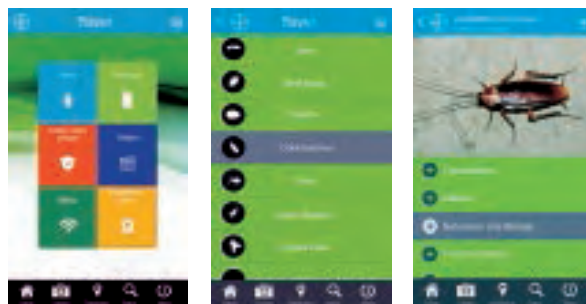


[www.confusedmoth.com](http://www.confusedmoth.com)

Use biocides safely. Always read the label and product information before use. HSE Registration number 9346




## Bayer pest app first in the market



Apps are becoming an everyday part of our lives, so it was only a matter of time before one was introduced for pest control. Always well respected for their printed technical material, it was no surprise when news of such a development arrived from Bayer.

The app is basically constructed in two halves. The first is a pest classification guide, and features pest images on over 25 different species of pest insects and rodents found in the UK. Information relating to behaviour and biology, along with the most appropriate product solution is included for each pest.

In the case where the insect pest cannot be easily identified, Bayer has cleverly built in the ability to use the device's camera to photograph a situation and send the image directly to the company's technical support manager for identification within two working days.

The second half is a Bayer product guide, which details the key features and the use areas for each product, as well as which pests can be treated by that particular product.

Other features include links to topical news items and product videos and to each product's safety data sheet. But overall one of the key benefits is it offers immediate information, which can easily be updated, at the tap of a screen.

**Pest** asked one of our regular tech-savvy readers to road test it. Their verdict was that the overall structure is great, as are the pest photographs. One oversight is that problems created by particular pests were excluded. These would prove useful when talking to customers – such as no wasps' nests shown in the wasps section.

The Bayer PestXpert App is free from the Apple App Store at: <https://itunes.apple.com/us/app/bayer-pestxpert/id793722488?mt=8>

It is also available to download on Google Play for Android users: <https://play.google.com/store/search?q=bayer%20pestxpert&c=apps>



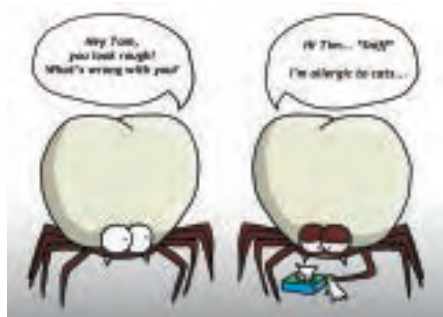


# Pests don't have to be scary!

Back in 2012/2013 David Cain of BedBugs Ltd got involved in diagnosing a pest problem for someone who was extremely frightened of insects.

"This got me thinking," explained David. "And, with a greater understanding that people can be stressed and anxious enough about bed bugs, it led to a complete re-design of our company website. People don't need to be frightened senseless by the websites of the companies they need help from."

A collaboration with Bed Bugs Ltd's resident artist at Scribble & Co saw the production of a full set of pest species in cartoon format to allow sensible education without scare tactics. It was from this that [www.PestsDontHaveToBeScary.com](http://www.PestsDontHaveToBeScary.com) was born. The project allows free access to the images for public education programmes and a low cost license to pest control companies.



## 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 saving SGARs (page 7) rodent control on the Isles of Scilly (pages 18-19) and the Mitie seminar (pages 26-27) 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.

**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.

<b>1</b>	What does CRRU stand for?		
	a) Campaign for Retraining Rodenticide Users	<input type="checkbox"/>	c) Cataloguing Responsible Rodenticide Use
	b) Control of Recent Rodenticide Use	<input type="checkbox"/>	d) Campaign for Responsible Rodenticide Use
<b>2</b>	Which one of these rodenticides is NOT a second-generation anticoagulant?		
	a) flocoumafen	<input type="checkbox"/>	c) bromadiolone
	b) coumatetralyl	<input type="checkbox"/>	d) difenacoum
<b>3</b>	Which one of the following is NOT a Sector Group within the SGAR Stewardship Regime?		
	a) Gamekeepers	<input type="checkbox"/>	c) Retail consortium
	b) Agricultural industries	<input type="checkbox"/>	d) Professional pest control & local authorities
<b>4</b>	When in 2014 is it planned the Oversight Group will meet to receive the Steering Group proposals?		
	a) February	<input type="checkbox"/>	c) April
	b) March	<input type="checkbox"/>	d) May
<b>5</b>	The Isles of Scilly are unique in having England's only storm petrel colonies. How many pairs are there?		
	a) 398	<input type="checkbox"/>	c) 2,398
	b) 1,398	<input type="checkbox"/>	d) 3,398
<b>6</b>	What % of use does Peter Trotman estimate rodenticides will account for in future Integrated Pest Management programmes?		
	a) 10%	<input type="checkbox"/>	c) 30%
	b) 20%	<input type="checkbox"/>	d) 40%

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## Need to claim CPD?

Two PROMPT Continuing Professional Development (CPD) points are awarded to readers of **Pest** magazine. The number you will need to claim your points for 2014 is: PC/34310/14/g

If you still need to claim for 2013 use PC/28584/13/g

# Nominate now for product 'Oscars'



## Timetable

- 27 January 2014 – **Pest** Best New Product Award announced;
- 27 January to 31 August 2014 – **Pest** readers can nominate products;
- 1 September 2014 – product shortlist drawn-up from nominations;
- 1 September to 30 October 2014 – readers vote to find the winner;
- 31 October 2014 – all votes counted;
- 5 November 2014 – winners announced at PestTech.

best  
product  
award  
2014  
pest

Products launched between 1 January 2013 and 31 August 2014 are eligible for the **Pest** Best Product Award 2014 – what some have dubbed the UK pest management industry's product 'Oscars'!

Readers can use the form printed below to nominate any product that they feel has made an improvement to their lives and/or working practices.

**Pest** associate editor, Helen Riby, explains: "Now in its fifth year, we have already had some fantastic winners. All products introduced commercially during the 20 month qualifying period, that's between 1 January 2013 and 31 August this year, can be put forward, with one exception. Products which have already achieved a first, second or third place cannot be nominated.

"So for 2014 that means you cannot nominate the 2013 winners, which were: the XL8 telescopic lance from Lance Lab, Formidor ant bait from BASF Pest Control

Solutions and Detex non-tox soft bait from Bell Laboratories. These apart you can put forward as many products as you would like. And, don't worry if you're unsure about when your favourites were introduced. We'll double check that for you to make sure they are eligible," she adds.

**Pest** readers are in the driving seat. You nominate the products; photocopy the form or go online if you don't want to deface your copy of the magazine. We will then produce a shortlist and invite you to vote for the product you feel has been the most innovative – the product which has made the greatest improvement to your life and/or your working practices.

The winners will be announced at PestTech in November.

## Nomination form

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

1

2

3

4

5

Name:

Organisation:

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Email:

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

For all the legal stuff visit [www.pestmagazine.co.uk/content/newsitem.aspx?id=1090](http://www.pestmagazine.co.uk/content/newsitem.aspx?id=1090)

best  
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award  
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pest

## Rules of engagement

- 1 Only commercial pest control products can be nominated. Services, promotional schemes, special offers and the like are excluded;
- 2 Products nominated must have been launched after 1 January 2013 and before midnight on 31 August 2014;
- 3 Products must have been fully commercially available at some stage during the time period shown in 2 above. Products supplied free for trials purposes cannot be entered;
- 4 Only products sold in the UK are eligible;
- 5 Entries must be made via the official nomination form or by email following the format specified on the **Pest** website;
- 6 Readers can submit up to five products per nomination form but can only nominate the same product once. You can send in an unlimited number of nomination forms;
- 7 Readers may vote for their top two products, but may only submit one voting form. Second choices will be taken into account in the event of a tie;
- 8 Votes submitted after midnight on 30 October 2014 will not be counted.



## PX-Lepto – disease organism protection

This disinfectant product is designed to be used to control the disease organisms associated with rodent pests.

It has been formulated to help combat the potentially fatal hantavirus, claims Killgerm.

It is intended for use by pest control operators, or other competent users, who might come into contact with rodent droppings, urine, nesting materials, carcasses, or those who might work in areas where rodents have been active.

It contains chlorhexidine – also found in wound dressings and mouth washes – plus quaternary ammonium cations (QAC).



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

## Solved – an easy entry to clean environments

Designed to fit conveniently and quickly over outdoor or safety footwear, the Yuleys slip on/slip off footwear protector means pest controllers can quickly and easily go into people's clean homes or offices, without the need to remove their outdoor footwear.

Described as an environmentally friendly and cost conscious alternative to traditional disposable shoe covers, Yuleys can easily be cleaned with warm water for years of use. The footwear is a seamless one piece shoe cover made of flexible industrial grade SEBS rubber and comes in a variety of sizes to fit the majority of work shoes and boots.

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



## Film your pest enemy

This motion sensor camera enables the user to record in real-time videos of pest activity. It allows the operator to confirm the presence of pests and identify the source of an infestation. Particularly useful when trying to track-down rodent activity in an infested area

The kit consists of a 5MP camera and comes with adjustable sensitivity to shoot photos and videos in colour, or night mode recording in black and white. With mini USB-output and SD card slot (32GB max) it does requires four AA batteries for power.



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

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# Two events in Krakow, Poland

If you've never been to Poland than now's your chance to combine a few days sightseeing in a fascinating city with some pest-related activities to prevent you from getting any withdrawal symptoms. This year there are two events of interest to pest professionals in the city.

First up is ConExPest on 8 & 9 May. Held every three years this trade exhibition and associated conference, which, in particular, attracts visitors from Poland, the Czech Republic, Slovakia, Hungary, Lithuania, Latvia, Ukraine and Belarus.

It is organised by the Polish pest control association with support from the Czech, Slovakian and Hungarian associations.



The second event is less than a month later. From 2 to 4 June stored product pest management will take centre stage when the 11th Fumigants & Pheromones Conference comes to town.

Presenters include regional and international speakers who have spent their lifetime researching ways to better protect food, grain, people and the environment. Keynote speaker is New York rodent expert, Dr Bobby Corrigan.

David Mueller, conference organiser from Insects Limited, Indianapolis says: "The

audience attending this biennial gathering is truly international. The three previous conferences combined attracted over 800 pest managers from 60 different countries from six continents.

"They came to meet others in our field, learn from experienced speakers, and share their ideas."

If you have an interest in stored product insects, pheromones, fumigation or work in the food industry then this is the event for you. Book before 15 March and you qualify for a Euro 100 early bird discount.



## 11<sup>TH</sup> INTERNATIONAL Fumigants & Pheromones Conference

JUNE 2-4, 2014

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# Diary dates 2014

## 6 March

### Rodents and Rodent Control:

#### Getting the Risks in Proportion

Best Western Yew Lodge, Kegworth

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

## 11-12 March

### 8th National Italian Disinfestando Conference

The Hotel Garden, Siena, Italy

[www.disinfestazione.org](http://www.disinfestazione.org)

## 11-13 March

### Facilities Management 2014

NEC, Birmingham

[www.easyFairs.com/facilitiesmanagement](http://www.easyFairs.com/facilitiesmanagement)

## 8-9 May

### ConExPest 2014

International Trade Fair & Conference Centre,

Krakow, Poland

[www.conexpest.pl](http://www.conexpest.pl)

## 21 May

### PPC Live 2014

Salford City Stadium, Manchester

[www.ppclive.org](http://www.ppclive.org)

## 2-4 June

### 11th Fumigation & Pheromones Conference

Krakow, Poland

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

## 20-23 July

### 8th International Conference on Urban Pests

Zurich, Switzerland

[www.icup2014.ch](http://www.icup2014.ch)

## 7-8 October

### CIEH Conference 2014

East Midlands Conference Centre, Nottingham

Email: [d.donnelly@cieh.org](mailto:d.donnelly@cieh.org)

## 21-24 October

### PestWorld 2014

Orlando, Florida, USA

[www.npmapestworld.org](http://www.npmapestworld.org)

# PPC LIVE

## MANCHESTER - 21 MAY 2014

The British Pest Control Association (BPCA) is to stage a one-day trade exhibition and conference on Wednesday 21 May 2014 at Salford City Stadium in Manchester.

The event has been christened PPC Live and it is anticipated that it will be held every two years, alternating with PestEx. PPC Live is designed for technicians, surveyors and company owners to help improve their technical knowledge, earn CPD points, and keep up-to-date with the latest industry changes and products.

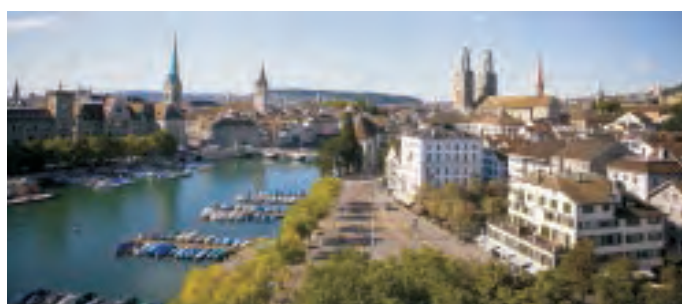
BPCA chief executive, Simon Forrester claims that: "PPC Live will be our sector's best one-day even, and will include a seminar and practical programme that will be unrivalled by any other event in the UK, bringing the whole sector under one roof to share and learn from each other to make a stronger, safer pest control industry."

Seminar topics will include the latest on SGAR stewardship, pesticide waste handling and a panel discussion on what clients want from their pest controllers.

Time will tell how it fares in comparison to PestTech; the very well established annual, one-day event organised for the last 21 years by the National Pest Technicians Association (NPTA).

Further information about the PPC Live seminar and practical demonstration programme will be released in due course.

## Discussing urban pests in Zurich



If you fancy somewhere a bit more scenic than Salford, then how does Zurich in July sound? The city is hosting the 8th International Conference on Urban Pests from 20 to 23 July.

The extensive technical programme includes papers from leading academics from around the world. Insect pests to be covered include bed bugs, mosquitoes, flies, ants, termites and cockroaches along with vertebrate pests, including rodents. There are also sessions covering specific treatment techniques, heat treatments being one.

The first paper at the event is very topical given the volume of rain we have had this winter – it's on 'Flood water mosquitoes and their control in wetlands'!

The delegate registration fee of Swiss Francs 660 (c £434) includes admission to all the scientific sessions, a set of conference proceedings, welcome reception, coffee breaks and three lunches. Further details including the full conference programme from [www.icup2014.ch/](http://www.icup2014.ch/)

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