

pest

The independent UK pest management magazine

No resistance!



Issue 33
May & June 2014

Less is more for mouse control visits



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2014 mood of the industry results are in

Medium term prospects 2014



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Waste disposal rules: boring but important!



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Aims

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

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It's summer already

The 1 June is the 'official' first day of summer, according to the Met Office at any rate, and, if comments we picked up at PPC Live in Manchester last month are anything to go by, 2014 is already shaping-up to be a good wasp year. And about time, we hear you say.

According to the National UK Pest Management Survey, run jointly by ourselves and BASF Pest Control Solutions (pages 19-22), wasp work last year recovered some of the ground it lost in the dreadful summer of 2012, but my no means all of it. Hopefully in 2014 it will be back to full strength. One of the trends picked-up in the survey is the increasing concern, amongst all pest professionals, about product use restrictions and the impact these will have on rodent control in future. There's also a small but growing concern about behavioural resistance in rodents.

Independent consultants Acheta have certainly uncovered plenty of evidence of mice using their intelligence to avoid bait boxes in food manufacturing sites (pages 16 & 17). Mice have also been the subject of research by the University of Salford and Manchester City Council. We have an update on their findings (pages 8 & 9) which, amongst other things, indicate that extending the time between treatment visits improves control and reduces the total number of visits required.

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Additional sponsor member for CRRU

With headquarters in Padua, Italy, rodenticide manufacturer and supplier, ZAPI, has become the eleventh sponsor-member of the Campaign for Responsible Rodenticide Use (CRRU) in the UK. This comes at a critical time, according to CRRU chairman Dr Alan Buckle, for the development taking place currently of a stewardship regime for second generation anticoagulant rodenticides (see page 7). "As the stewardship regime develops, another source of professional input and funding is most welcome," he adds.



Rokill MD becomes Royal Warrant Holders' president

Alec McQuin, managing director of Ringwood-based Rokill Pest Control, has been appointed national president of the Royal Warrant Holders association.

Royal Warrants are issued by The Queen, Duke of Edinburgh and the Prince of Wales to companies providing goods or services to the Royal Household. Alec will have a busy year ahead representing the association at events ranging from a president's reception at Westminster Abbey to business development and environmental training events around the UK. Also a trip to China to support UK companies looking to increase their exports. Rokill was awarded the Queen's Royal Warrant for pest control services in 2000. Alec confirmed: "I am very proud that Rokill has worked with the Royal Household since 1984. Being awarded the Queen's Royal Warrant is one of the company's greatest achievements. My appointment as national president is a privilege and an honour."

Congratulations to Mr & Mrs Blaszkowicz

On 5 May, at All Saints church in Fleet, Hampshire Nic and Rhian tied the knot. Nic, who is global marketing manager for PelGar, is seen below with his lovely bride, Rhian, supported by their ushers and bridesmaids. Not hard to spot, Nic's brother Mike is second from the left, with his other brother, Andy, in the same spot on the right. Standing to the right of Rhian in the photo is her sister, Nikki, whose daughters are the two adorable little flower-girls.



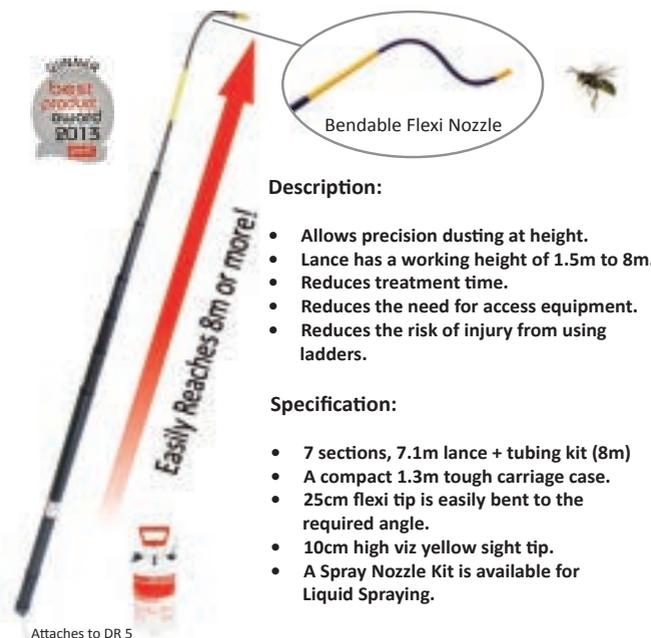
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SX strengthens its team

There is a new general manager at SX Environmental, Mark Wiseman and Barry Phillips joins as the company's new technical sales manager in the South East.

Mark's background includes 12 years hands-on experience in integrated pest management as well as extensive wider business management activities. Mark has provided pest solutions to a large variety of clients and worked most recently for Rentokil and Cannon.

Out in the field, Barry Phillips is responsible for managing the customers' requirements, via training and field support. He will also be introducing and demonstrating new SX products and services.

Barry had over 14 years experience in food and beverage management before moving into pest control. In the past 12 years he has held positions in both technical and sales capacities, specialising in many fields including bird control, heat treatments and food production compliance, most recently with Cleankill.



Mark Wiseman



Barry Phillips

Industry celebrates the life of Jonathan Peck

On a lovely spring day, 11 April 2014, over 200 people from across the UK and international spectrum of pest control gathered at Southwark cathedral to commemorate the life of Jonathan Peck who sadly died on 15 September 2013. After the service there was a lunch reception at the Chartered Institute of Environmental Health (CIEH) followed by a series of presentations recalling Jonathan's extensive achievements and, just as importantly, explaining how his legacy will live on.

The speakers included Rupert Broome who spoke of Jonathan's business achievements at Killgerm, Graham Jukes from CIEH, Dave Oldbury representing NPAP and Alan Buckle from CRRU. Jennifer Leggett of Lindsey Pest Services in Florida outlined some of Jonathan's US activities, whilst Peter Minhinnett detailed his fund raising work for the charity, Water for Kids.

Also representing the global industry was Michel Bayoud from Boecker Public Health in the Lebanon. Touchingly, Michel announced that a special cedar of Lebanon tree (the national symbol of Lebanon) had been planted in Jonathan's memory.



Michel Bayoud presenting Fionnula Peck, Jonathan's widow, with a special framed cedar of Lebanon certificate

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New account manager at Bayer

Bayer CropScience has appointed Neil Pettican as national account manager for Professional Products. Neil will look after a number of



Bayer's key distributor accounts across the pest control division. He will be responsible for developing strategic relationships with key partners and building closer relationships with end customers. Alan Morris remains head of sales in the UK and Ireland.

For the past eight years, Neil has specialised in amenity sales working for Barenbrug UK.

Cockroach challenge champ

The winner of the **Pest** magazine 'Guess how many cockroaches competition', was Colin McCook, an environmental warden (pests)



for the joint environmental health service of Bolsover District Council & North East Derbyshire District Council.

Colin was presented with his chosen prize of £100 worth of SUTERRA bed bug and cockroach traps by **Pest** associate editor Helen Riby.

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Working from home, the role will entail significant travel within the UK. The successful applicants will ideally be located somewhere in the Midlands / M1 corridor or Manchester / Liverpool area, but potential candidates outside of these areas should not be deterred from applying. A driving licence is essential.

The ideal candidate will have at least 5 years' experience of inspecting warehouses and food-manufacturing sites, a thorough working knowledge of pest control products and practices, excellent interpersonal skills and be computer literate. However, we are prepared to commit time and money to develop a less experienced candidate from the pest control or food industry who shows exceptional promise.

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More work to be done!

It seems that whatever pest management event you attend these days there is an obligatory session on the future of Second-Generation Anticoagulant Rodenticides (SGARs). PPC Live was no exception.



The SGARs update panel: From left: Rupert Broome Killgerm, Simon Forrester BPCA, Dave Oldbury NPAP and Iain Turner NPTA

Of course SGARs are an important topic so every event organiser wants to be the first to be able to announce what's happening. And there is no doubt that pest professionals also want to know what they will need to do to meet the stewardship requirements. For this reason, these sessions always draw good crowds so, no surprise then, that the SGARs Stewardship Update session at PPC Live was pretty packed.

They had come to hear the panel comprising Rupert Broome from Killgerm, Simon Forrester of BPCA, Dave Oldbury representing CIEH's National Pest Advisory Panel (NPAP) and Iain Turner of NPTA. The session was chaired by Paul Charlson from West Lancashire BC. Unfortunately agendas are inevitably put together some months beforehand and politics had conspired such that, there really there wasn't much the members of the panel were able to say.

Rupert gave a succinct resume of how we've got to where we are and the other panellists chipped-in with useful additions. They then opened things up to questions from the floor.

Readers may recall that in March, just prior to the deadline for the submission to the Oversight Group of the stewardship proposals for the professional pest control & local authority Sector Group, the Barn Owl Trust stirred-up public concern with an online petition. This brought a new political twist to the stewardship arena, as Ministers felt obliged to get involved.

The upshot has been that there is to be one combined plan covering all Sector Groups. The new date for submission has been set as 9 June which is about when you will receive this copy of **Pest**, so check our website for news. On 7 July the HSE and relevant government departments will provide formal feedback to the Steering and Sector Groups.

A consultation, although in quite what form or of what scope, is likely to take place around August, but no firm date is set as yet. After this a final ministerial decision will be made and, if everyone is happy, the plan will be implemented.

The original idea was for a relatively short stewardship plan, but now a much bigger document is required. This will put rodenticides into context and remind the Oversight Group and Ministers of the public health implications of rodent control. The problem is that the people who make the decisions are unlikely to have experienced the horror and stress of living with a rodent infestation. HSE has made it plain that they

expect there to be a risk hierarchy within the document and that SGARs should be the tool of last resort.

Some concerns were raised. In general these were to do with the policing of stewardship, once introduced and the huge difficulties that many felt are going to arise with customers who refuse to accept the loss of techniques, such as permanent baiting. Particular concerns were to do with farmers and landowners, who will still have access to SGARs and may be inclined to either sack their professional pest controller, and find one who isn't following the stewardship, or take it on themselves to supplement the baiting regime with their own top-ups.

The panel reminded the audience that the position on permanent baiting is clear. Routine permanent baiting will not be acceptable. However 'required permanent baiting', based on a proper risk assessment should be OK, but justification is essential.

This saga still has plenty of legs but let's not lose sight of the big issue. If the EU had its way then all SGARs would be banned. We should be thankful too that, unlike some EU countries, at least our regulatory authorities are engaging with the industry and looking for practical solutions.



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From left, the Salford University research team: Robyn Brook, Alex Felix-Thomas and Professor Gai Murphy with Michael Fowler from Manchester City Council

Mouse baiting strategies

– the story continues!



It is just over a year ago, at PestEx 2013, that Salford University and Manchester City Council presented the results of their work into mouse behaviour in relation to different types of bait and how those baits were presented. Further research revealed at PPC Live has uncovered new 'surprises' which raise an important discussion about frequency of treatment visits.

As reported in **Pest** (Issue 28: July & August 2013) Professor Gai Murphy presented the initial project findings. The research team had placed non-toxic wax blocks and whole-wheat in a range of containers, in different types of rooms and in different types of housing. Whilst there were a lot of variables, the research showed very clearly that mice preferred loose grain baits in cardboard boxes rather than wax blocks in tamper resistant boxes.

At the time the work raised new questions that the team hoped further research would explore. The good news is, it has! The latest results were presented at PPC Live in Manchester on 21 May 2014.

With two new members of the Salford University team (Alex Felix-Thomas and Robyn Brook) and continued support from Michael Fowler and his team at Manchester City Council, more data has

been gathered and more 'surprises' uncovered. This has led to further conclusions on the impact of bait presentation on mouse feeding behaviour and more questions to be asked of regulators.

Research extended

The project team extended their research into 27 sites, a mix of social housing with managed flats and terraced houses. They baited different rooms with non-toxic wax or whole-wheat grain presented in different containers. Because daily access was essential to track the quantity of bait eaten each day, the original number of sites was distilled down to 12 where daily access had been achieved. By rotating the baits between the different rooms within the dwellings, it became clear that it was the bait type and presentation that was crucial, rather than where it was placed. No matter where the baits were, the mice would find them and, if attractive, feed from them.

The puzzling question was why were baits in cardboard boxes so much more attractive than open trays and, perhaps, more importantly, tamper resistant bait boxes? Enter Robyn Brook!

Video evidence

Robyn is a trained wildlife photographer and she rigged-up cameras in both the cardboard boxes and the tamper resistant boxes. The video clips from each could not have been more different.

The camera in the cardboard box showed several mice spending time in the box together, sitting up and kibbling the grain. The camera in the tamper resistant box, on the other hand, showed mice entering one at a time and dragging grains out to eat them. Quite a revelation.

A third clip showed an overview of the cavity beneath a kitchen cupboard containing two or three tamper resistant boxes. Not only did this clip demonstrate a reluctance by mice to go into the boxes, but also that, when protected and undisturbed, wall and corner seeking behaviour was hardly evident!

Should that be a surprise or not? Of course, there is the caveat that this was one clip and not an exhaustive study. However, the project continues with findings to be published later this year.

Alex Felix-Thomas introduced yet another

line of investigation, a project concept which was developed with Manchester City Council's pest control services manager Michael Fowler, to investigate standard domestic mouse treatment practices where infestation levels were judged to be moderate/low and to assess their efficiency and effectiveness.

It is widely accepted that mice are not neophobic. Quite the opposite – they will investigate anything new in their environment. To a certain extent this is borne out by the observation that mice sought-out the bait in the nice cosy cardboard boxes.

Longer treatments

However, Alex's presentation asked questions about the length of time between visits to check the bait. Standard industry practice is to complete a mouse job in two weeks with three visits: lay the baits on day one; inspect, top up and reinforce after one week and take-up the bait after two weeks.

Alex worked with technicians at Manchester City Council to explore the consequences of extending the duration of the exercise to four weeks with the second and third visits taking place after 14, rather than seven days.

The net result showed that there was a **significant reduction** in the need for a fourth visit. This was deemed to be necessary in 56% of infestations when the standard strategy was employed, but in only 10%

when the exercise was scheduled over 28 days.

It seems that not all mice feed from newly installed baits but that a proportion of them prefer to take their time. We know that individual mice can exhibit very different behaviour. We learnt that in the 1960s in trying to develop the perfect bait base for mice – there isn't one! Then again in the 1980s when behavioural resistance was first encountered. Why should we be surprised this time?

Manchester City Council's Michael Fowler explains: "From these findings it is clearly evident that Manchester City Council could review its standard treatment practice and introduce the new baiting concept, saving a significant number of call-backs and re-treatments."

Open mind required

Michael goes on to emphasise the importance of accurate assessment: "Each treatment undertaken has to be based on the technician's initial survey findings and be adapted based on evaluations during revisits.

"The modern approach to pest control is to be flexible and proactive towards treatment revisit time-frames, applying an open mind, as opposed to using habitual, old fashioned methods of treatment application," concludes Michael.

Is 'the baby being thrown out with the bath water'?

Once again questions should be addressed to the regulators.

In 2013 the question was posed as to whether the use of block baits in tamper resistant bait boxes should be so prescriptive? Quite clearly it must be ensured that non-target animals...and people...are not exposed to bait through spillage or prying fingers.

However, mice are public health pests. As well as damage to and contamination of food, there is evidence that mice are involved in the spread of a number of diseases, including toxoplasmosis. Therefore, when calculating risk, their extended presence should appear on the opposite side of the equation to potential exposure to rodenticide. Can our regulators take that on board? There seems little point in placing block baits in tamper resistant boxes if those baits are not going to be eaten.

Of course, the bait box manufacturers could be asked to take another look at their designs. Perhaps boxes with a little more headroom may help.

Mouse bait labels refer to frequent inspection of baits in the first 10-14 days, or inspection after three to four days. Is this really

necessary, or can the inspection regime be more relaxed?

This research never ceases to surprise and there is certainly more potential in it continuing. The 'Pied Piper' principle, however, applies – funding is short. Investment is needed if this revealing work is to continue to challenge current custom and practice and to provide the evidence needed to promote effective and efficient pest management.

As research goes this project is not desperately expensive or unaffordable. Even small contributions will help. Pledge your support and donate some funds to the Salford University Project. Please contact Gai email: r.g.murphy@salford.ac.uk to discuss your involvement in this research.



D-CON agrees to stop selling 12 rodent products

On 30 May 2014, the US Environmental Protection Agency (EPA) announced that it has reached agreement with the manufacturer of the popular consumer rodenticide d-CON to cancel 12 mouse and rat poison products that do not currently comply with EPA safety standards. Readers will recall that the manufacturer, Reckitt Benckiser, (see *Pest* issue 32: March & April 2014, page 9) was using legal tactics to defend its sales position.

The cancellation of these 12 d-CON products that do not comply with current standards will continue the trend of reduced exposure to children, pets and wildlife.

Reckitt Benckiser, has agreed to stop production by the end of the year and stop distribution to retailers by 31 March 2015.

A case for all female pest controllers?

Canadian scientists have discovered that laboratory rats and mice dislike the smell of men, but don't mind that of women.

An international team of pain researchers led by scientists at McGill University in Montreal have discovered that the presence of male experimenters produced a stress response in mice and rats equivalent to that caused by restraining the rodents for 15 minutes in a tube, or forcing them to swim for three minutes.

This stress-induced reaction made mice and rats of both sexes less sensitive to pain. Female experimenters produced no such effects.

The researchers found that the effect of male experimenters on the rodents' stress levels was due to smell. This was shown by placing cotton T-shirts, worn the previous night by male or female experimenters, alongside the mice; the effects were identical to those caused by the presence of the experimenters, themselves. It is felt that both



mice and men share certain pheromones, so mice react to the human male smell as if under threat from an unknown male mouse.

Although this observation relates solely to laboratory rats and mice, it is highly possible the same applies to their wild cousins.

Female pest controllers may be the answer. Or, is there a case for rodenticide manufacturers joining forces with cosmetic companies so as to produce perfumed baits?

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Traditional skills and service strike gold

As a country, Britain is renowned for its creative engineering skills – people who spot a problem and come-up with a well thought-out answer. And although traditional business values such as care, not only of your customers but also of your staff, regrettably, seem to be going out of fashion, this certainly is not the case at Wembley-based Bower Products as *Pest* editor, Frances McKim, discovered on a recent visit.

Family owned and run, the Bower Products organisation we know today is celebrating its 30th anniversary. Founded by managing director, Steve Bowerman, the company's current range consisting of the Insect-a-Clear electronic fly killers and also a selection of washroom and hotel products, came about almost by chance.

After leaving school, Steve served a five-year engineering apprenticeship at the Hoover Company, based at the famous art deco building in Western Avenue, Perivale, London. He explains: "In those days, these were real apprenticeships. It was tremendous. A fantastic grounding." But his entrepreneurial spirit led him to leave Hoover in 1968 and start-up a new company with a business partner, based on a farm in Harefield, Middlesex.

Engineering background

This was a general engineering business undertaking a wide range of activities from tooling design to large batch production. At that time, one of Steve's customers was his previous employer, Hoover, and Phil Huggins (now a director at Bower) was the manager responsible for out-sourcing these Hoover activities.

Just as Steve, Phil too was a graduate of the same five-year apprenticeship scheme at Hoover. This business relationship worked



Bower Products directors, left to right, David Bowerman, Phil Huggins and founder Steve Bowerman combining traditional values with modern design and technology

well, then in 1978, quite by chance, Steve told Phil he was looking for a works manager and did Phil know of anyone suitable? Quick as a flash Phil said yes he did, himself. The rest, as they say, is history!

Not long after Phil joined, another turn of fate led this fledgling company to start its move to become the company we know today. Situated close to his engineering works (now in Hayes) was Silavent – a company

well-known for its fans and ventilation products. Steve's company ran their manufacturing side for a few years, so became familiar with the workings of fans. Then in 1982 the engineering company relocated to the site in Wembley they still operate from today.

Readers above a certain age will remember the (in)famous circular roller-towel that always used to hang on the back of the toilet door. So, keen to dispense with this germ-trap, an order was placed for hand driers to be fitted at the new premises. Upon their arrival, the engineering brains of both Steve and Phil looked at these and decided they were simply heaters added to fans – and fans they knew all about. So here was an opportunity to develop a product of their own. This formed the original basis of the company's washroom range of products and two years later, in 1984, Bower Products was formed.

Own designs

Having designed and produced their own hand-dryer, Steve and Phil were faced with a problem. How to get them to market as they knew no end-customers. Yet, from this problem developed one of Bower's key business philosophies which remains in place to this day – to research, develop and support a range of distributors.

The result is that in many cases Bower has no idea where their products eventually end up, as they believe very much in keeping themselves to themselves, behind the scenes, so as not to tread on the toes of their distributors. As one customer not that long ago

Bower in figures

- Turnover in 2013 circa £3m
- Number of employees 20
- Three business areas – EFks and UV lamps, washroom products and the hotel range
- Now exporting EFks to over 40 countries worldwide
- Sales of nearly one million lamps a year
- Manufacture and sell 60 different variations of fly killers
- Bower estimate they hold 300,000 lamps in store ready for despatch



Lenka Jurcovicova (left) and Shirley Brading ensure that all orders placed before 14.00 are processed for next day delivery

said: "You are the biggest company nobody has ever heard of."

As the hand dryer range slowly developed, a distributor suggested that they should look at insect killers. In the early 1980's the team felt there was a limited choice of machines and those that there were on the market were expensive and difficult to service. Following their research and development work, Bower produced its own machine, which Steve explains was both better engineered and available at a more cost-effective price. So the Insect-a-clear brand of EFKs was launched in 1984.

Initially the Bower EFKs were solely electric grid fly killers, but customers kept coming-up with suggestions for improvements. One of these was the request for tools-free machine maintenance, which is now an accepted standard in the industry.

When the concept of glue board units emerged this gave the Bower design team greater scope to improve the aesthetics of the Insect-a-clear range, launching models such as the Fly-Shield, Vanquish and Vulcan.

Originally sales were predominantly to customers in the UK, but when David Bowerman joined in 1998 he realised there was scope to develop the business overseas. As David explains: "Orders used to arrive from abroad totally unsolicited, so I set about visiting our international customers and expanding the business. Although Europe accounts for the lion's share of our export business, we have customers as far afield as Singapore, Bahrain, Israel, Iceland, Nigeria and the UAE."

Interestingly, David spent the first five years of his working life outside the business. He had always been fascinated by watches so joined the London jewellers, Asprey on Bond Street, selling some top-flight timepieces.

Specialist sleeving business

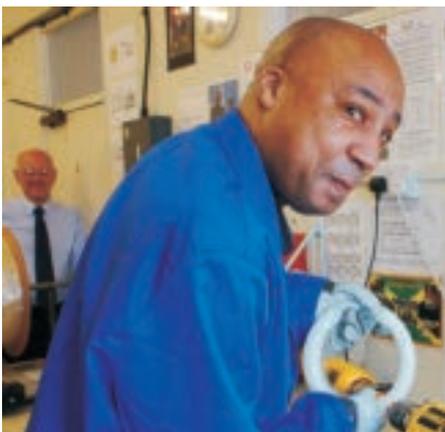
Another addition to the Bower Products portfolio was the purchase of the UV Light Company in 2000. This company specialised in the sleeving of UV lamps, a process which renders them shatter-resistant for use in sensitive situations, such as food factories. Clearly where food is concerned the last thing customers want is fragments of glass in their products, should a lamp get broken. Having acquired the business, Bower has expanded it, now sleeving not only straight tubes but also lamps of all shapes and sizes for customers worldwide.

So, 30 years after the launch of the fly killer range, what is the secret of their success?

Director, Phil Huggins explains: "We believe in quietly getting-on with the business. All our machines are designed and developed here. We buy in components manufactured to our design and then assemble and despatch them from Wembley. Historically, we have never relied exclusively on any sector of our business, nor any one single customer. We sell a large range of products to three different business sectors. We must



Never happier! Steve Bowerman using his engineering skills in his on-site workshop



For customers worldwide. Bower is one of the few companies which sleeves lamps to make them shatter-resistant



Export orders, the responsibility of David Bowerman, now make a significant proportion of the company's business



Paul Hutchinson ensures orders are packed ready for next day delivery



With components manufactured to their own design, all EFKs are assembled and despatched from Wembley

be doing something right, as this, our 30th anniversary is our most successful year yet.

"Traditional values such as availability of stock and prompt delivery are important to us. Our stock holding is something of an accountant's nightmare. We carry spares for all our machines, no matter how old the model is," Phil details.

Rapidly chipping-in, David adds, "Our customers love the fact that because we hold such large stocks we don't keep them waiting. We have no minimum order value, and if an order is placed before 14.00 it leaves us that same day. We offer customers a 24-hour delivery."

As to the future, Steve is not afraid of modern design and manufacturing methods. A year in development, the new Nano

range of EFKs, soon to be introduced, benefits from the latest design methods. The base of the range is the universal end panels. Having designed these, a balsa wood mock-up was created and then a working prototype reproduced using 3-D laser printing.

This new range will offer considerable variety, consisting of nine models containing lamps with different lengths and wattages in glue board or high tension machines. All will offer tools-free servicing with lift-and-lock covers. Own-branding machines can be bespoke to customer's requirements.

So, with new products on the horizon, Bower Products may be run by traditional standards but they are certainly not frightened of embracing modern technology for the future.



Steve Bowerman illustrates the three phases of development of the new Nano range end panels. Balsa wood mock-up (left) through 3-D printed prototype to finished product

Things you might not know about Bower Products

- 1** Built in the 1930s, alongside the Grand Union Canal, the Bower facility is pretty unusual as it comes with its own air-raid shelter under the factory. Colloquially known as 'the dungeon', it houses the stock of parts for machines of yesteryear.

- 2** Many believe the Bower building to be haunted as there have been several sightings of a large dark figure wearing a hat over the years.

- 3** Family owned and run, there are several members of the same family employed by Bower. The average length of service for employees standing at 14 years.

- 4** On 10 August Phil Huggins will be riding the Prudential 100 Olympic route in aid of Children with Cancer. He is looking for sponsorship and will be in touch soon!

A break with tradition!



After 30 successful years of 'quietly getting on with it' the management team decided the time was right to appoint their first dedicated business development manager.

Mike Brooks joined the company in November 2013 with a brief to both look after existing distributors and also to search-out new ones. He recently attended PPC Live in Manchester and is seen here chatting to Chris Corbett (above right) managing director of South Wales-based Aderyn Pest Control.

Don't fall for the trap

There are reports circulating of sub-standard traps being sold in the UK. Nearly identical in appearance to the well respected makes, like Fenn and Springer, the fake traps are made of cheap materials with weak springs. The trigger mechanisms, for example, are made of corrodible steel, rather than brass.

The National Gamekeepers' Organisation (NGO) who are investigating these claims, points-out that it is actually an offence under the Pests Act 1954, and its associated Spring Traps Approval Order, to use an unapproved spring trap with intent to take a wild animal. The possession or sale of such a trap for this purpose is illegal as well. Users are encouraged to check their traps carefully and be wary of anyone offering you a sharp deal on such items. If you come across any dodgy traps the NGO would like to hear from you. Email: info@nationalgamekeepers.org.uk



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Ban on live decoy birds fails

On 15 April the Members of the European Parliament (MEPs) rejected a proposed amendment to an EU Animal Health Regulation which would have resulted in an EU-wide ban on the capture and keeping of all wild birds for use as live decoys for pest control or hunting purposes, such as magpies and crows. The proposed ban was presented with the justification that live decoys can transmit diseases in a way that is impossible to monitor.

This prompted the European Federation of Associations for Hunting and Conservation (FACE) to contact MEPs to inform them that such claims had no grounds in science and to urge them to reject the proposed ban. In fact, the use of decoy birds can help monitor the health of wild birds e.g. as happened during the avian influenza outbreak. The real reason behind this amendment was ideologically driven by anti-hunting sentiments.



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Brainy bumblebees

They may have tiny brains, but bumblebees are capable of some remarkable learning feats especially when they might get a tasty reward. Researchers at the University of Guelph in Canada have studied bees' ability to learn, by themselves and from each other.

In the first study they found bees are capable of learning to solve increasingly complex problems. The bees were presented with a series of artificial flowers that required ever-more challenging strategies, such as moving objects aside or upwards, to gain a sugar syrup reward.

If inexperienced bees encountered the most complex flower first, they were unable to access the syrup and stopped trying. Bees allowed to progress through increasingly complex flowers however were able to navigate the most difficult ones. This is scaffold learning, a concept normally restricted to human psychology in which learners move through increasingly complex steps.

In a second study researchers found bees learned by watching and communicating with other bees, a process called social learning. Behavioural scientists usually assume that observation and imitation are at the heart of social learning, but social insects such as bees can also transmit information through touch, vibration and smell.



Warnings about Lyme disease

Public Health England (PHE) is urging people to be aware of the risk of Lyme disease transmitted by ticks, especially during the warmer summer

months. This warning comes as a result of the warmer and wetter weather (good tick breeding conditions) and the growing number of wild deer – the ticks like living on deer skin. Over the last three years (2011 to 2013), between 950 and 1,050 people have been diagnosed with Lyme disease annually in England and Wales.

Airgun licensing in Scotland?

Scotland's Justice Secretary, Kenny MacAskill MSP, announced on 15 May an Air Weapons and Licensing (Scotland) Bill to licence the 500,000 air weapons he estimates are used in Scotland. Organisations, such as the Scottish Countryside Alliance, have lobbied hard on this point, believing that lower-powered air rifles do not need to be licensed as the vast majority of those who hold and use them, as part of an organised pest control exercise or who shoot for recreation, pose no threat to the wider public.

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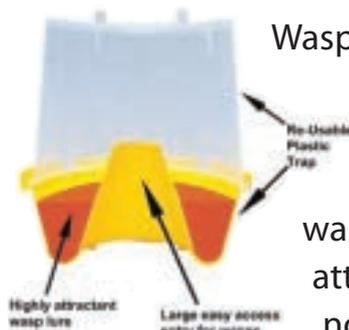


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Clever mice avoiding controls

Are intelligent mice outwitting pest controllers working in the food industry? Or, is it that pest controllers are no longer allowed to use the available tools effectively? Associate editor Helen Riby talked to Dr John Simmons of Acheta Consulting, who presented a paper on this topic at a Society of Food Hygiene & Technology event earlier this year.

Between 10 and 20% of all food manufacturing premises in the UK have an endemic mouse problem. That's a best estimate based on figures pulled together by Acheta Consulting, the independent pest control consultants specialising in auditing and inspections for the food industry. The figures come from the company's own records and those of two specialist pest control businesses also working in the food manufacturing sector.

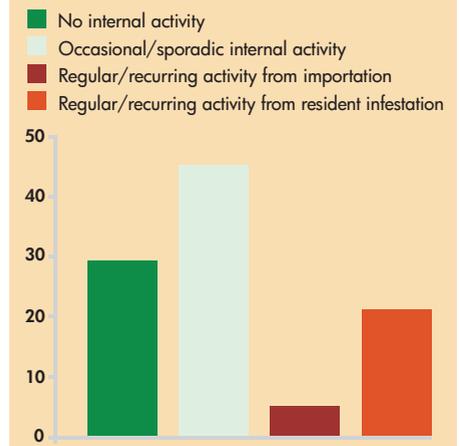
John Simmons explains: "Using our own client base we reviewed rodent activity and allocated each site to one of four categories. These were:

- 1 No internal rodent activity;
- 2 Occasional/sporadic internal rodent activity;
- 3 Regular/recurring internal rodent activity, due primarily to regular importation of rodents to the site;
- 4 Regular/recurring internal rodent activity, due primarily to infestation resident within the fabric of the building.

"The graph right shows that, amongst 180 food manufacturing sites which we had inspected during the past 12 months, slightly more than 20% had a resident rodent population. However, as we are often involved in troubleshooting, rather than contracted pest control, we wondered whether our figures might be painting too bad a picture. That's why we asked two contractors, who we know work with many food manufacturers, for their figures.

"The pest control company data, from 98 and 109 sites respectively, recorded around 10% in the first instance and, in the second it was, once again, 20%. Hence we consider an estimate of between 10 and 20% of food manufacturing sites with endemic rodent infestation to be a reasonable estimate."

Rodent infestations at 180 sites



The control of these rodents, primarily mice, is clearly critical to food safety and the reputations of the food companies concerned. So, why has the pest control industry failed to get on top of these infestations?

John felt it would be helpful to take a step back and to take a look at the key threats to food safety that food manufacturers face. He began with metal or glass contaminants. "These are physical threats, have no intelligence and are entirely predictable," he says. Allergens came next – a chemical threat but also with no intelligence and predictable. Microbiological contaminants are a biological threat but, again, predictable and possess no intelligence. Insects are also a biological threat with no



At each location, Acheta installed a GTO detector and a variety of 'bait stations' using non-toxic bait & traps



Evidence from the tracking dust that mice are avoiding all types of bait station



Only one of the plastic bait stations was entered and there was no bait take

real intelligence and again (usually) entirely predictable.

“But then we have rodents,” adds John. “A biological threat with intelligence and, probably, the most unpredictable threat manufacturers face when it comes to food safety.”

So what are mice doing that makes them so difficult to control? Using a remote monitoring system, GreenTrapOnline (GTO), which detects rodent movement using PIR detectors (the heat/movement detectors commonly found in burglar alarm systems), the Acheta team decided to look at what happens when conventional baits and traps are deployed in food manufacturing premises.

Selecting a retailer distribution centre with a long-standing mouse presence, Acheta chose 25 locations, encompassing a range of evidence of mouse presence, from none to plentiful.

At each location they installed:

- A GTO detector on a length of upturned guttering, with non-toxic bait and UV tracking dust underneath;
- A plastic bait station with non-toxic bait;
- A cardboard bait station with non-toxic bait;
- A plastic trapping station containing a break-back trap baited with a commercial rodent 'attractant'.

John explains: “The trial ran for two weeks and after one week the bait type was changed in case this was influencing the results. It wasn't!”

The results in week two showed that activations were recorded by nine of the 25 GTO detectors. These varied from a single activation in the week, to 105 at one location!

“At every location where an activation was recorded, evidence of mice moving through tracking dust supported the result, so we are confident there were no false positives,” says John. “No rodent movement was observed through tracking dust at locations where no activations were recorded, so we are also sure we had no false negatives.”

But how did the mice react to the baits and traps?

John takes up the story: “On the bait under the GTO guttering we found one full and one part take. In the plastic bait stations, we had no takes and evidence for mouse entry (UV footprints) in only one station. The cardboard bait stations didn't do much better. We had one part take and evidence



A break-back trap, peanut butter and no housing worked, but would it be allowed?

for mouse entry within only this one box. In the boxes containing traps we had no catches and, quite amazingly, tracking was observed only within one box where the trap had been accidentally activated!”

This last point brings up another concern. There is evidence that, in food manufacturing premises where there is plenty of food, mice are positively avoiding all bait stations. They will walk around, or even, over the top of the stations but it seems are not interested in entering them.

All is not lost though; there was actually one mouse caught in a break-back trap. Peanut butter was the bait, and the trap wasn't contained in a housing of any kind. Is that then the answer? Unfortunately not, peanut butter wouldn't be permitted in any nut-free

manufacturing site, and one major retailer has a standard for their suppliers which prohibits the use of traps which aren't contained in a housing!

The problem is that some food industry auditing standards tend to treat all threats to food safety in the same inflexible, some might say, dictatorial, way. They are prescriptive, which is fine when you are dealing with a threat that lacks intelligence but, as we have seen, rodents are clever and adapt to their surroundings.

On the evidence gathered by Acheta, intelligent mice will continue to make a comfortable home in 10 to 20% of all European food manufacturing premises. The inflexibility of some food standards will do nothing to help reduce this figure.

Rokill offers further evidence

Paul Westgate from Rokill says that his experience is entirely in-line with the findings from the Acheta experiment.

“Getting control of mice seems to become more and more challenging,” he says.

As these pictures from Paul clearly show, even if the mice enter a box armed with a trap, they carefully avoid the paddle so that they don't spring it.

In other cases they just don't go into the box – round it, over it but not in it!

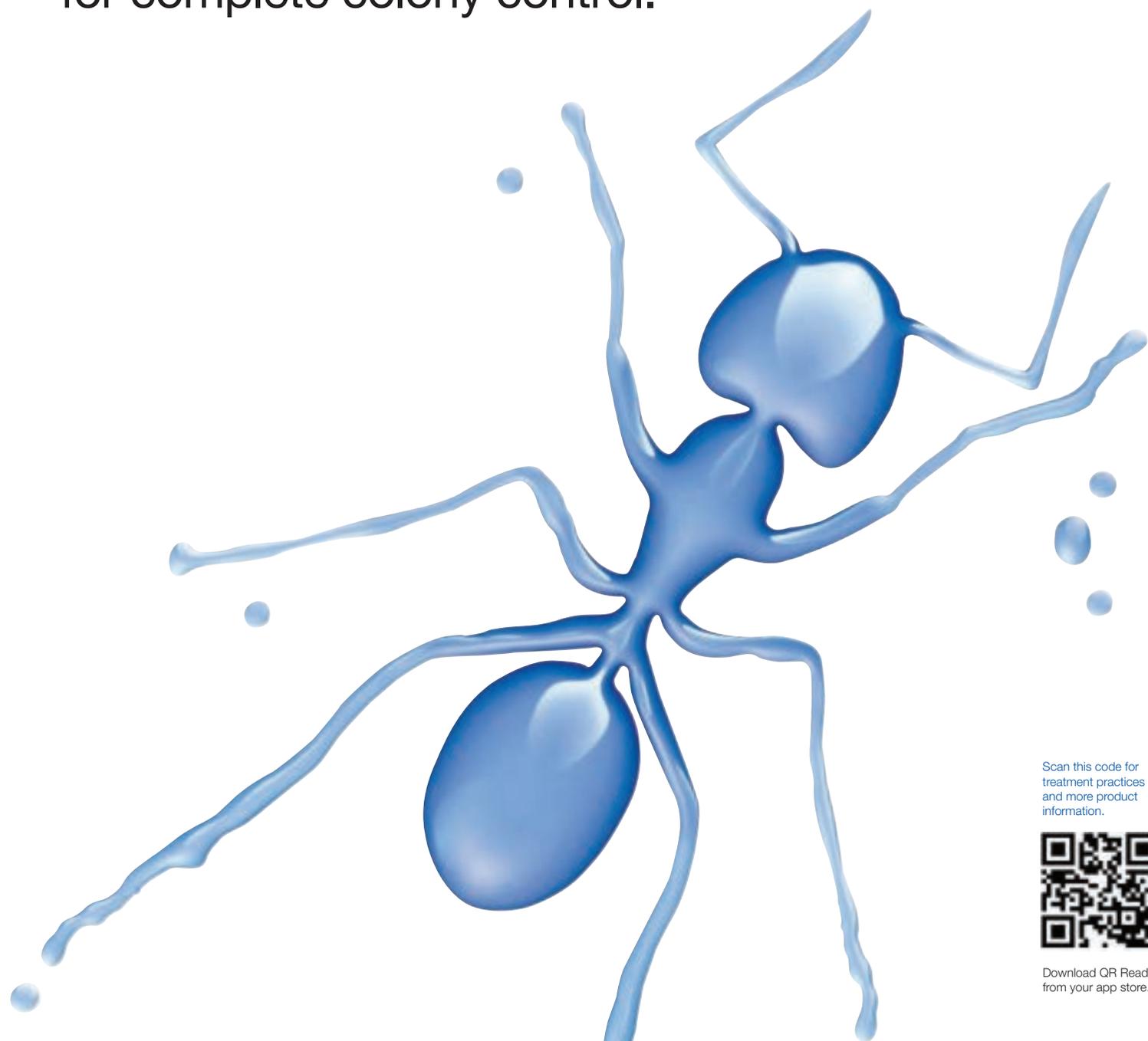
Have you had similar experiences? Is this sort of behavioural resistance commonplace in the premises you are trying to protect?

Interestingly one of the findings teased-out from the fourth state of the nation survey conducted by BASF Pest Control Solutions and *Pest* publications suggests behavioural resistance is beginning to increase. If you've come across any similar problems do let us know.



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Product use restrictions biggest threat to rodent control

Did you take part? If you managed to find the time, we'd just like to say thank you.



The threat to rodent control posed by increasing restrictions on the way products can be used has risen dramatically over the past three years, according to the National UK Pest Management Survey 2014. Ranked fifth in 2012, it is now placed joint second alongside financial pressures on customers and just behind DIY pest control, as the most important barrier to successful rodent control.



Closer examination of the responses shows that it is self-employed pest controllers who have shown the most dramatic increase in awareness of the impact of product use restrictions. Among this group restrictions on use are now seen as the most important threat to their rodent control business. In earlier surveys use restrictions were ranked fourth.

Pest control companies have always seen restrictions on product use as important, putting them in third place in the previous two surveys, before identifying them as the number one challenge in the 2014 survey.

Among local authorities product use restrictions have grown in importance too but they are still ranked fourth after budget cutbacks, financial pressures on customers and DIY pest control.

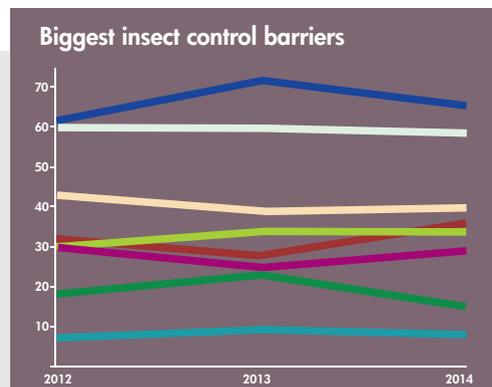
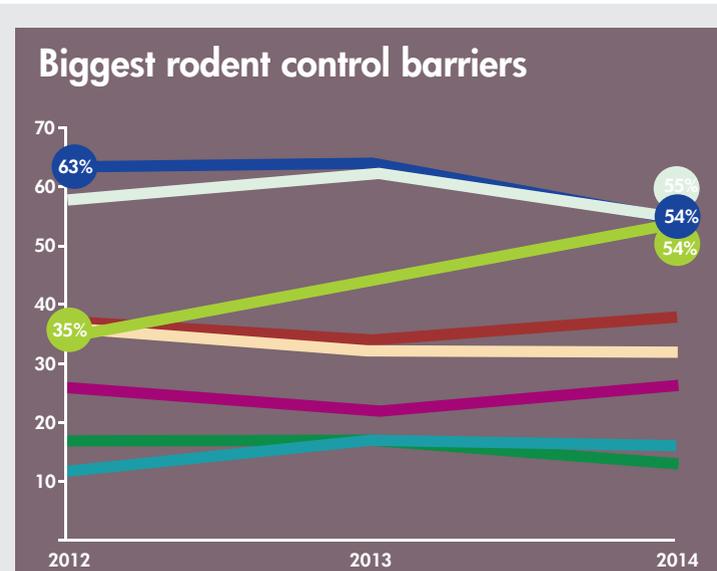
Other barriers to control have not changed much over the years as the chart shows, although within the individual groups there is one difference worthy of note.

Pest control companies have identified behavioural resistance as an up and coming barrier to rodent control. Although still at a low level compared to product usage restrictions, financial pressures and DIY, could it be that this group, as with product usage restrictions, has identified a barrier of growing importance ahead of the other two groups?

There is some evidence too that it is the south of England that is recording the greater level of concern about behavioural resistance. Local authorities in the south agreeing with pest control companies that this is of growing concern.

The survey also asks about barriers to insect control.

The top three barriers continue to be financial pressures on customers, followed by DIY pest control and then poor professional practice among 'so called' professional pest controllers. A closer examination of the data reveals that poor professional practice is of more concern to those in pest control companies than it is to local authorities or the self-employed. The self-employed rank increasing restrictions on how insecticides can be used above it with, unsurprisingly, budget cutbacks pushing it into fourth place for local authorities.



- Increasing product use restrictions
- Financial pressures on customers
- DIY control
- Local authority cutbacks
- Poor professional practice
- Declining pesticide range
- Increasing behavioural resistance
- Increasing rodenticide resistance

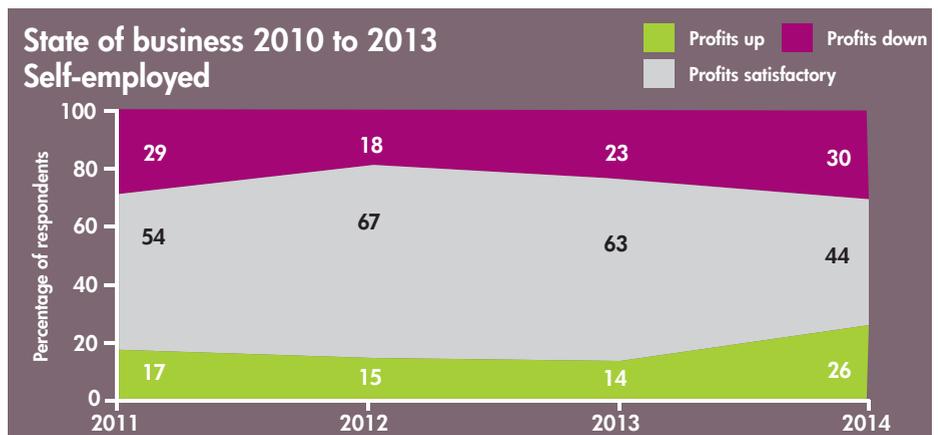
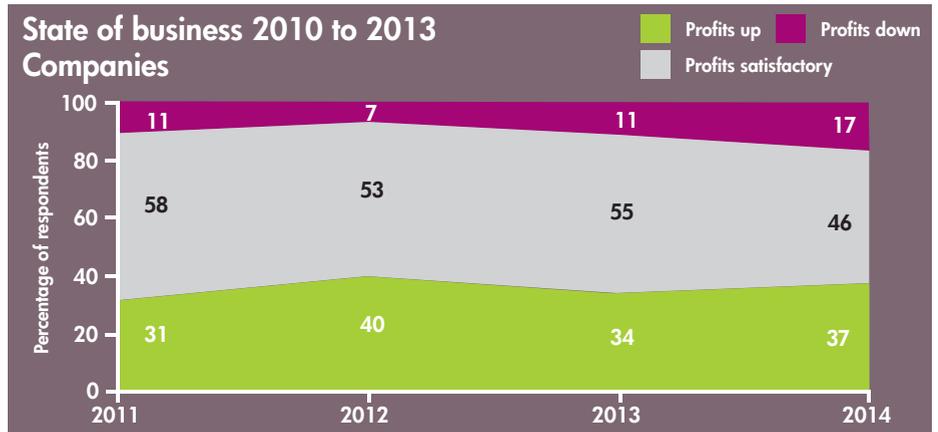
How's business been since 2010?



Each year the survey asks those working for pest control companies and self-employed pest controllers to describe the state of their business in the preceding 12 months. Were profits up or down? Or, given the state of the economy, were they satisfied with their profitability?

The two graphs, right, show the results from all four surveys. Pest control companies continue to report decent profitability overall but, rather more reported a downturn in 2014 than in previous years and fewer were happy with their profitability given the state of the economy. It is clearly a competitive market out there although, at least in part, some of the fall in satisfaction levels might be down to a rise in expectations given that there are now some signs of a more general economic recovery.

The squeeze on profits reported by the self-employed in 2013 has continued, more proof that it's a competitive market. Approaching a third reported lower profits this time. More positively, there are promising signs of a recovery for at least some in this group, with over a quarter reporting increased profits – the highest percentage with better profitability reported by this group since the survey began.



Survey background

The National UK Pest Management Survey is jointly organised by BASF Pest Control Solutions and **Pest** magazine. Only those at the sharp-end of pest control are invited to take part.

2014 was the fourth year that the survey had been conducted allowing a number of useful trends to be identified.

Across the four years it has continued to be representative in terms of the split between the three groups –

self-employed pest controllers, private sector pest management companies and local authority pest control units.

The only change recorded is that there are now fewer local authorities taking part (they represented 35% of our sample in 2011 and are down to 30% today). This, no doubt, reflects the fact that fewer local authorities are active in pest control.

Online questionnaires are circulated to relevant **Pest** readers who have provided an email address. These are emailed at the end February/early March each year.

The number of responses received has remained high with 330 taking part in the 2014 survey.

We would like to thank them all for taking the time to get involved.





Industry mood

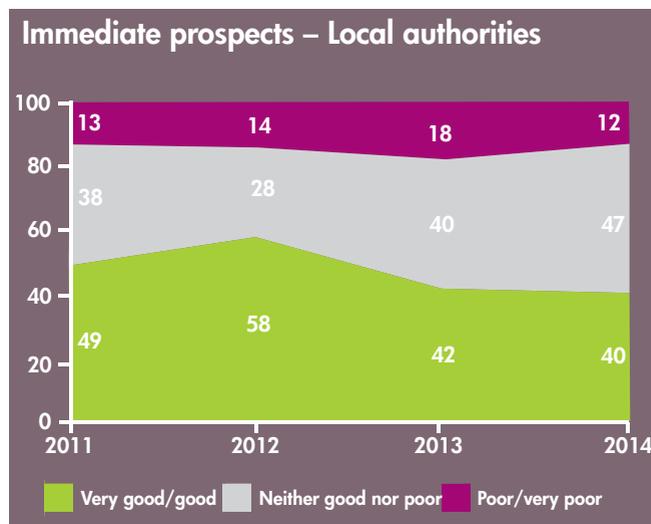
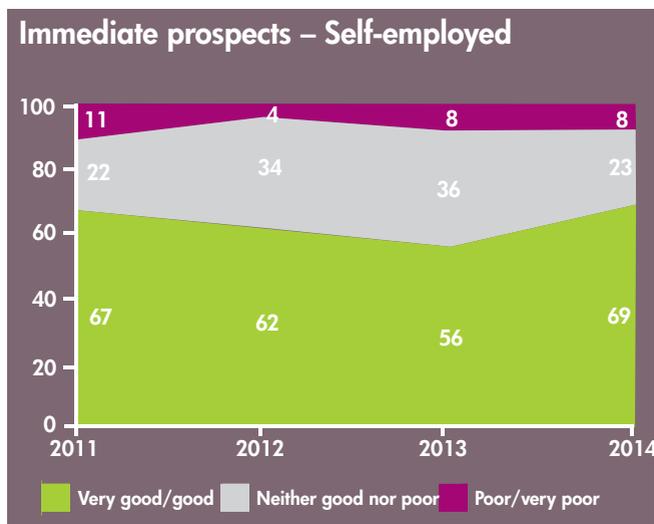
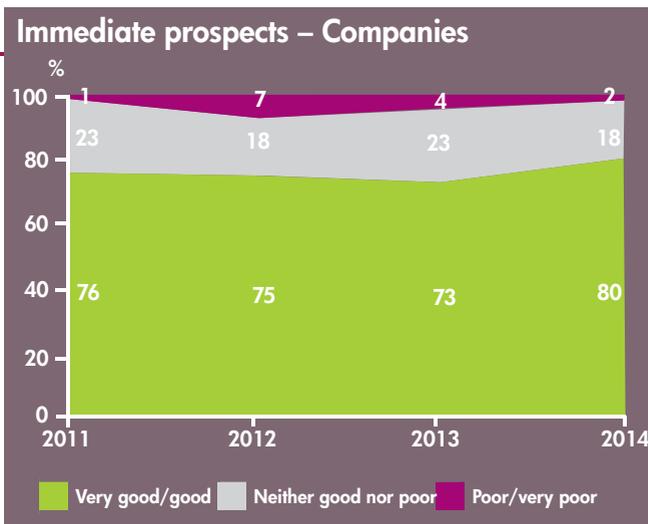
Each year the survey asks about prospects for the coming year and those for the next five years. This provides a useful measure of the mood of the industry.

Immediate prospects

Prospects for the next 12 months are rosy for both pest control companies and the self-employed. Companies have always been very bullish about their future and, in 2014, they have broken all records. 80% of pest professional working in private sector companies expect the future to be 'very good or good' and just 2% were in the pessimist's camp.

Self-employed pest controllers aren't far behind. Having suffered a set-back in the 2013 survey they recorded renewed optimism for 2014 and also recorded their highest ever score with 69% predicting things will be 'very good or good'.

Local authorities continue to be the most pessimistic group. For the coming year they recorded their lowest ever number of 'very good/good' scores. But, are there some small signs that the worst may be over? There were fewer 'poors' than in previous surveys and a massive 87% see things either getting better or, at least, not becoming any worse.

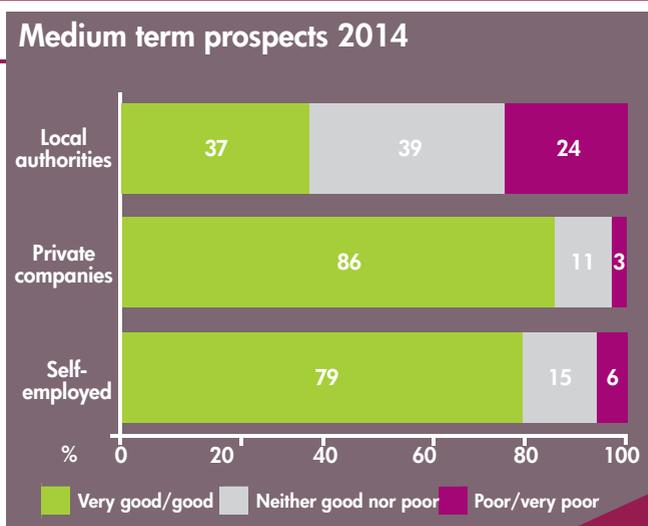


Prospects over the next five years

Over the medium term (five years) the mood across the private sector (both in companies and among the self-employed) is also at its most buoyant ever. Companies, after dropping back a little last year, bounced back to record, at 86%, their most positive score ever (although only just beating the 2012 result when 82% predicted 'good' or 'very good' prospects).

The self-employed have also recovered from 2013 when the mood had dropped back quite considerably. They too have registered their most positive score since the survey began with 79% predicting 'good' or 'very good' prospects.

Over the medium term local authorities too recorded their most optimistic score ever and by some considerable margin, although they still lag behind the other sectors, but let's hope that they are indeed over the worst.



Pest ups and downs

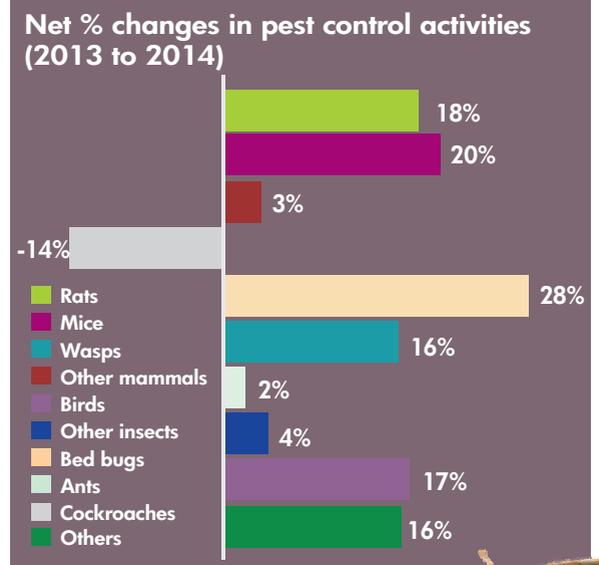
We asked how activities in 2013 had compared to the previous year – whether they had increased, stayed the same or decreased. Then we worked out the net change by taking the number saying an activity decreased, away from the number saying it had increased.

We discovered that, whilst wasps had recovered from the massive net decrease of 83% in the 2013 survey, the rise was just 14% and companies didn't record an increase at all. Their figures showed a net fall of 3%.

The biggest increase for all sectors was, as last year, in bed bug work with a net increase of 28% overall. Within this, it was the private sector companies that recorded the biggest rise of 34%.

In general, rodents continued to show a strong net increase. However, local authorities reported a small net decline in both rat (10%) and mice (1%) work.

Ant control work increased a little, recovering from a 19% drop in the previous year, but this was only among companies; the other two groups both saw a further small decline. Cockroach work continues to fall, down 14%, the same net drop as in the 2013 survey. All sectors reported declines in cockroach work.



Changes expected in future pest control activities

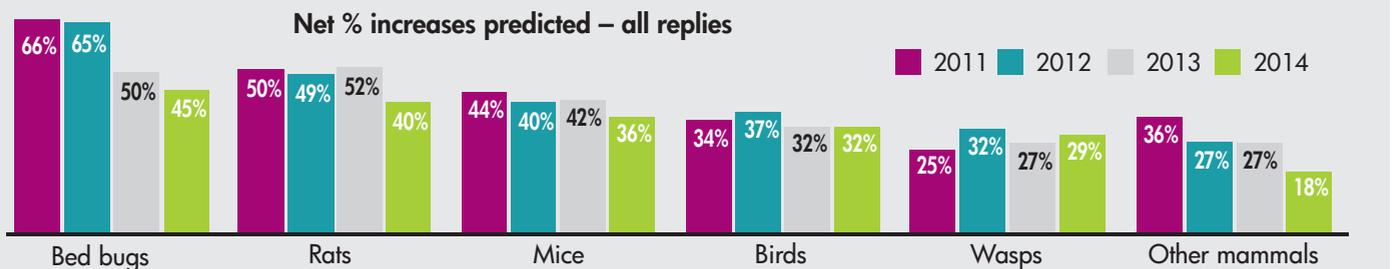
Looking forward, the survey explores which pests are expected to increase or decrease in importance. Again, we subtract those saying an activity will decrease from those saying it will increase to get a net result.

Top in all four surveys has been bed bugs. But do remember controlling bed bugs is

not a major part of the average pest professionals workload. For companies, bed bugs, mice, rats and birds are the big anticipated growth areas, whilst the self-employed are actually very optimistic about growth in all areas of pest control except cockroaches, but even cockroaches

manage a net positive score of 11%.

Local authorities seem to be predicting an even greater focus on bed bugs, rats and wasps. This group is the only one to identify a net decline for any pest, and that's cockroaches.



Location doesn't change much

Overall there is a 50:50 split between domestic and commercial work but there are some big differences between the sectors:

- Companies are much more into commercial contracts (73% of their work is now commercial) and 72% of this is 'on-contract';
- The self-employed spend slightly more time controlling pests in domestic premises (56% in 2014). Of their commercial work, 56% is on contract;
- These patterns of work haven't changed much over the years;



- Local authorities are primarily focussed on domestic dwellings – 77% in 2014 and the trend, if anything, has been towards an even greater focus on this location.

Structure of the industry

Age of businesses:

- Companies tend to be more established (73% of companies in 2014 have been going 10 years or more);
- Self-employed businesses tend to be younger (59% in 2014 were five years and under).

Size of teams:

- 68% of pest professionals work in teams of fewer than five; this rises to 97% for the self-employed;
- 26% of those working in companies have 20 or more front line staff in their team, but half work in teams of fewer than five;
- 66% of local authorities have fewer than five in the team;
- Company team size fell last year but the trend is still towards bigger teams;
- It is a different picture in local authorities where teams have got smaller year-on-year.



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Earwigs provide evolution clues

A pest occasionally encountered by pest professionals is revealing some interesting evolutionary information. Looking at the question of how social behaviour has developed over the course of evolution, scientists have gained new insights from the study of earwigs.

"Young earwig offspring don't simply compete for food. Rather the siblings share what is available amongst themselves, especially when the mother is absent," explained Dr Joël Meunier of the evolutionary biology section of the Institute of Zoology at Johannes Gutenberg University of Mainz (JGU).

The team of biologists from JGU and the University of Basel investigated the interactions between siblings of the European earwig (*Forficula auricularia*). To date, co-operative behaviour between siblings has not been widely studied in insects, except for the social species, such as bees and ants.

"In earwigs we have a system that closely resembles the primitive conditions of family life," said Jos Kramer, a doctoral candidate on Meunier's team. In autumn, female earwigs lay around 40 to 45 eggs and stay with them over the winter. The mothers watch the eggs, keeping them clean by licking-off fungi, for example, and carry them back and forth in the nest. Once emerged, the nymphs stay in the nest for a few weeks even if the mother's presence is no longer necessary for their survival. Indeed, the nymphs could leave



A female European earwig with her young

the family unit soon after emergence and take care of themselves.

These sub-social forms of life provide the ideal field of research for investigating under what conditions the advantages of co-operation in a family unit outweigh the disadvantages.

The scientists provided 125 earwig families with dyed pollen and observed if and how the food was divided amongst the siblings. "We found that siblings behave co-operatively and share food and that this behaviour occurs much more frequently when the mother is not feeding her offspring herself," stated Meunier. This may at least partly explain why mobile offspring stay with the family group.

This insight provides an important clue to the early development of social behaviour. The previously largely ignored aspect of sibling co-operation is possibly one of the key factors that promoted the transition from solitary to social life.



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Pesticide waste disposal

A complicated subject simplified



Disposing of recovered or redundant pesticides and their packaging is, perhaps, the most confusing issue many pest controllers face. To ignore this important subject, however, is, most likely, putting pest controllers on the wrong side of the law and at the risk of significant financial penalties. Richard Strand from the Pest Information Consultancy looks at the latest developments in this troublesome area.

Waste disposal is so confusing that many pest controllers would rather not think about it at all, particularly since to do so will undoubtedly prove expensive with no tangible financial upside! But, the consequences of burying your head in the sand could be damaging and not just for individual pest controllers' wallets but also for the industry as a whole.

The British Pest Control Association (BPCA) has for some time been concerned about waste disposal and the related cost of complying, particularly when members reported about the manner in which the Environment Agency (EA) was intending to interpret the Hazardous Waste Regulations. As a result, the association has successfully negotiated a significant derogation to these regulations in respect of 'consigning' waste. More about this later.

New code on the way

At the moment, the association is currently adding the finishing touches to a new 'Code of Best Practice' (the term used to distinguish what is either mandatory or what may be held up in a court of law as 'Industry Practice', from mere advice, to be found in 'Guidance Notes').

Most of BPCA's Codes of Best Practice (there are eight others, all of which have been reviewed and approved by the association's

Servicing committee) are straightforward documents. After one reading a competent pest controller will understand exactly what needs to be done to comply.

It is anticipated that this one will be more complex, by far. When it comes to waste disposal there is much for the reader to get his/her head around!

This became apparent when listening to the presentation made by Matt Womersley, the Environment Agency's technical advisor on hazardous waste, at the recent PPC Live event in Manchester,

Matt opened his presentation by urging pest controllers to understand exactly what was meant by waste so as to avoid generating it in the first place.

By choosing an alternative to a biocide, by reusing products that are salvageable and by recycling outer packaging, the need for disposal, and the associated documentation, is avoided.



Spent bait, but what do you do with it now?

He went on to explain how waste products are categorised either as 'hazardous' or 'non-hazardous'.

But how, when looking at a list of wastes, can you recognise the difference and how do you go about allocating codings to particular types of waste, as defined by the European Waste Catalogue? This is perhaps the most difficult aspect to understand but, when managing waste, it is essential to give it a correct listing.

Waste 'types' are allocated into 20 'chapters' with each chapter categorising wastes of a similar type. For example:

Chapter 01 Wastes resulting from exploration, mining, quarrying, physical and chemical treatment of minerals;

Chapter 02 Wastes from agriculture, horticulture, aquaculture, forestry, hunting and fishing, food preparation and processing;



Waste disposal step-by-step

This simple step-by-step guide aims to help readers through this somewhat complicated area.

- Register as a waste carrier (higher tier if carriage of clients' waste is anticipated, lower tier if only self-generated waste is to be carried);
- Register with the Environment Agency to 'consign' waste;
- Obtain and familiarise yourself with the 'List of Wastes' as defined in the European Waste Catalogue;
- Be able to distinguish between 'hazardous' and 'non-hazardous' wastes;
- Recognise the difference between your own waste and that generated by your client;
- Appraise the products that may lead to waste during, or at the end of the job;
- Use only sufficient product for the job;
- Where possible re-use products that have not deteriorated on site;
- Recycle outer packaging;
- Where possible recover used and redundant products and dispose of as 'energy from waste';
- If removing 'non-hazardous' waste generated by your client, your client should generate a 'Waste Transfer Note' signed by both parties;
- If removing 'hazardous' waste generated by your client, you should code it, generate a 'Waste Transfer Note' signed by both parties, and a 'Consignment Note' a copy of which should be left with your client;
- Pesticides that you applied and wish to remove from site are waste generated by you. If 'hazardous', you should code it and a 'Consignment Note' must be generated but this does not have to be left with your client;
- Hazardous waste can be consolidated into one consignment for disposal. Be sure to batch the same products together for disposal. Cocktails of pesticides will incur high charges from waste contractors;
- Quarterly submit a full consignment report to the Environment Agency for each type of waste generated, together with the appropriate fee.

Chapter 03 Wastes from wood processing and the production of panels and furniture,

Most biocides fall under chapter 20 'Municipal Wastes'. Example codings from this chapter include:

20 01 19* Pesticides

20 01 21* Fluorescent tubes and other mercury-containing waste

It is the * asterisk in the code that defines it as being 'hazardous'.

Alarm bells

So far so good, but it is when it comes to 'consigning' hazardous waste that the alarm bells start to ring. As the legislation is written, should a waste product be listed as 'hazardous', each and every movement must be recorded and accompanied by a 'consignment note' and for each consignment there is a fee of £10 for a single consignment and £5 for each item in a multiple consignment, payable quarterly to the Environment Agency.

Bad enough, but at first sight the pest controller might perceive this to mean £10 to remove and dispose of each batch of hazardous waste. It does not! Removal from the client's premises to the pest controllers van is one movement; transit to the pest controllers quarantine store is another and from the pest controller's store to the waste disposal site a third; each movement requiring its own 'consignment note' and fee. Disposal of redundant rat bait will have cost £30, even before adding the waste disposal contractor's fee. Considerably more than the bait cost in the first place!

BPCA wins the argument

BPCA has successfully demonstrated that the 'red tape' and the fees do not reflect the risk arising from the disposal of typical biocides by pest controllers.

For its part, Matt Womersley emphasised that the EA was not attempting to capitalise on the fees, merely to cover its costs. The association therefore won a derogation to the Hazardous Waste Regulations from the EA in respect of getting the redundant 'hazardous wastes' from the clients' premises back to the pest controllers quarantine store.

Helpful publications worth checking-out

- **How to Define Waste**
www.gov.uk/government/publications/legal-definition-of-waste-guidance
- **Technical Guidance on Hazardous Waste**
www.gov.uk/government/publications/hazardous-waste-technical-guidance-wm2
- **The List of Wastes (England) Regulations 2005**
www.legislation.gov.uk/ukxi/2005/895/pdfs/ukxi_20050895_en.pdf
- **How to Classify Waste Types**
www.gov.uk/how-to-classify-different-types-of-waste
- **Guide to Hazardous Waste Regulations**
www.hazwasteonline.com/marketing/media/Regulations/wm2_what_is_hazardous_waste.pdf

Whilst the pest control business is still required to record, via consignment notes, each movement of each waste product and once a quarter make a consolidated report to the EA, there will only then be a £10 charge for each 'type' (see above) of waste transferred per quarter.

There will be an additional consignment fee of £10 from the pest controller's store to the waste disposal site. All waste's of the same type can, however, be 'bulked up' leading to just one further £10 per quarter per waste type.

For example if the pest controller is only disposing of spent rodenticide baits that cannot be reused, even if a range of different bait products are involved, these will all be classified as '20 01 19* Pesticides'.

Even though consignment notes will be required for each and every waste movement, there will be only one quarterly £10 charge, to consign to the quarantine store and a further £10 per quarter to transfer all of the pesticides consolidated at the store and sent for disposal, per quarter.

In the event that the pest controller is disposing of waste of a different type as well, e.g. spent UV tubes from EFKs (20 01 21* Fluorescent tubes and other mercury-

containing waste), these will require their own set of consignment notes and a further quarterly £10 fee will be due.

It is important to note that, for disposal purposes, different waste products should not be mixed and each should be coded.

Hundreds of £ saved

Even though many pest control businesses probably did not recognise their liability in the first place, BPCA has saved each and every business hundreds, probably thousands of pounds. But, although the agreement will lead to a considerable cost saving, there remains an administration issue. There is a potential mountain of paperwork to be done and consignment notes must be kept for a minimum of three years.

This derogation only applies to businesses based in England. The legislation is being interpreted differently in Scotland where the Scottish Environmental Protection Agency (SEPA) is classifying redundant pesticides as 'controlled' rather than 'hazardous' waste. It is anticipated that regulations will be interpreted similarly in Wales and Northern Ireland as they are in England. It is hoped that consignment fees will be treated in the same way.

The awaited Code of Best Practice will be



Matt Womersely from the Environment Agency spoke about waste at PPC Live

essential reading for all pest control businesses and all readers should make sure they get hold of a copy as soon as it is published.

You are not entirely alone

Having run the gauntlet of collecting together your waste items, what next? What options are there for pest controllers? Quite simply there are two – make contact with a commercial waste contractor, or seek the help of the supplier of the original goods.

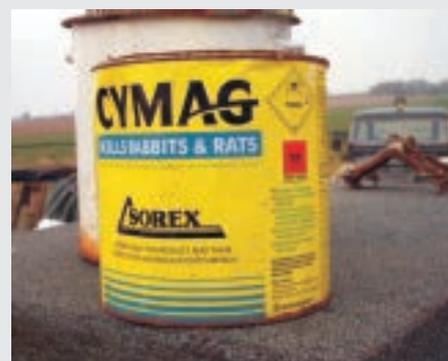
Contacting your distributor, who probably supplied the goods in the first place, is a good place to start as all of them do offer help in this area.

If you are a customer of Killgerm's, consult their website as it clearly explains their procedure. As part of the company's corporate responsibility policy it will take-back and dispose of, free of charge, several waste items. This includes empty product packaging, spent bait and used personal protective equipment (PPE) plus fluorescent tubes from EFK machines. This is known as Scheme 1. Help disposing of excess, out-of-date or obsolete stocks is covered in a second scheme which does attract a charge.

So – what happened to SOE?

Readers may remember that in 2010 Killgerm launched the Government sponsored Project SOE (Security in the Operational Environment) with the aim of the safe disposal of redundant and unapproved pesticides and biocides. The project was very successful with nearly 1,000 stores being cleared of 40 metric tonnes of redundant and unapproved pesticides. This funding was quickly exhausted and all collections under the subsidised scheme have now been dealt with.

However, Killgerm Chemicals, who administered the original project, has now set up Project RCD (Responsible Chemical Disposal) to take over responsibility for the continued collection and disposal of redundant chemicals. To date, a further 33 metric tonnes of unwanted pesticides have already been collected, or are currently being collected. There is a charge for this service.



Killgerm will dispose of unapproved product but there is a charge

Tree injection solution to stop moth spread



Syngenta's Rod Burke shows off the Tree Micro-Injection (TMI) kit

A potential new solution for the control of Oak Processionary Moth (OPM) could offer an effective future option to manage spreading pest populations and minimise the threat to human health caused by the caterpillar hairs.

This season's widespread spraying of parks, streets and even some private gardens is currently underway, often by pest controllers, using a combination of broad-spectrum insecticides or biological controls. However, successive years of repeated treatment, tree felling and manual nest removal have failed to prevent the continued spread of OPM, which is now believed to be endemic across parts of the South East.

Results of independently monitored tree micro-injection (TMI) trials now in their third year, undertaken in London and the South East by Bartlett Tree Experts Research Laboratory, have shown no viable OPM nests remaining in treated trees. This tree micro-injection technology, developed by

Syngenta TreeCare, has the significant advantage of eliminating exposure of the public, operators, the environment or non-target insects and wildlife to any spray drift. The treatment, which mimics the action of naturally occurring compounds, is retained within the tree and controls OPM larvae feeding on leaves, quickly breaking the pest's life-cycle.

Following the successful completion of the trials and ecological assessments, the Syngenta TreeCare solution has now been submitted to the UK regulatory authorities.

Chartered arboricultural consultant, Dr Dealga O'Callaghan, believes TMI gives the very real hope that OPM can be controlled. "The demonstrated effectiveness in controlling OPM is very encouraging. Given the scale of the OPM outbreak in the UK, I believe that it is possible to eradicate this pest through TMI application," he advised.

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No resistance problems here!

With all the talk of rodenticide resistance and possible restrictions on the use of second generation anticoagulants, some more traditional methods can provide a very effective answer.

Mike Stabler and his business partner, David Dodd, founded Pied Piper Pest Solutions, based in Co Durham, some five years ago. Both previously worked for DuPont Coatings until they were laid-off. Having always had working dogs, going rabbiting and enjoying recreational shooting, what was their hobby rapidly became their business.

This they have now extended to include the full range of urban pest control activities. But Mike and David and, certainly their dogs, still get tremendous satisfaction out of what many might consider as the more traditional methods of pest control.

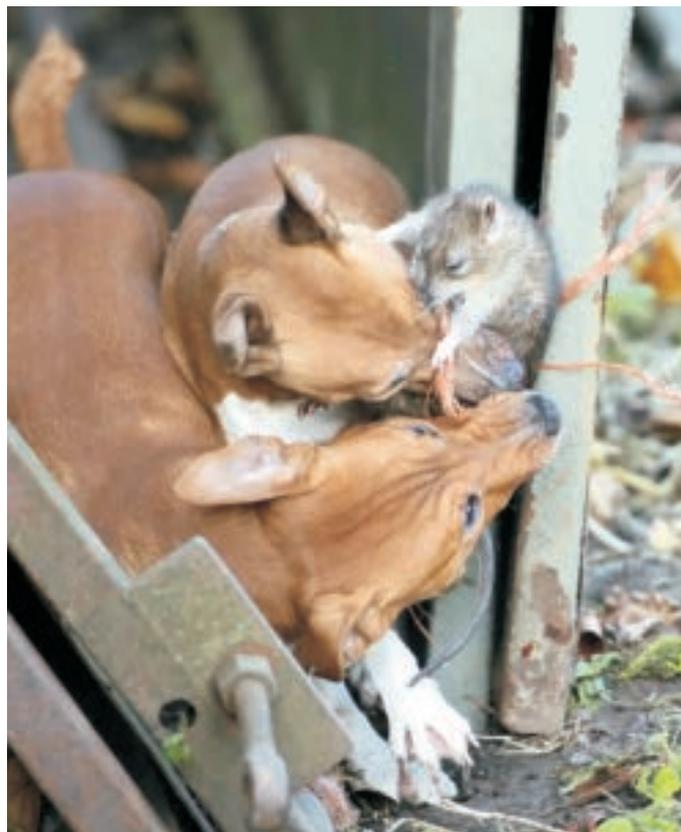
Here Mike recalls one of the more dramatic rodent infestations they were called to deal with.

"Following a recommendation from an existing client, we were asked to visit a cattle farmer friend of his located near Leyburn in North Yorkshire. We were told he had a bit of a rat problem! So arrangements were made for us to do a survey," explains Mike. "We were seeing rats during the day accompanied by all the usual ratty signs of tracks and droppings. The centre of the problem was a cow shed with a long feeder dividing two pens containing beef cattle. Hay on one side of the feeder and oats on the other. The runs leading both to and, also under, this feeder were like the M1!"

After a discussion with the farmer it was decided that Mike and David should first go in with their terriers to get a quick knock-down before starting any baiting programme.

The dogs are Plummer terriers bred for ratting. "We pulled into the yard at 10.00 with our three dogs in the van. The eldest is Keela, accompanied by her son and daughter – Tricker and Fenn.

"The dogs were screaming to be out as they knew what was coming. Keela is a veteran, whilst her pups were novices at the time," detailed Mike. "We drew battle plans with the farmer. The



Wildlife friendly pest control. Mike Stabler and David Dodd's Plummer terriers relish the job

dogs were to be positioned around the feeder, whilst a fork-lift was to raise it slowly, a fraction off the ground and just enough to get the rats moving.

"As the first lift started, rats bolted-out and straight away the dogs were killing them – a quick couple of shakes – then onto the next one. Rats were coming out from every direction. The feeder had to be put back down until we regrouped and got back into position, ready for the next wave of long tails," Mike said.

The job was completed by smoking-out some burrows with modified chain saws, so putting a few more in the bag. Although one or two did get away, the vast majority were dealt with. The final bag was estimated to be around the hundred mark, all in 90 minutes work. And as a bonus, there was one very happy farmer.

This all goes to prove, that in an age where rodenticides are under scrutiny, the working terrier in the right situation is an excellent alternative weapon in the pest controllers' armoury.



The final bag was estimated to be around the hundred mark. An excellent 90 minutes work and a very happy customer

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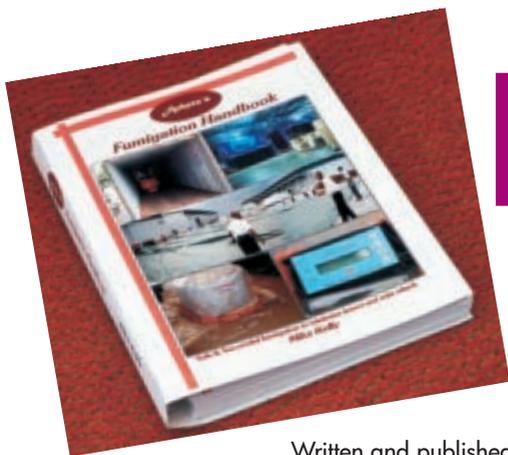


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Fumigation bible

Written and published by fumigation expert, Mike Kelly, this new handbook goes a long way to fill an obvious gap in the reference library on the specialist area of fumigation.

As a means of pest control, the role of fumigation recently seems to have taken more of a back-seat. Maybe it is because it is now such a specialist area that it is left to a small number of companies who are geared-up and concentrate on this sector?

Mike Kelly, author of this new handbook has been involved with all aspects of fumigation, not only in the UK but worldwide, since 1967. It was in this year that he began a career at the Ministry of Agriculture, Fisheries and Food's Harpenden Laboratory, moving to the Regional Pests Service at Liverpool in 1968 before Hull in 1972, Lincoln in 1983 and ultimately the Central Science Laboratory (CSL) in Slough in 1990. At the time of the move of CSL to York, Mike struck-out on his own and was a founder member of the Acheta consultancy.

For many years Mike has been one of the principal course tutors on the BPCA five-day fumigation course so he is ideally placed to appreciate the range and type of information available. In its present format, the content of the BPCA fumigation manual is very old and out-of-date, so this new handbook is a valuable addition.

As Mike explains: "My aim when preparing this handbook was to offer a readable guide for fumigators everywhere. Really experienced fumigators are fully aware of the current practices and regulations, but not everyone has such experience and many don't know where to turn for independent advice.

"I justify covering quite a bit of the older techniques (liquid fumigants, for example) because many older fumigators don't realise why they are no longer available. It also helps to put phosphine into perspective and, hopefully, it will make everyone think twice – we have no other fumigant gases left if phosphine is pulled due to bad/unsafe practices," advises Mike.

The handbook consists of 15 chapters, plus 16 technical appendices, all contained within a 235-page half-Canadian wire-bound and therefore easy to open and keep open, handbook.

The full range of fumigation techniques is covered, including the use



of phosphine, methyl bromide (although banned in the UK, it is still widely used internationally), sulfuryl fluoride, chloropicrin, carbon dioxide and nitrogen. A wide selection of techniques and situations are discussed, including fumigation under sheets, bulk and loose grain, cargo and freight ships, bubbles and chambers.

Chapters cover detection, monitoring and protective clothing.

The handbook benefits from Mike's lifetime of experience around the world and has taken him four years to write. It is up-to-date to the beginning of March 2014.

ISBN 978-0-9550208-7-2 Price £25 + £3.50 p&p

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Author and fumigation expert, Mike Kelly

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Bird Free magnetic dishes addition



Bird Free gel is already available in low-profile, ready-to-use application dishes. But a new addition to the range, is the option to buy the same 8mm high dish with a magnet already installed. This is the ideal solution should you be applying these dishes to metal surfaces.

www.killgerm.com

Get tooled-up!

SX Environmental has introduced a new range of Hitachi power tools to help on all those proofing jobs and tricky treatment situations.

The range features an interchangeable battery system, simply purchase a set of batteries and then build your range at your own pace, for example, by adding the high quality combi drill and drill driver.



www.sxenv.com



Imidasect cockroach gel

Sold in 35g tubes, this cockroach bait based on the active, imidacloprid, is specifically formulated to attract and control this pest. As with other neonicotinoid insecticides, foraging roaches return to the nest transporting the insecticide so transferring the bait to the queen and the rest of the colony, resulting in elimination.

www.1env.co.uk

Still time to nominate your favourite products

Nominations for the 2014 **Pest** best product award have been coming into the **Pest** office this spring but there's still plenty of time to nominate your favourites. The award is made annually to the new product which readers feel has made the greatest

improvement to their working lives and/or working practices. The top three products, as voted for by **Pest** readers, are recognised during PestTech with the one receiving most votes carrying off the coveted Best Product Award trophy.

Nomination form

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

1

2

3

4

5

Name:

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For all the legal stuff visit www.pestmagazine.co.uk/content/newsitem.aspx?id=1090



The 2014 award is open to all products launched between 1 January 2013 and 31 August this year. Any products launched in that 20 month qualifying period can be put forward, with one exception. Products which have already achieved a first, second or third place cannot be nominated again. So for 2014 that means last year's winners, Lance Lab's X18 telescopic lance, BASF's Formidor ant bait and Bell Laboratories' Detex non-tox soft bait are excluded.

To nominate a product simply complete the form left and post it in. If you don't want to deface your copy of the magazine you can photocopy the form or go to the *Nominate your best product* news story at www.pestmagazine.co.uk and complete the online version.

best product award 2014 pest

To summarise:

- **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.

Reach those high-up tricky spots

The latest addition to the range from Lance Lab is the new Mini Flex flexible nozzle. 54cm in length, it can be bent to almost any shape which gives it the edge over the existing nozzles on the market, explains Lance Lab.

It attaches to Birchmeier triggers, particularly the DR 5 duster, making the Mini Flex ideal for treating wasps' nests in difficult locations. It also attaches to 1.5m metal extension lances used by most pest controllers.

Compact, tough, light and flexible it is easily bent to allow access to restricted areas or for use high-up, such as under house eaves.

www.lancelab.com



Keep those mice out

Mouseshield claims to be the next generation of mouse proofing and comes as a unique formulation new to the UK. It is an environmentally-friendly non-toxic resistance paste, ideal for the easy sealing of joints, cracks and small holes. This renders the area inaccessible for mice, rats and other vermin without actually harming them.

www.1env.co.uk



Flavoured synthetic non-toxic blocks

Killgerm has introduced to its range the NARA non-toxic, allergen-free monitoring bait for rats and mice. Readers may recall that these interesting new blocks were first spotted and reported on from Eurocido (See **Pest** Issue 32: March & April 2014).



Made from a synthetic aromatised material, the blocks can be used in wet and dry conditions and are not susceptible to infestation by insects, slugs or mould, nor provide a food source for rodents. The blocks can be conveniently secured in bait boxes with a bait rod.

www.killgerm.com

Light-up inspections

This LED P4 Lensor lightweight torch has a brilliant, super-bright light, which you can focus by moving the lamp head. It can be attached to your shirt or work-wear and weighs so little that you'll hardly notice you are wearing it.

www.killgerm.com



Gat Lambda has a make-over

Revised for 2014, Gat Lambda Plus now features both lambda cyhalothrin 9.7% and permethrin 4.75%. It is formulated as a capsule suspension (CS) formulation offering excellent residual properties of up to three months, due to the slow release of active ingredient through diffusion from the varying capsule sizes, explains Hockley International, the manufacturer. It gives rapid control of both crawling and flying insects and can be used in a variety of public health environments.

www.1env.co.uk

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Deltasect delivers

As the name might imply, this product contains 2.5% deltamethrin, so is a broad spectrum professional insecticide ideal for the control of both crawling and flying insects. It can be used in public hygiene areas such as in and around domestic premises, public and municipal buildings, food storage and processing areas and warehouses.

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PRODUCTS

New at PPC Live



Fit and forget

This is the claim made by Andec Supplies for their Ratflap. The idea is that, once fitted, the device will keep rats from invading a property from their base in the sewer system.

Placed in the sewer chamber/manhole it prevents the movement of rats. Made entirely from high grade stainless steel, the manufacturer says it will not decay or be gnawed through.

Seen here at PPC Live with Declan Melia from Andec Supplies from Ireland, the Ratflap is available to purchase from Killgerm.

www.killgerm.com

Bayer's sneaky peak

With registration and launch imminent, Bayer revealed limited details about its innovative rodenticide. All they would say was that the new rodenticide is a foam formulation and designed for control of both rats and mice.

Seen here right, Bayer's Colin Mumford explained how the product's foam formulation has been designed to overcome bait shyness. The bait is placed in areas where the rodents are known to pass, such as access holes and pipe-works. The product transfers to the pests as they brush past the foam and is then ingested during routine grooming.

"This solution is perfect in situations where other food temptations limit the uptake of conventional bait," Colin concluded.

www.pestcontrol-expert.com



Fly traps to the fore

Sentomol had two fly killers new to the UK at PPC Live. The first, seen left with owner David Loughlin, is the larger one – the VT Pro. The idea is to satisfy a fly's initial desire to look for food. Both models are electrically powered, use a food-based bait and are designed for use both indoors and out. Key to the effectiveness are the rotating drums which house the bait. The smell lures flies onto the surface of the slowly rotating the drum. Before they can take-off, they are transported into the body of the trap and caught. The VT Pro, is ideal for more commercial situations, whereas the smaller, VT 10, is more suited to domestic situations.



www.sentomol.com

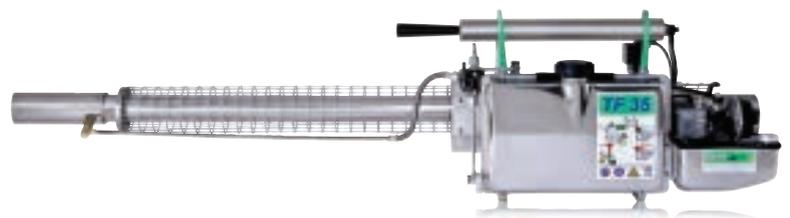
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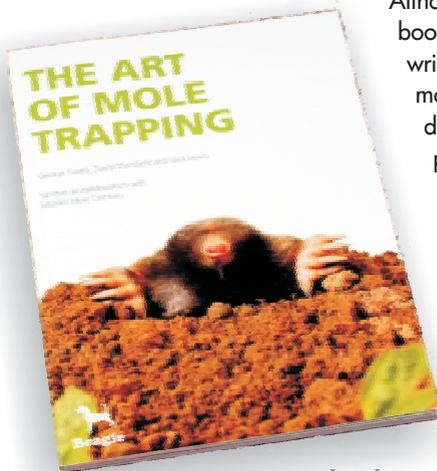
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The art of mole trapping



Although this charming little book has probably been written with an amateur mole catcher in mind, it does include sections any professional pest controller attempting the capture of this little varmit will find useful.

For example, the sections on their biology and habits are useful reminders, but the details covering

their burrows are particularly

helpful, especially the diagrams explaining the likely layout of burrows for recently arrived moles compared with those of an established colony.

Master mole catcher, David Anderson from Cambridgeshire is credited as consultant.

Illustrated with diagrams and photographs, this 52-page booklet aims to make catching a mole with a Beagle mole trap as clear as possible.

Price £7.50 from www.beagleproducts.com

A layman's guide to the EU biocides regulations

For all readers who may feel confused about the Biocidal Products Regulations, this little leaflet is just the thing.

Published by the Lancaster-based regulatory and scientific services organisation, the Reach Centre, it simply, but clearly, provides an overview.

It includes a listing of biocide product types plus a list of definitions such as an explanation of Annex 1 and the various types of product authorisations.

Copies can be downloaded from www.thereachcentre.com/biocides



Pest Test e-alert goes down well



We're pleased to report a great response to our special **Pest Test** e-alert sent out at the end of April. For those who missed it, this related to an excellent programme on insect dissection on BBC 4.

BASIS managed to rush through a points allocation for us so we were able to alert our readers to the programme and provide CPD questions. Even though it was only available on BBC iPlayer for seven days, lot's of you managed to see it and complete the test. BASIS liked the idea so much they decided to email it to all PROMPT members too.

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 through our articles on SGAR stewardship (page 7), clever mice (pages 16-17), the National UK Pest Management survey (pages 19-21) and pesticide waste disposal (pages 25-27) in this issue of **Pest** and answer the questions below. Try to answer them all in one sitting and without referring back to the articles.

SEND COMPLETED QUESTIONS to: **Pest Magazine**, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ.

We will mark your **Pest Test** and, if all answers are correct, we will enter the results onto your PROMPT records held by BASIS.

- 1** When is it expected HSE & relevant government departments will provide feedback to the Sector Groups on SGAR stewardship?

<input type="checkbox"/>	a) 9 June 2014	<input type="checkbox"/>	c) 9 August 2014
<input type="checkbox"/>	b) 7 July 2014	<input type="checkbox"/>	d) 7 September 2014
- 2** For how many years have BASF and **Pest** magazine been undertaking the National UK Pest Management survey?

<input type="checkbox"/>	a) 1 year	<input type="checkbox"/>	c) 3 years
<input type="checkbox"/>	b) 2 years	<input type="checkbox"/>	d) 4 years
- 3** In the National UK Pest Management survey, how big was the overall net % increase in bed bug work in 2013?

<input type="checkbox"/>	a) 8%	<input type="checkbox"/>	c) 28%
<input type="checkbox"/>	b) 18%	<input type="checkbox"/>	d) 38%
- 4** Which chapter number do biocides fall into, as defined by the European Waste Catalogue?

<input type="checkbox"/>	a) 01	<input type="checkbox"/>	c) 10
<input type="checkbox"/>	b) 02	<input type="checkbox"/>	d) 20
- 5** How many metric tons of unwanted pesticides have so far been collected under **both** Project SOE **and** Project RCD?

<input type="checkbox"/>	a) 53 metric tonnes	<input type="checkbox"/>	c) 93 metric tonnes
<input type="checkbox"/>	b) 73 metric tonnes	<input type="checkbox"/>	d) 103 metric tonnes
- 6** What % of food premises does Acheta estimate have an endemic mouse problem?

<input type="checkbox"/>	a) Between 0 and 5%	<input type="checkbox"/>	c) Between 10 and 20%
<input type="checkbox"/>	b) Between 5 and 10%	<input type="checkbox"/>	d) Between 20 and 30%

Name: _____

Organisation: _____

Tel: _____

Email: _____

PROMPT account number: 200 _____

PPC live hits the spot

It was a converted try for BPCA's new one-day regional event, PPC Live, held on 21 May at the impressive AJ Bell stadium, home to the Salford Red Devils rugby league side and the Sale Sharks rugby union club.

Despite some reservations that there might not be a place for another event in the pest control calendar, PPC Live in Manchester was a great success with both visitors and exhibitors alike. Pest controllers are early birds and from the moment the doors opened they flooded in; some 340 of them, reported BPCA. With the exhibitors and speakers we estimate there must have been around 500 pest professionals at the event. There is clearly a real appetite for this one-day, 'outside London' format. The seminars and outdoor demonstrations also drew good audiences. BPCA tell us that the next PPC Live will be in two years time and that they are already looking for a suitable venue. All we know is that it won't be in London, so watch this space.

[read more on the web](#)



The practical demonstrations were held pitch side, but with strict instructions that no-one should step on the hallowed turf. This was being prepared for an important match the following day. Phil Bowman of Lance Labs is pictured with the XL8 telescopic lance giving the 'Preparing for the Wasp Season' session, whilst the ground staff top dressed the pitch!



Brady Hudson, right, of Bell Laboratories presents Jordan Mossop, an apprentice with AAA Pest Control Services with his Contrac blox and Ambush bait station prizes



Dave Baskerville of Jones & Sons, British makers of Defender bird spikes, flies the flag



Left to right: ServeSuite's Jacob Laubscher with Charles Murahwa and Chris Paul from Intercleanse Pest Control



BPCA president Henry Mott (Conqueror Pest Control) got the show on the road by welcoming one and all



Killgerm's World Cup competition and Tournament tracker, shown here by Veronica Wood Querales, was a hit with many visitors even if it was the wrong shaped ball for the AJ Bell rugby stadium



Bird Free's Ian Smith can talk about his product in fluent French and German, but how was his Mancunian?



The seminars attracted plenty of interest; especially the update on Second Generation Anticoagulant Rodenticide stewardship plans, see page 7



The Barrettine team, left to right David Haskins, Steven Bailey, Helen Ainsworth and Charles Phillips



All smiles on the SX stand. Pictured are left to right: Jon Howells, Barry Phillips and Richard Lamb



Left, say cheese! BASF's Gavin Wood, centre, gives us a grin as he hands over a BASF bag to Dave Nubel of Protec Pest & Hygiene Services, whilst colleague David Sharp looks on



Time for tea. Joseph Smith, pest control officer with Trafford Council, dodges the crowds to deliver a brew



I'd much rather be hunting bed bugs! Merlin Environmental's detector dog, Basil, found the whole event a bit boring



PelGar's Richard Applegarth, all packed up and ready for off. It's amazing how quickly a show can be dismantled



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TM

Diary dates 2014

20-23 July

8th International Conference on Urban Pests
Zurich, Switzerland
www.icup2014.ch

25 September

Benelux Pest 2014
Voorthuizen, The Netherlands
www.beneluxpest.nl

7-8 October

CIEH Conference 2014
East Midlands Conference Centre, Nottingham
Email: d.donnelly@cieh.org

21-24 October

PestWorld 2014
Orlando, Florida, USA
www.npmapestworld.org

5 November

PestTech 2014
National Motorcycle Museum, Birmingham
www.pesttech.org.uk

19-21 November

Parasitec 2014
Espace Champerret, Paris, France
www.parasitec.org/index.php/en

20 November

SOFHT Annual Lunch & Lecture 2014
The Savoy, London
www.sofht.co.uk/events/sofht-lecture-annual-lunch-awards-2014/

2015

7-9 January

Global Bed Bug Summit 2015
Sheraton Denver Downtown Hotel, Denver, Colorado, USA
www.npmapestworld.org/events/BedBugSummit



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Glenn Elliott, Contracts Manager, Cannon Pest Control Northern Ireland.

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Mark Hobbs, Surveyor, Cleankill (Environmental Services) Ltd, Croydon.

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Craig Nickless, Managing Director, ERS Environmental Services, Aylesbury.



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