

pest

The independent UK pest management magazine

Wasp treatment debate

Issue 38
April & May 2015

Please follow the new
CRRU code



10

Prize winning
photograph unveiled



19

PestEx excels at
London's ExCeL



20

How to make more
from ants



26

TWO NEW bait formulations

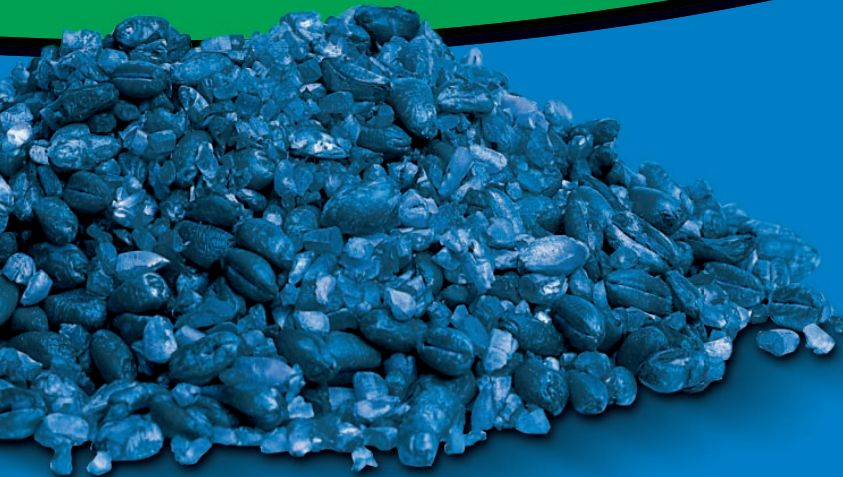


UNIQUE Jade Cluster Grain Formulation



Jade Cluster Grain contains: 0.005% bromadiolone

- ✓ Packed with sesame, millet and much much more!
- ✓ Extremely palatable, irresistible formulation
- ✓ Easy to eat shaped bars
- ✓ Ideal for dry and damp conditions

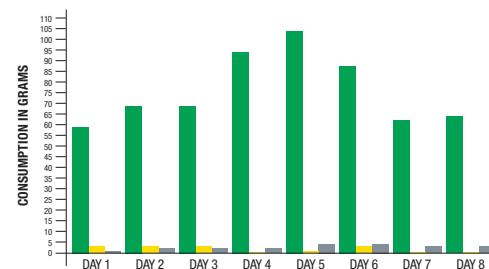


Sapphire grain contains: 0.005% brodifacoum

A unique formulation of cut wheat & whole wheat for both rats and mice

Brodifacoum based bait approved for in and around building use

This graph indicates Rodent consumption of Jade Cluster Grain (in grams) compared to Paste and Block baits on a daily basis over an 8 day period.



Cluster Grain
Paste
Block

The test took place over 8 days.

Each bait station contained a cluster grain bar / paste sachet and block bait.

The bait stations were checked every day and results noted.



Please contact Lodi UK on 01384 404242 or email sales@lodi-uk.com
www.lodi-uk.com

Use biocides safely, always read the label and product information before use. Jade contains 0.005% bromadiolone & Sapphire contains 0.005% brodifacoum



LodiUK

Editorial contacts:

Editor & publisher: **Frances McKim**

Associate editor & publisher: **Helen Riby**



Helen Riby **Frances McKim**

Technical advisory board

Dr Moray Anderson	Clive Boase
Dr Alan Buckle	Paul Butt
John Charlton	Brian Duffin
Prof Chris Feare	Rob Fryatt
Adrian Meyer	Dave Oldbury
Dr John Simmons	Richard Strand
Grahame Turner	

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.

Send us your news

Send your news or views to:

Email: editor@pestmagazine.co.uk

Tel: 01509 233219

Or write to us at:

Pest, Foxhill, Stanford on Soar,
Loughborough, Leicestershire LE12 5PZ
We'd love to hear from you.

Advertisers

Please contact the editor as above or visit our website at

www.pestmagazine.co.uk

The legal stuff

Whilst **Pest** is produced with great care, the publishers cannot accept any liability for inaccuracies or errors herein. Nor can **Pest** accept any responsibility for claims made in advertisements nor for any results or misadventures experienced from using the products advertised.

© **Pest** magazine 2015. All published material remains the copyright of the publisher. No part of this magazine may be reproduced, stored in a retrieval system, or transmitted, in any form without prior permission of the copyright holder.

Pest is published by Foxhill Publishing Limited
Registered in England No: 6737319

Printed by PPS Print, www.pps-print.com

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

Contents

Industry news	4
People in the news	7
Should your business be CEPA certified?	8
The future of rodenticides is in your hands	10
Better SGAR use	12
When is an ant not an ant?	15
Smart ideas for bird management	16
PhotoRATic winner announced	19
Thumbs-up for PestEx 2015	20
A sting in that tale!	22
Turning ant work difficulties into opportunities	26
Take a look at our new Pest website	28
New reference resources	29
Take the Pest Test	29
Products – what's new?	31
Products – new at PestEx	32
Products – new at Disinfestando	35
Italy exhibits with style	36
Diary dates & new product catalogues	39
Get your nominations in for Pest Best Product award	39



Intelligence and ingenuity

If there's a theme to this edition of **Pest** it's got to be intelligence and ingenuity. Now, more than ever, successful pest management relies on the ingenuity of pest professionals and their ability to select and use the tools at their disposal, with intelligence. And to this we should perhaps add, you've also got to be able to prove it!

With the publication of the new CRRU UK code of best practice, see pages 10 & 11, we now know a lot more about what has to be done to ensure a future for the second-generation anticoagulant rodenticides. Assessing the risk of the available options, choosing wisely and recording your decisions, just about sums it up. We also report on the arrival of the European Standard for Pest Management Services and the introduction of CEPA Certified – a new way to prove your professionalism.

Questioning established practice is something which WaspBane's Karol Pazik has been doing and it's led to a difference of opinion on how and when to treat wasps' nests. Read what he has to say on page 22 and make your own mind up!

Frances Helen

Be first with the news – visit www.pestmagazine.co.uk

Get more news at
www.pestmagazine.co.uk
 where you see
 this symbol

read more
 on the web
WWW



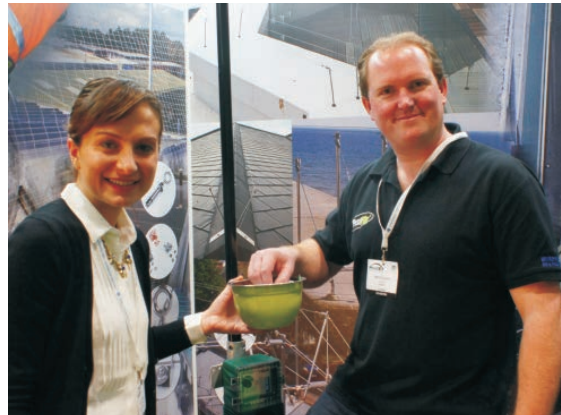
Rentokil results offer industry insight

On 10 April Rentokil published its 2014 annual report. This recorded a favourable trading performance with profit before tax up 58.4%. Regarding revenue, 60% comes from the UK & Ireland. Pest control accounts for 44.1%, hygiene 41.2% with plants and others 6%.

From an industry point of view, the report is worth a read as it provides some useful pointers on the global pest control industry, notoriously devoid of market statistics. For example, Rentokil estimates it has an 8% share of the estimated £9.5bn global market for pest control services. Commercial customers account for 78% of pest revenue, with residential pest control only 22% and over 75% of this coming from the USA and Australia.

A copy of the annual report can be downloaded from the Rentokil website or from the new **Pest** library at www.pestmagazine.co.uk/en/library

Winners at PestEx



The lucky winner's card being drawn by Tammy Stone from Bird-X and Matt England of PestFix



There were several competitions on exhibitors' stands at PestEx. In the BASF Formula Storm Scalextric racing game Hudi Coleman of First Defence Pest Control and Paul Brown of Pest Free 24/7 (pictured above right) – both from north of the Thames – took the chequered flag with race times of 26.94 and 28.16 seconds, respectively. Each won £100 Red Letter Days.

PestFix ran a competition to win a Hawk Kite Kit, BirdXpeller Pro and Non-Piercing Roof Mount giving the competition winner the ultimate stand-alone bio-acoustic and visual bird dispersal system. The lucky winner, Steve Kavanagh of Anevo Environmental Solutions, Essex was drawn by Tammy Stone from Bird-X and Matt England of PestFix as seen in the picture above left, under the supervision of **Pest** editors Frances McKim and Helen Riby.

On the CEPA stand there was a draw on both days for a free of charge CEPA CEN Certification. The winners were Chris Cunningham of Premier Pest Control, Bradford and Ian Fuller of Vale Pest Control, Cardiff.

New suppliers' qualification

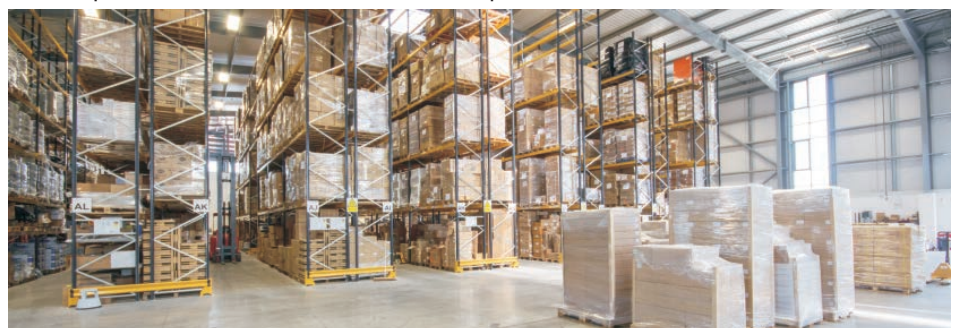
A new stand-alone qualification – the BASIS Certificate in Crop Protection (Aluminium Phosphide for Vertebrate Control) – has been introduced for people who sell these products. Its introduction is the latest part of the industry drive for better stewardship overseen by the Register of Accredited Metallic Phosphide Standards (RAMPS UK).

Progress on the drive to ensure all users hold the appropriate Level 2 qualification was recently covered in **Pest** (issue 37: February & March 2015) but sellers and suppliers will be obliged to hold this new BASIS qualification as manufacturers will refuse to distribute products to this who do not. The deadline for both types of qualifications is 26 November 2015 – so, not long.

Trade counter collection from both SX sites

Trade counter collection is now available to pest controllers in a rush. Orders can be collected from either the northern (Knaresborough, Yorkshire) or southern (Basildon, Essex) SX Environmental depots.

All customers have to do is place their order (online, email or phone) and say where they would like to collect it and when. Customers can enjoy a free coffee and WiFi access. As an added incentive, for collections up until the end of May, customers can claim a £10 Amazon voucher plus the choice of a bottle of wine, or a pack of beer.





Mitie Mouse, alias Nic Hatton, saves the day at the International Food & Drink event with a little help from colleagues Clayton Earney and Meghan Van Zyl

Coinciding with PestEx

Two important events clashed with PestEx in March. Staff from facilities business Mitie were able to combine a visit to PestEx with stand manning duties on their own display in the enormous IFS (International Food and Drink) event which seemed to be on in most of the other halls at ExCeL, during PestEx. Mitie benefited from being the only pest management company at the event, picking up a lot of useful contacts and leads. The two events coincide again in 2017 so maybe there will be a few more pest companies using the opportunity to talk to customers rather than each other.

Merlin Environmental also had to divide their attention between two events but this time they were 120 miles apart. As well as attending PestEx they had bed bug detector dogs at the Facilities Management 2015 event in Birmingham. And, guess what? That show too looks as if it will clash with PestEx in 2017. The dates for the 2016 event are 22 to 24 March.

1env makes a full circle!

The newest pest control distributor – 1env Solutions – moved into significantly altered and refitted facilities on 20 April. The new building brings together all its manufacturing, distribution and training activities. A new twist, is this includes a showroom for pest control products where customers can browse over the stock, or even try it out. There is a dedicated workshop to service customers' equipment as well as an on-site meeting or training room available for customers' own use.

The amusing thing is – these are the very same buildings as recently vacated by SX Environmental at Leigh-on-Sea, Essex.



PreventaPest celebrates. Left to right: Adam Richards, Steven James and Andrew White with Huw Richards, director, holding the Royal Warrant

Celebrating right royally

South Wales-based PreventaPest discovered they had more than just their tenth anniversary to celebrate. They have recently been awarded the Royal Warrant for pest control services to members of the Royal family. This news tops the company's own objectives of moving to premises specifically designed for them along with recruiting extra staff.

DEADLINE®

PROFESSIONAL PEST CONTROL





PHOSTOXIN - FOR CONTROL OF RATS, RABBITS AND MOLES OUTDOORS

- » Fast & efficient action
- » Flask screws directly onto the applicator
- » Easy to use with specially designed applicator, dibber & bag
- » Training courses nationwide

DEADLINE ALPHA EXPRESS

- » A specially formulated block to control mice indoors
- » Fast acting, super-quick control of mice
- » Ideal for reducing infestations or treating ongoing problems
- » Non-anticoagulant rodenticide
- » No secondary poisoning!
- » Easy to use inserts for use with tamper resistant bait boxes

DEADLINE AVIGO NON-TOXIC AVIAN DISPLACEMENT GEL

- » To displace birds where they gather, roost or reproduce
- » Can be applied to indoor and outdoor surfaces

FINALIST
best product award
2014
pest

INNOVATION COMES AS STANDARD



Rentokil

The Experts in Pest Control

tel: 0800 313 4619

products@rentokil.com

Phostoxin contains Al. phosphide 56% w/w; AE Alphachloralose 4% w/w; AADG Capsaicin 0.0357%. Use biocides safely. Always read the label and product information before use.

Spot the bed bug.

The New Trappit BB Detector Plus shows a positive catch when other monitors give you the all-clear.

Suterra's aggregation-pheromone technology chemically mimics harbourage locations which bed bugs instinctively seek out during the earliest stages of infestation. Rely on Trappit for your monitoring needs.

Download the product information sheet at:
www.suterra.com/downloads/bb-detector-plus.pdf



Available now from **Killgerm** and **Barrettine**.

Find out more at
www.suterra.com



Suterra®

Goodbye George



George and his wife, Valerie, celebrating their golden wedding anniversary last year

Pest is sure that all in the industry who knew George Dunn will be very sorry to learn of his death on 29 March at Dr Kershaw's Hospice, Oldham. George, 74, had not been well for some time.

George was born and bred in Oldham – a town he knew, loved and served so well virtually all his working life. Always a bright boy, he won a scholarship to Hulme Grammar school and passed a stack of O' levels. Financial restrictions at home meant he left school at 16, but he chose a career, (environmental health) which allowed him to carry on studying, so becoming a Chartered Environmental Health Officer.

He joined the environmental health department of Oldham Council straight from school and stayed there until 1967 when he and his wife, Valerie, moved to Malawi for three years working as an environmental health officer. Here he concentrated on containing smallpox and building wells. On his return he spent a short time at Tameside Council before going back to Oldham Council where he remained for the rest of his working life, eventually rising to become head of the pest control department. In addition, George also shared his knowledge and experience as a RSH examiner and teaching, alongside Dave Oldbury from Manchester City Council, on the RSH pest control courses at Salford Tech (now University) until his retirement, on health grounds, in December 2005.

We will always remember George for his passion for pest control, his cheeky sense of humour and for his kindness to all around. He loved socialising, exchanging work anecdotes and imbibing the odd pint of bitter or two, such as in the bar at industry events like PestVentures, where he was a regular attendee. He never cared about image or following the latest fashion, referring to this as 'common sense'. His children recall that through the 1970's, their family car was a Lada. They were mortified. But George's reaction was: "It's a car. It goes from A to B. If they're good enough for the Russians, they're good enough for us."

For his children, he used to dream-up exciting, inexpensive projects to keep them, and him, entertained. This stretched to bringing home cockroaches in jars to photographs of houses full of rubbish that the department had cleared out. His views on hygiene were drilled into his family. He was passionate about his work and even after retirement colleagues carried on asking his advice. "Why can't we get rid of the silverfish infestation in the Civic Centre George?" was his last inquiry weeks before he died. He loved it.

George married his wife, Valerie, in June 1964. They had three children (two girls and a boy) and he was very proud to be a grandfather to seven.

A case of musical chairs?

Bayer CropScience has appointed Richard Moseley as its new technical manager for professional pest control. He will be taking up his new position on 11 May 2015. This is a new role at Bayer and Richard will be responsible for supporting their latest products.

Richard joins from the British Pest Control Association (BPCA), where he was technical manager for the past seven years. Previously he worked as a pest control technician for Terminix and as a field biologist for Ecolab.

Taking over Richard's role at BPCA is Dee Ward Thompson. Since 2008 Dee has been technical manager for OCS Cannon and prior to this was operational quality and food safety manager for Mars.

Moving from BPCA to Killgerm is Laurence Barnard who took up his position on 1 April as area sales manager covering the East Midlands and East Anglia. At BPCA Laurence was the marketing and communications officer where he was heavily involved in providing advice and guidance to start-up pest control companies as well as supporting existing businesses. He will be using this experience in his new role for Killgerm.

Moving to Killgerm is Melvin Knapp who has joined as technical manager in the South, taking over from Duncan Bosomworth. Melvin has worked for Rokill for the past nine years, latterly as a field biologist.

After seven years at Killgerm, Duncan Bosomworth joined Rodent Service Ltd (East Anglia) as development director at the start of the year. The role is a diverse one, ranging from a combination of field and office-based work, via donning wellies on an infested farm to ensuring the smooth running of a very busy pest control company.



Richard Moseley



Dee Ward Thompson



Laurence Barnard



Melvin Knapp



Duncan Bosomworth



EU Standard and CEPA Certified in brief

Over the past five years **Pest** has followed the progress of the ground breaking European Standard for Pest Management Services. It has been a truly Europe-wide effort with more than 200 individuals from 18 countries contributing their skills. From the UK Rob Fryatt, Dr Chris Suter and Dr Peter Whittall have been instrumental. The Standard, officially known as European Standard EN16636, specifies the skills and competences that must be met by professional providers of pest management services. It was published on 4 March 2015.

Keeping the cowboys out

EN16636 can be purchased and used by anyone. What will really turn it into something of true value is a proper auditing system to guarantee the quality of work to keep the cowboys out. This is where CEPA Certified comes in.

CEPA certification applies to organisations and not to individuals. It will be awarded on a country by country basis, so if your company works in more than one country, it will need certificates from them all. It can be awarded to single-site and multi-site operations.

The period of validity of the certificate is three years from the date of the first audit. An audit will take around a day to complete and will include observation of practical pest management operations – it will not just be a paper chase!

There will also be an interim audit at around the 18 month mark. Auditors will have to meet strict criteria defined by CEPA and will have to show that they have an understanding of pest management.

Trade associations in the individual European countries are being asked to ensure suitable training is available for these auditors and all associations have been furnished with a toolkit to help them do this.

Should your business be CEPA certified?

Pest associate editor Helen Riby was among those invited to a special panel debate with EU regulators and pest management industry experts, held in Brussels on March 17. It marked the release of the new European Standard and Certification system for pest management services. Read on to decide whether or not you need to get involved.

Do you want to see a professional pest management industry free from cowboys and corner cutters? Do you want to continue to have access to a range of rodenticides that allow you to use your professional judgment on how to control rodents efficiently and cost effectively? Do you want to find ways of streamlining the way you and your business operate?

I can't imagine any of our readers have said 'no' to all three of those questions. Indeed I expect most will have agreed with them all. But what has the introduction of the new European Standard for Pest Management Services (EN16636) and the Confederation of European Pest Management Associations (CEPA) certification system got to do with any of them?

Plenty as it turns out. To begin let's remember that most of the regulation that governs our industry starts in Brussels so having influence there is essential. And, don't imagine that will change all that much even if Nigel Farage and the Tory sceptics take us out of the EU. Environmental pressure groups operate on a global basis. Rodenticides and other pesticides are never going to be welcomed with open arms by politicians of any persuasion.

But let's get back to the Standard and the CEPA Certification system. Developing a standard and introducing a robust certification system to verify that any pest management professional who claims to meet the Standard actually does, provides the industry with a potentially powerful tool to:

- Raise the prestige of the sector in customers' minds so that they see the true value of professional pest management service;
- Provide a level playing field for pest management businesses of all sizes from one (wo)man bands to the largest corporations allowing fair competition for profitable business;
- Allow you to learn from the collective

pest management experience of some of the best brains in Europe who developed the standard;

- Defend products like the second-generation anticoagulant rodenticides (SGARs) by being able to demonstrate they are used responsibly and professionally.

Indeed at the launch event, Pierre Choraine, director of the biocides management group at the European Commission alluded to a great prize for our industry. He said, on more than one occasion, that if CEPA Certified can achieve a critical mass whereby the Commission can be sure that there are sufficient numbers of pest professional across Europe to ensure the ongoing protection of public health and assets from pests, they would be minded to add wording to active substance authorisations along the lines of '*to be used only by CEPA Certified professionals*'. Now that would help keep the cowboys out.

Critical mass essential

Of course the two most important words in that comment are 'critical mass'. Getting sufficient pest control businesses involved will allow the whole industry to reap the benefits. As Chris Suter observed at the launch event (quoting none other than Sir Winston Churchill): "Now, this is not the end. It is not even the beginning of the end. But it is, perhaps, the end of the beginning."

And the next stage is not going to be easy.

National associations are being asked to take a lead in explaining the benefits of CEPA Certified to pest control businesses and to their customers.

But CEPA is also playing its part, auditing prospective auditors and providing toolkits to support the national associations.

The first Global Summit of Pest Management Services for Public Health and Food Safety organised by CEPA and the North American association (NPMA), 3-5 June 2015, will be an opportunity for pest professionals to rub



On the panel were left to right: Pierre Choraine director of the biocides management group for the European Commission DG Sante, Rune Bratland from the Norwegian trade association and managing director of a pest control servicing company in Norway, Elena Santiago Cid secretary general of the European standards association CEN-CENELEC, Martin Harvey president of BPCA and managing director of Harvey Environmental Services, Dr Peter Whittall formerly chief scientific officer of Rentokil-Initial, Bertrand Montmoreau, CEPA chair and Dr Chris Suter chair of the CEPA validation working group

shoulders with the global food industry. Standards will no doubt be part of those discussions.

A toolkit for prospective CEPA Certified business is also being made available. It allows companies to work through the requirements and identify what they need to change in the way they organise their work etc to come into line with the standard before being audited. You can download this for free from www.cepa-europe.org – select the CEPA Certified self evaluation test from the drop down menu.

Questions from the floor raised concerns about how businesses that operated across borders would be certified. The current plan that certification will be on a country by country basis makes sense for most and for the big companies it is not going to be a huge issue, but, on the Continent there are some pretty small companies with cross border business to consider.

More serious is the huge disparity between pest management markets in the different EU countries. In Poland, for example, price competition is extreme with unqualified people already massively undercutting the professional businesses. The Polish Association fear was that the cost of participating in CEPA Certified (estimated at around Euro 1,000 (£750-800) to cover the auditing) would be a massive deterrent. In Hungary however the situation is very different as Hungarian pest controllers have, for many years, had to be licensed and able to prove their competence. Becoming CEPA Certified would not be such a problem for them.

Here in the UK cross border issues are unlikely to be much of a issue, except perhaps in Ireland, but worries about cost and price competition will doubtless be raised.

It can sometimes seem that price is the critical issue but for many customers it is a solution to their problem that is the most important, albeit at a sensible price. Surely it is up to pest professionals to talk to their customers about what it means to be a professional and to explain why that will make a difference in the quality of service they receive. It strikes me that being able to say that you operate to a European Standard and are subject to regular independent audit will provide customers with a peace of mind that they should feel is worth paying that bit extra for.

NEW PRODUCT

Pest - Plan - Action

Xlure-FIT

Multi species fabric insect trap

Innovation in Pest Control

+44 (0) 1244 281 333
marketing@russellipm.com
www.russellipm.com

The future of rodenticides is in your hands



With the publication of the new CRRU UK Code of Best Practice & Guidance for Rodent Control and the Safe Use of Rodenticides, we now know a lot more about what has to be done to implement the Stewardship Regime that the Health & Safety Executive (HSE) has asked the industry to deliver. So what's different about this Code? We review the key changes.

Follow the Code and we will be well on the way to making sure these essential products stay on the market. Ignore its advice and, make no mistake, the days of the SGARs will be numbered

The 24-page Code is written in plain English. It incorporates recent understanding of the safe use of rodenticides and provides practical advice on how the associated risks can be minimised.

It must become the Bible for pest professionals, gamekeepers and farmers. Yes, for the first time all 'professional' users have the same code to follow.

It is based on two (HSE) Information sheets published in the late 1990s – one for public health pest control and one for agriculture. As Dr Alan Buckle chairman of the Campaign for Responsible Rodenticide Use (CRRU) explains: "Some of the information is taken 'word for word' from these

documents but, of course, in the meantime, much has changed and this is reflected in the new Code."

So what's new in this Code?

First of all there is much more emphasis on non-rodenticide methods of rodent control and a requirement to consider these before using any rodenticide.

The idea that a pest professional can go to a rodent infested site with plenty of harbourage and food and just put down a load of bait is completely unacceptable.

Professional pest controllers wouldn't do that anyhow, but let's face it sometimes there is a temptation to cut corners.

Rodenticide should never be used as a first resort, always consider all the options and be prepared to have those difficult conversations with customers about what they need to do to tackle harbourages and food supply problems.

Concept of risk hierarchy

The second big change is the introduction of the concept of risk hierarchy. If you've ever had to do a COSHH assessment then this won't be entirely new to you. When it comes to rodent control it means looking at the relative risks to the environment and wildlife of trapping, gassing and using rodenticides. And each and every situation will be different. As a professional you must use your knowledge and skill to choose the option that poses the lowest risk environmentally, but that will still be effective.

Risk hierarchy as listed in the code:

- Efficacy – the chosen control method needs to work;
- Proofing – can be expensive but is often the key to a long-term solution. It should always be implemented;
- Denial of food and water – rodent proof bins for example and close fitting doors;
- Removal of harbourage – for example replacing vegetation around buildings with concrete, tarmac etc to prevent burrowing;
- Trapping – needs to be done properly as it may have a detrimental impact on non-target animals;
- Glue boards – can be useful but there

Why do we need a new best practice code?

Products containing SGARs have been on the market for nearly 40 years so we know a lot about them. They are an efficient and practical solution to rodent infestation in many urban and rural situations. But, they are also persistent in the environment, bioaccumulative and toxic to non-target animals; in the jargon they are PBTs. Residues of these compounds have also been found in many predatory and scavenging species. Under normal conditions this would have led the authorities to ban them in the EU.

They have also been identified by the European Chemicals Agency (ECHA) as being toxic to reproduction. ECHA has therefore recommended that specific concentration limits be set at levels which would make the products less effective. So far these are only proposals but...

Not that long ago a ban by the European Parliament was narrowly avoided mainly because there are no equally effective and safer alternatives. If these products are to continue to be allowed to stay on the market we must apply appropriate measures to prevent avoidable wildlife exposure. This is fundamentally why the HSE asked CRRU, on behalf of the whole industry, to develop the Stewardship Regime.

The new Code of Best Practice defines measures which, if thoroughly and effectively applied, will permit the continued use of anticoagulants with the minimum adverse impact on non-target species.

are animal welfare considerations;

- **Alphachloralose** – only for use indoors for house mouse but applied correctly it presents few risks to non-targets
- **Phosphine gas** – provided care is exercised fumigating rodent burrows is unlikely to have primary non-target impacts and there is no likelihood of secondary poisoning but these products carry significant risks to users and require users to hold specific qualifications;
- **First-generation anticoagulants (FGARs)** (warfarin, chlorophacinone and coumatetralyl) – are less acutely toxic and less persistent therefore present lower risk to non-targets. However there is widespread resistance to these products. Using FGARs where there is resistance to them is not best practice;
- **SGARs** (brodifacoum, bromadiolone, difethialone, difenacoum and flocoumafen) – in the risk hierarchy SGARs present the greatest risk to non-target animals and the environment. They should be used only when other methods of achieving control have been carefully considered and found to be unable to provide an effective solution. The likelihood of resistance to bromadiolone and difenacoum should be considered when deciding which of the five compounds to use.

Remember, you don't have to use all the options in the risk hierarchy to see whether or not they fail. But all should be considered.

Permanent baiting is a no, no

Then there's the thorny issue of perpetual perimeter baiting. Dr Buckle is clear that the bait box filling business model should never be used. For some time tamper-resistant bait boxes have provided a false impression that it is safe to deploy such equipment and to apply anticoagulant rodenticide baits permanently in them. We now know that some of the contamination seen in UK wildlife is the result of non-target mammals entering boxes and feeding on the bait.

There will be occasions, however, when recurring infestations mean long-term baiting is required, but these will very much be the exception to the rule.

Areas of use

Going forward there are three authorised areas of use. These are now being introduced on product labels. The new Code stresses that it is essential to apply rodenticides only in those areas where their

use is permitted by the product authorisation and shown on the product label. They are:

- **Indoors** – defined as situations where the bait is placed within a building or other enclosed structure and where the target is living or feeding predominantly within that building or structure; and behind closed doors. If rodents living outside a building can move freely to where the bait is laid within the building, then products restricted to use indoors should NOT be used. Open barns or buildings and tamper-resistant bait stations placed in open areas are not classified as indoors. However, sewers or closed drains are considered to be 'indoors situations'.
- **In and around buildings** – this is a new term. It is defined as the building itself, and the area around the building that needs to be treated in order to deal with the infestation of the building. This would cover use in sewer systems or ships but not in waste dumps or open areas such as farmlands, parks or golf courses.
- **Open areas** – this is a new term. An open area is one that fits neither of the two above – an urban, suburban, or rural space that is not directly associated with a building.

Environmental risk assessments

Whilst everyone will be familiar with COSHH Assessments, not all pest professionals will have conducted an environmental risk assessment prior to the use of a rodenticide. The code recommends doing so and gives advice on what to include. It also recommends that the assessment is written down.

Training implications

The Code will become the basis for existing and new training courses for all user groups – the professional pest control sector including local authority units, gamekeepers and farmers.

To conclude

For most pest professionals the Code is more about changing emphasis than changing practice. In the past, rodenticides were often considered to be the primary intervention. Now they must be viewed as a temporary solution that becomes necessary only until



other procedures have been fully considered and implemented to make sites less conducive to rodent infestation.

It is interesting to note the organisations listed on page two of the Code as helping in the development of the document. In particular, it is pleasing to see the Barn Owl Trust and the various gamekeeping organisations taking part and supporting the document.

One group is conspicuous by its absence; there are no farming organisations listed. Make of this what you will, but remember that at the *Pest Control News* workshop during PestTech last year the HSE implied pretty strongly that if it becomes apparent that any one sector is not participating fully in stewardship, action would be taken – could there be significant opportunities for pest professionals opening up on UK farms?

Get your hands on a copy

There are plenty of ways to obtain your copy – you can download it from the new *Pest* library at www.pestmagazine.co.uk, or from the CRRU website www.thinkwildlife.org where you can also request a hard copy.

Please get a copy, read it and make any necessary changes to your practice to make sure you follow the Code.



Better SGAR use

Now they can be used legally around, as well as inside, buildings, so-called single feed rodenticides are likely to be put to far wider use in controlling rats, as well as mice, across the UK, as they already are in most other parts of Europe. But, as BASF's Sharon Hughes explained at PestEx, these more potent products need to be employed with great care.

The particular potency that makes single feed rodenticides so valuable in dealing with rodent populations resistant to both first and other second-generation anticoagulant rodenticides (SGARs) means particular care needs to be taken to safeguard non-target species.

This point was stressed by BASF global rodenticide development manager, Sharon Hughes, who also reminded her audience that UK analyses already indicates unacceptable levels of SGARs being found in predatory birds and other wildlife.

BASF used PestEx to launch what the company describes as, 'its biggest-ever development of the Storm range of flocoumafen-based rodenticides for the UK',

see page 31 in this issue. Sharon urged pest professionals to integrate these and other single feed products into better SGAR programmes in the most responsible ways possible.

Stakes couldn't be higher

"Everyone needs to comply with the intention as much as the letter of the emerging new SGAR Stewardship Regime which is designed to minimise non-target species risks, even before it has been fully implemented," she insisted. "If SGARs levels keep on rising in key wildlife indicators we could well lose these vital products completely. In the absence of any suitable alternatives this would be disastrous. So the stakes couldn't be higher!"

Alongside the established flocoumafen block, Storm Secure, BASF unveiled two new UK formulations at the London event with the stated intention of providing palatable single feed baits for every treatment need.

"Both have been proven effective in trial work with the most broadly resistant Berkshire and Gloucestershire/Yorkshire rat populations as well as the Hampshire strain resistant to first-generation anticoagulant rodenticides (FGARs) and tolerant to bromadiolone and difenacoum, not to mention FGAR resistant and bromadiolone-tolerant mice," said Sharon.

New targeted formulations

Storm Pasta is a moist, non-grain soft block for general-purpose use. Without any added odours, it boasts exceptional rat and mouse palatability. Protected from spillage by an aroma-permeable sachet, it has a carefully balanced oil profile to minimise seepage, coupled with good resistance to humidity and moisture and stability under extremes of heat and cold.

"Our new soft block is especially valuable in dry environments, where competition from other food sources is high, and with populations reluctant to feed on grain-based baits," pointed out Sharon. "Effective protection against spillage and the weather makes it suitable for use in a wide variety of external situations. And the fact that it's easy to secure in bait stations ensures good non-target species protection.

"For use outdoors and in especially challenging areas, Storm Secure continues to offer the best combination of grain-based palatability, durability and securability.

We recommend it for its securability where non-target species risk is high; for its great durability in high moisture and humidity environments and, for the best spillage protection available when burrow baiting.

Keep a watchful eye on rodenticide labels

Now that the second-generation anticoagulant rodenticides (SGARs) Stewardship Regime has been accepted in principle by the Health & Safety Executive (HSE) and the Government Oversight Group, HSE has begun authorising SGAR products using the new label wording 'in and around buildings'.

Eventually all labels will be changing but, during the transition period, please remember that the so-called single feed SGARs can only be used legally 'in and around buildings' when the label states this use. If you have old stock without the 'in and around' buildings label then don't be tempted to go ahead and use it regardless. You can be sure that anyone caught doing so will be made an example of.

All SGARs single and multi-feed must be treated with the greatest of care to avoid accidental poisoning of wildlife. The HSE has made it plain that it will not be distinguishing between the different SGARs. As far as HSE is concerned they are all equally toxic and equally dangerous to wildlife and the environment so, get up to speed with the new CRRU UK Code of Best Practice (see pages 10 & 11) and make sure you use all SGARs wisely.

"Alongside the two block options, we have added Storm Mini-Bits as a loose bait alternative for indoor and selective area use. It stands out as the most consistently palatable bait we've ever tested in our laboratory. We believe this is because of its food quality cereal and sugar formulation, thorough flocoumafen impregnation, and similar size, shape and composition to the palatability-boosting Fortec grains in Neosorexa Gold.

"We've designed the loose formulation specifically for indoor use, where non-target species risk is low and as a complement to other baits used externally," she explained. "For non-target species protection, we strongly advise against using any loose single feed bait outdoors, with the possible exception of the most wildlife-secure and protected situations.

"Instead, we believe single feed SGAR use outside should be confined to hard or soft blocks. Because they can be fastened securely within well-covered and protected bait stations they present much less of a danger of being removed by foraging rodents and left exposed to pets or wildlife."

Use only where needed

As part of a concerted attempt to ensure the most sustainable and wildlife-responsible approach to overall SGAR use under the new 'in and around' labels in the UK, BASF is also recommending that single feed rodenticides are only employed where they are really needed.

As well as minimising the risk posed to non-target species, the company sees this approach as ensuring the greatest use is made of well-formulated multi-feed rodenticides – which are as effective as

single feed products in many situations.

"Even though they can now legally be used much more widely, for the best possible UK stewardship we would only advise employing single feed rodenticides in three main situations," stressed Sharon

"First, where infestations haven't been controlled by the best-available multi-feed baits. Second, where rats and mice are known to be resistant to other SGARs. And finally, indoors to complement external multi-feed baiting as part of anti-resistance strategies."

Risk hierarchy approach

Of course, following a risk hierarchy approach means the first rodenticides to be considered should be the FGARs but these should only be used where they are known to give effective control.

Sharon continued: "Following extensive field trialling with our new Storm range, we also believe single feed products should always be used in low input treatment programmes, requiring markedly less bait and fewer visits than traditional multi-feed rodenticide regimes," she added.

"Strictly limited amounts of Storm put out weekly – with an extra dose in the middle of the first week for high infestations – are sufficient for the same reliable rat control as larger amounts of less potent rodenticides that really need to be topped-up every few days over the first two weeks of treatment.

"Baiting in this way makes the most of single feed rodenticides' extra power by preventing the first rodents feeding at any stage consuming far more than a lethal dose of rodenticide. In turn, this allows less dominant later-feeding individuals access to the bait as rapidly and reliably as possible once



Sharon Hughes supports the risk hierarchy approach advocated in the new CRRU Code which is the basis for the UK Stewardship Regime

their more dominant early-feeding contemporaries are dead or dying.

"Our trials on farms with comparable rat populations show this approach giving savings of more than 75% in bait use and 25% in baiting visits to significantly cut treatment costs.

Far less bait in the environment, of course, also helps minimise the risk to non-target species, giving the sort of all-round benefits pest controllers cannot afford to ignore (See Table: Baiting programmes on comparable livestock farms)."

Also fundamental to the best and most responsible 'in and around' UK SGAR approach advocated by BASF is:

- Focused use based on the best understanding of rodent and non-target species behaviour;
- Covered and protected bait stations made from locally-available materials wherever possible;
- Careful bait station siting to reduce the likelihood of small mammal access;
- Quality rat burrow baiting;
- And, **above all**, thorough risk assessment as the basis for all treatment programmes.

"Risk assessments must be far more than tick box exercises," stressed Sharon. "In particular, they need to identify whether infested areas can be accessed by dogs, cats, small mammals, birds or people. They have to be followed by appropriate and well-documented risk minimising measures.

"And, of course, they should be accompanied by strict adherence to the seven point CRRU Wildlife Aware Code."

Table: Baiting programmes on comparable livestock farms

(Each assessed by pre-baiting and tracking to have approximately 300 rats)

	Traditional baiting	Storm baiting	Storm baiting benefits
Initial bait used	200g x 69 points = 13.80 kg	50g x 69 points = 3.45 kg	10.35 kg less bait (25% of traditional)
Bait replenished	12.67 kg	2.36 kg	10.31 kg less bait (19% of traditional)
Total bait employed	26.47 kg	5.81 kg	20.66 kg less bait (22% of traditional)
Control achieved	94% by Day 19	98% by Day 15	Similar control in slightly less time
Total baiting visits (including clean-up 3 days after last activity)	Day 0, 2, 5, 9, 12, 18 & 22 (clean-up)	Day 0, 4, 7, 14 & 18 (clean-up)	2 less visits (71% of traditional)

Source: Independent trials for BASF

Bird Shock® Flex-Track®

*has always been known for its good looks
and exceptional performance.*

New Patented Anti-Arcing Base

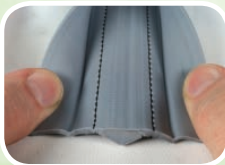
*And now, thanks to its new, patented
anti-arc base, its bottom performs as well as its top.*

United States Patent Nos.
7,481,021 8,293,044 8,430,063
8,434,209 8,567,111
U.S. Design Patent No. D684,235 S

*Additional U.S., European Union and
other International Patents Pending.

All New

Adhesive gripping texture
Patented, threadless, insulated base



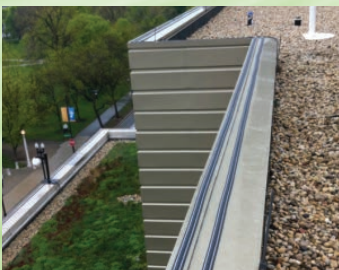
Patented "anti-arc" base features
insulator flaps that keep the threads
from contacting the building surface.

Tried and True

Attractive, low profile
Water-repelling "roof peak"
Strong, flexible, stitched attachment
Super-conductive, stainless steel braid
Flexible, lies flat on any surface



America's best performing track is now available in the UK.



Flex-Track Quick Connectors

New Quick Connectors are:

- Fast and easy to install
- Durable and won't pop open
- Attractive and low profile
- UV stabilized & guaranteed for 5 years

When is an ant not an ant?

It's not often that you come across a new or rare pest species but Chris Swindells from Acheta Consulting recounts some recent experiences of *Cephalonomia gallicola*, a parasitic wasp, which several members of Acheta have recently encountered.

At the start of 2014, it was with some interest that one of my colleagues, Peter Witter-Goodrum, came across an odd looking ant amongst flour deposits in a large bakery.

Initially it appeared to be similar in size and colour to a Pharaoh's ant (*Monomorium pharaonis*), but something was not quite right. The ant was found in a strange location and within a product that is more typically at risk from stored product insect activity.

Under a hand lens it also became clear that the abdomen was slightly pointed and there appeared to be a lack of nodes between the thorax and abdomen.

A sample was taken which was eventually independently identified as a parasitic wasp *Cephalonomia gallicola*. Since then, several of us at Acheta have come across this parasitic wasp in different food manufacturing sites in the UK. It was with some surprise that at one site the parasitic wasps had been identified as Pharaoh's ants by the pest control contractor, who had then instigated a dedicated treatment programme.

An understandable mistake?

To some extent you can understand the mistake, as the two species are similar in terms of size and colour. However, this example does highlight two key things. One, the need to correctly identify the pest species that you are dealing with, and two, the need to understand why you are finding them in the first place.

As seen in Figure 1, *C. gallicola* are ant-like in appearance, and are between 1.5 and 2 mm in length, with both winged and wingless forms occurring. For comparison, *Monomorium pharaonis* is shown in Figure 2. Note that *M. pharaonis* has two distinct nodes on the petiole (narrow waist) between the thorax and abdomen; the abdomen is distinctly different in shape too.

C. gallicola is a predatory species, and commonly feeds on beetle larvae and pupae. It is associated with the distribution and importation of flour and other dried food products in which stored product beetles such as *Stegobium paniceum* (biscuit beetles) may be present. Where *C. gallicola* is found, it is recommended that a thorough inspection of the area, including building fabric and plant is carried out to identify any product deposits that could be supporting stored product insect pest activity. Good housekeeping

and spot insecticide treatments, where required, should be sufficient to deal with localised infestations.

Biology and life cycle

Ants and wasps are closely related and belong to the same order of insects – Hymenoptera. However, whereas ants, including Pharaoh's ants belong to the family Formicidae, *C. gallicola* belongs to the family Bethyridae which includes other parasitic wasps. Bethyridae are parasitoids of the larvae of Lepidoptera and Coleoptera and several species attack moths or beetles that infest grain or flour products.

Some species of Bethyridae are well documented in Southern Europe, but in the UK, cooler temperatures are not suitable for their development. Consequently in the UK they tend to be an introduced species associated with artificial environments where imported foodstuffs and stored product insects are present. There is no known reliable distribution pattern record in the UK for the occurrence of *C. gallicola* and it is rarely encountered or reported – but sightings are increasing.

Adult *C. gallicola* emerge from parasitised larvae from February to October, with the majority between July and September. Spring emergence requires 60 days from egg to adult but only 20 to 30 days during the summer. The adult lifespan of female *C. gallicola* ranges from one to six months during the summer, provided that hosts are available for feeding and reproduction. Males die approximately 10 days after emergence and mating. Overwintering may occur in sheltered conditions with females surviving for 60 to 180 days.

Eggs are laid on the host beetle larvae, with preference given to larvae that have already formed their cocoons. The egg stage duration of *C. gallicola* is typically between 1 to 4 days in ideal conditions, but as long as 13 days depending on temperature. Metamorphosis can take between 7 to 15 days, but this again is temperature dependent. Males tend to develop and emerge quicker than the females.



Chris Swindells



Figure 1: The parasitic wasp (*Cephalonomia gallicola*)



Figure 2: Pharaoh's ant (*Monomorium pharaonis*)

Smart ideas for bird management

California has a well deserved reputation for turning technology into useful, indeed often highly desirable products. At PestEx, associate editor, Helen Riby, took the opportunity to catch-up with California-based Cameron Riddell of Bird Barrier to find out more about some interesting bird management ideas now coming to Europe.

Cameron Riddell is president and co-founder of Bird Barrier. Softly spoken, with an easy to listen to West Coast American drawl, he enthused about his company, its products and the relationship, recently formalised, with Sussex-based Pest Trader to introduce some of Bird Barrier's more novel and innovative products into Europe.

Bird Barrier is based in Carson, California. It was established in 1993 by Cameron and two friends and now supplies pest control and wildlife professionals right across the

USA, as well as exporting to Australia, Japan, Canada and Puerto Rico.

As you might expect the company has a comprehensive range of spikes, wires and nets but, there are plenty of quality European producers of these standard bird management products, so there are no plans to export these to Europe. Rather, working with Pest Trader, Bird Barrier will be introducing some of its innovative technologies designed to prevent birds from becoming a problem in the first place and to



Cameron Riddell with the new bird song audio attractor version of the Sparrow Trap Door bird box

ULV AEROSOL GENERATORS

Made in Germany

UNIPRO²

Electric ULV Cold fogger

„Excellent fogging characteristics for Disinfection and Pest Control“



Modular options:

- Electric timer
- Hose extension
- 20 l / 5.3 gal. (US) solution tank (HD-PE)

Power supply:

- Electric motor 110/230 V - 50/60 Hz.

DIN EN ISO 9001:2008

DROPLET SCIENCE - NEXT LEVEL ULV

Thermal Fog Generators
ULV Aerosol Generators

IGEBA[®]

IGEBA Geraetebau GmbH
87480 Weitnau | Germany

info@igeba.de
www.igeba.de

humanely remove individual birds, such as sparrows, from warehouses, retail premises and the like.

Unique products

As Cameron explained: "We're looking to market some unique propositions not compete with established products and, with Pest Trader, we will have stock available for despatch from the UK."

Pest Trader was set-up several years ago by international business consultant, Rob Fryatt. The business specialises in developing and marketing products for the prevention and monitoring of pests.

Rob says: "We seek out unique products from around the world and bring them to a wider audience in the pest management market using our extensive distribution network in Europe, the Americas, Asia and beyond."

These products include the outdoor Green Eye Termite alert system and indoor Termitector termite monitors, along with the unique PT Exoroach cockroach control station. Since 2013 Pest Trader has been the exclusive European distributor for the Exosex SP and CL Tab, mating disruption systems used for moth management in food stores and heritage collections, respectively. The most recent step in the development of the Pest Trader range has been the addition of specialist products from Bird Barrier.

Commenting on this development Rob said: "We have known and worked with Bird Barrier for many years, stretching back to the original relationship between Bird Barrier and Sorex. We have already assisted them to establish distribution in Australia and some Asian markets, now we are working to develop selected brands across Europe.

"There will be stock of these products held in the UK to ensure timely supply and to eliminate the need for distributors to ship and import from the USA, as they currently have to. Products will also be priced in Sterling and Euros to eliminate the vagaries of exchange rates.



Cameron Riddell, left, and Rob Fryatt show-off the new-style Bird-Shock Flex-Trak

We think this is a winning combination – unique to Bird Barrier products and great Pest Trader customer service."

Bird Barrier expertise in training

Training in installation techniques is a key part of bird management. It doesn't matter how good the products are if they are installed incorrectly they will fail. Cameron explained that right from day one training has been viewed as essential. This meant that for the first ten years of the company's life he was on the road more than he was at home, teaching thousands of pest control professionals all over the US. "A lot of bird management products like netting seem very complicated to install but they really aren't that difficult. We developed a series of videos/DVDs to show how it should be done and now, with the rise of the Internet, all this training material is made freely available on the web at www.birdbarrier.com/videos and at www.PestTrader.com

What product's are being introduced?

First-up is the Sparrow Trap Door. Cameron explains: "The Trap Door has proved a big success in the States. It's basically a birdbox with a trap door which is baited with bird food. There's also an optional audio sparrow song attractor. Sparrows eat the food, step on the lever and fall inside. They can then be released outside the premises. It doesn't look like a trap so it can be placed anywhere in warehouses, retail premises and the like."

Secondly there's a solar panel protection kit which comprises special easy-to-fix clips and wire mesh. It's a non-penetrating

system designed to keep all birds, squirrels and other wildlife from getting under solar panels, protecting the roof, wiring and equipment from their damage.

Then there's the new and improved Bird-Shock Flex-Track. Bird Barrier was the company that developed the first and best known track system which is now used across Europe. It is a low-profile ledge deterrent system that is effective against all species of pest birds utilising the principle of fear and flight and conditioning birds to stay away. "The latest improvements have included insulation flaps which conceal the

stitching inside the track so the thread no longer comes into contact with the building substrate," explains Cameron.

Finally there's the Daddi Long Legs unit designed to deter gulls, pigeons, and other large birds, from landing on open spaces such as flat roofs or air conditioning units, street lights and other hard-to-protect spots. Thin, stainless steel rods rotate in the breeze and wave menacingly, interfering with birds as they try to land.

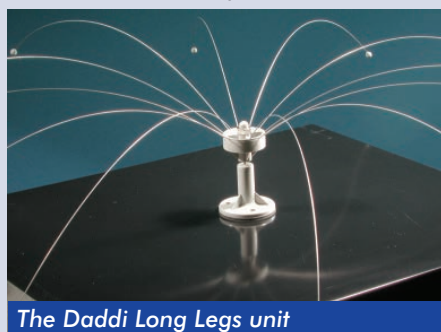
Not just for birds

Regular contact with pest management professionals has given Bird Barrier an appreciation of many of the problems they face and not just in deterring birds.

One example is the special magnetic base unit designed to take snap traps from most major manufacturers. It allows snap traps to be sited in any direction on pipework and other metal surfaces. There's also a magnetic bait station. These additional products will become increasingly available in 2015 through the Pest Trader distribution network.



Easy-to-fit solar panel protection clips



The Daddi Long Legs unit

**BIRD CONTROL
INSECT CONTROL
RODENT CONTROL**



The Family Run Distributor
That Prides Itself On Putting You The Customer FIRST!

Next Day
Pest Control Supplies

Your Favourite Brands All Under One Roof

Insect-a-clear

Rentokil



To Nature
BIRD FREE

BIRD-X
MASTER DISTRIBUTOR

ROMAX

DIGRAIN



PelGar
International

SCARECROW
BIO-ACOUSTIC SYSTEMS
KEEPING BIRDS AT BAY



... New Lines Just In ...



Deadline Avigo Gel



Sapphire Grain



Jade Cluster

**FREE WRITTEN
QUOTES**
WITHIN THE HOUR +
FREE TELEPHONE SUPPORT

**FREE UK MAINLAND
DELIVERY**
ON ORDERS OVER £200

**30 DAY INTEREST FREE
CREDIT ACCOUNTS**
AVAILABLE

**NEXT DAY
DELIVERY**
FROM JUST £7.99

Our Promise

NO TIERED
Price Schemes
NO MINIMUM
Annual Spend
NO MINIMUM
Order Quantities
NO SHORT TERM
Seasonal Sales
Promotions

**Just Our Lowest
Prices All Year
Round**



To place your order

Call Dan or Matt: 01903 538 488

sales@pestfix.co.uk • www.pestfix.co.uk

Proud Members of:



PestFix - Unit 1D Littlehampton Marina, Ferry Road, Littlehampton, West Sussex BN17 5DS

PhotoRATic

winner announced

PelGar International is delighted to announce the winners of its PhotoRATic competition.

As rodents are predominantly nocturnal, capturing images of them in their natural environment can be a challenge. You need to be in the right place, at the right time, and with your camera at the ready – PelGar knew that getting a good image would not be easy.

Nic Blaszkowicz, PelGar's global marketing manager announced the winner. "Having sifted through all the wonderful entries, with input from the editors' of **Pest** magazine, we have our winner – Martyn Belcher from ABM Pest Control in Mansfield. Martin takes away £300 worth of PelGar product."

"His image was taken at a Nottingham nature reserve and clearly illustrates how rapidly rat populations can become established if no pest control is in place. Nature reserves attract visitors, keen to feed the wildfowl and to picnic, consequently remnants of food are always going to be around as an easy and accessible food source for a rodent population.

"Perhaps this is what all our open spaces would look like if there was a ban on anticoagulants!" added Nic. Taking away £100 worth of PelGar product as the runner-up prize is an image of a cheeky rat, showing its climbing skills and a head for heights as it makes the most of someone else's rubbish. This image was snapped in Kelsey Park, Beckenham by Dean Levy from Essex based, Tenv Solutions.

Ross Graham from Graham Environmental Services based in Blairgowrie was also commended and will receive £100 worth of PelGar products for two images taken whilst on holiday in St Andrews, Scotland.



Above the winning image – submitted by Martyn Belcher, ABM Pest Control



Runner-up Dean Levy, Tenv Solutions



Caught...



... Down in one!

Highly commended Ross Graham, Graham Environmental Services

This seagull, obviously fed up of being chastised for pinching the locals' fish and chips, had more fruitful pickings in mind. He was seen chasing a live rat down a busy

street, cornered it, then caught and, while it was still alive, swallowed it whole! We're not sure how well it was digested but it's a novel form of rodent control!

Thumbs-up for PestEx 2015



PestEx 2015 was held at London's prestigious ExCeL conference centre on March 25 and 26. Organised by the British Pest Control Association (BPCA), it re-affirmed its position as the largest international industry event this side of the Atlantic.

Of the 92 exhibitors, 44 had come from overseas. Looking at the UK-based exhibitors, the majority were either involved in exporting or are the UK-based part of a multi-national company. As BPCA chief executive, Simon Forrester, commented: "It is clear the majority of our exhibitors now sell products across international boundaries and PestEx provides them with a perfect platform to reach pest management professionals from across the globe."

But it wasn't just the exhibitors that came from overseas – so did a large percentage of the visitors. The official BPCA figures record that over the two days a total of 2,242 people attended. Of these, 23% came from outside the UK.

Within the exhibition, rodents and all means of their control featured prominently. Second-generation anticoagulant rodenticides (SGARs) continue to be under scrutiny and the industry is responding; coming-up with non-toxic alternatives – traps and attractants for example. BASF has responded too, by launching two new Storm formulations for the UK market.

Accompanying these developments come ever more sophisticated means of monitoring and reporting. Several software management data handling systems are becoming established (ServeSuite for example) and at least two rodent monitoring devices based on radio technology made their debuts – Kill-@lert from Woodstream and the Wedge from Killgerm see page 32 for news of more new products from PestEx.

Running alongside the exhibition were comprehensive seminar and technical areas. In the past, hearing what the presenters were saying whilst not deafening those on the exhibition stands has always been a challenge. This time the perfect solution was found. 'Silent seminars'. Delegates wore headphones and the speakers were miked-up, so any unnecessary noise was kept to a minimum.

"By using this headphone system we not only gave every person in the seminars the opportunity to hear our speakers clearly, but it also allowed us to record the



sessions, copies of which are now on the BPCA website," explained BPCA's events officer, Lauren Carter.

With a total of 27 presentations, which ran concurrently, it was often hard to pick which one to attend. Unsurprisingly one of the most popular

sessions was the one on the SGARs Stewardship Regime. The Regime is still 'under development' but the new CRRU UK Code of Best Practice (see pages 10 & 11) is helping to clarify what pest professionals will need to do to comply. CRRU has set-up a number of workgroups and representatives from each took part in a Q&A session. Many questions could not be answered fully on the day but with the workgroup structure in place, delegates were reassured that answers will be found.

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



A sting in that tale!

WaspBane used its PestEx display to raise concerns about the timing of wasp nest treatments and, more specifically, the company displayed a letter sent by the British Pest Control Association's (BPCA's) servicing committee questioning evidence presented by WaspBane linking wasp stings to Kounis syndrome.

On top of this, WaspBane originally had been in the PestEx seminar programme, yet, relatively late in the day, they found they had been removed and replaced by Professor Stephen Martin from the University of Salford. **Pest** asked both WaspBane's Karol Pazik and Simon Forrester, chief executive at BPCA, to explain what had been going on. Why was it that Karol felt the need to embarrass BPCA at PestEx?



It was never a question of 'wanting' to embarrass BPCA, explained WaspBane managing director Karol Pazik. BPCA was made aware that inappropriate wasp treatments increase risk to public health when such treatments prematurely create sweet feeding nuisance wasps. The association was also told of the emerging evidence that wasps represent a greater threat to human health than previously thought. However, even after presenting video footage and reference papers in support of these serious public health concerns to the BPCA servicing committee, the BPCA chose not to take any action and has dismissed the issue.

Kounis syndrome kills

Recent research into Kounis syndrome suggests that the mortality rate in the UK could exceed 1,000 people per annum dying from 'silent' heart attacks brought-on by wasp stings. Wasp venom contains mast cell degranulating peptides. These act to destabilise and cause the rupture of atheromatous plaques potentially causing heart attacks. Inappropriate wasp nest

treatments that are conducted during the hunting phase of the wasp life cycle deny access to the nest to returning workers. These workers suddenly have no access to the food they would otherwise have got from the grubs within their nest. These displaced and hungry wasps then become sweet feeding nuisance wasps and potentially go on to sting people.

The letter from BPCA left WaspBane in a quandary. Ineffective wasp treatments represent a major risk to public health. The threat is not just constrained to Kounis and cannot be dismissed lightly. According to International Classification of Diseases (ICD) 10 data, collected by the UK Government's Health & Social Care Information Centre (HSCIC), as many as 1,350 people were hospitalised in 2011 because of contact with hornets, wasps and bees (category X23).

Integrated Wasp Management (IWM) reduces sting rates around outdoor food areas by more than 90% when compared to orthodox wasp control. It became clear that WaspBane could not count on the BPCA to address the health issues of ineffective wasp treatments and so WaspBane would have to 'go it alone'. So the short answer is quite simply that WaspBane felt it had no choice (if you'll forgive the pun) but to make a stand on the issue.

As a practicing pharmacist and registrant of the General Pharmaceutical Council I am duty bound by my professional code of practice to put the interests of patients first and that has been my sole motivation all along. When I went to the BPCA servicing committee I thought it would be an ideal opportunity to actively work with, and support, the BPCA to help reduce sting rates across the whole of the UK. BPCA is uniquely positioned to influence the food purveying industry to raise awareness of the

duty of care that food purveyors have towards keeping their customers safe and to influence current best practice to reduce risks to public health.

All I wanted to do was to help BPCA formulate best wasp control practices for their members so as to reduce risk to the general public and reduce any risk of litigation arising from treatments proven to be ineffective or dangerous. And, let's be clear on this, raising awareness of the duty of care that the food purveying industry has towards protecting patrons is a massive business opportunity for pest controllers, so this is not about constraining business; it's very much about opening-up new revenue opportunities.

So where do we go from here? Well this is one of those watershed moments. Inaction by BPCA, based on the argument that there is a lack of proof, is a precarious position if the burden of proof being sought is greater than that available for existing practices, which carry risk. Currently there is little, if any, scientific proof demonstrating the efficacy of individual wasp nest treatments in killing foraging wasps. BPCA cannot legitimately argue ignorance of a problem that has been brought to its attention. If their members subsequently find themselves in difficulties because they were not advised correctly by their professional trade association about safer working practices, then there will be some hard questions that will need to be answered.

As for WaspBane, as 'the messenger', it has clearly become a pariah in daring to make waves and for taking a stand. But that's a price that WaspBane is willing to pay if it means that it helps preserve just one human life. Eventually the pest control industry will embrace IWM as standard practice, quite simply, because it works.



WaspBane's Karol Pazik, not happy with BPCA's response

BPCA's Simon Forrester responds

Following my attendance at a WaspBane seminar in 2014, WaspBane was invited to attend a BPCA Servicing Committee meeting. Our 20-strong committee of servicing company and consultant volunteers listened to Karol Pazik's presentation, and asked a series of detailed questions.

The Committee were presented with information that clearly needs to be analysed further and verified before potentially changing our position on wasp treatments – a position that the industry has held for many years.

Separate to that, we asked a range of experts from within our membership and from academic institutions, and none could confirm WaspBane's assertions, or point us to academic research that backs it up.

The BPCA's Servicing Committee and Board believe that there is not enough evidence at present. If there is data available which indicates that further work is justified then we again ask Karol to make it available to an independent expert for peer review (BPCA will fund this work and are happy to

see none of the original data ourselves, thus ensuring his research remains commercially confidential).

The BPCA will, as always, recommend best practice to its members. Best practice will change as legislation changes, or as new information comes to light which changes 'best practice'. It is vital that any new information provided is accurate and/or is shown to be scientifically accurate, generally by publishing summarised evidence and/or peer review. We have a responsibility to our membership to only fund projects/research appropriately; generally where there is shown to be a need for further information from a health & safety, pest control or service perspective. At present we do not have that evidence. WaspBane claims to have it, but will not release it. We cannot comment on their reasons for this, but we will not change an industry position without clear evidence to back this up.

At PestEx we chose to select a speaker on wasp and hornet behaviour rather than hold a panel discussion, because that is what our



BPCA chief executive Simon Forrester

members had asked for. WaspBane had given a presentation at PPC Live in 2014 and it was thought that a speaker who could confirm (or not) the comments received regarding wasp behaviour would be beneficial. Unfortunately our speaker decided to move away from the brief we had given him, as he clearly stated at the beginning of his presentation. Members and affiliates can make their own mind up as the seminar, along with many others, are now available online via the BPCA website at www.bpca.org.uk



International

Leading the
way in global
pest control

PelGar International Ltd.
Unit 11-13 Newman Lane
Alton
Hampshire
GU34 2QR
United Kingdom

Tel. +44 (0)1420 80744
Email. sales@pelgar.co.uk

www.pelgar.co.uk

THE BEST... JUST GOT BETTER.

Vertex brodifacoum baits, available exclusively from SX Environmental, are now approved for use **outdoors (around buildings)**.

View our full range of products at www.pelgar.co.uk.



Use biocides safely. Always read the label and product information before use. Vertex contains 0.005% w/w brodifacoum. For professional use only.

Wasp speaker goes off piste!

The speaker invited to address wasp treatment and behaviour at PestEX, replacing WaspBane's Karol Pazik, was Professor Stephen Martin, chair in social entomology from the University of Salford.

Professor Martin's academic credentials are first class. He not only lectures but also researches on social insects (bees, wasps, ants and termites) which he described as the most biologically important due to their numerical dominance. His research focuses on various aspects of their biology, since social insects provide excellent model systems with which to test a wide range of behaviours from conflict to co-operation.

The scientific part of his talk covering wasp, bee and hornet biology was fine, but one

had to question if Professor Martin had ever spent any time out with a professional pest controller called-out to treat a wasps' nest. He stated that: "People believe we can trap wasps with sweet things, but if you are too late, you needn't bother. The nest is doomed already and will die out anyway. The best thing to do is to block the entry holes so the wasps can't use the nest the following year." News the manufacturers of wasp traps would not want to hear!

When quizzed as to how pest controllers should then treat problem wasps' nests he explained that his method was to destroy any nest earlier in the season using chloroform or petrol. Maybe this was what



he used – but it's not what should be recommended. Not only is chloroform carcinogenic, highly toxic and likely to see-off anyone who doesn't use it carefully – neither product is actually registered for this use.

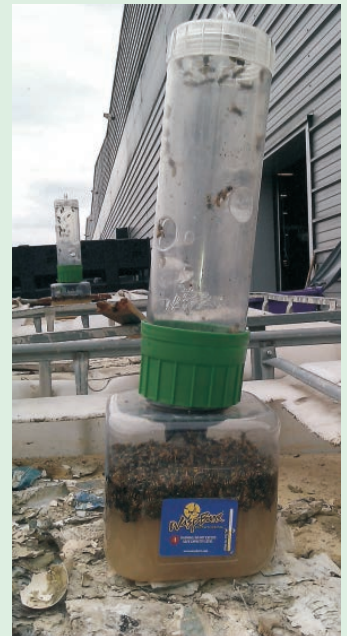
WaspBane's best practice plan

So as not to leave pest professionals wondering what to do, here is WaspBane's best wasp management practices checklist. WaspBane encourages pest professionals to reflect on it and make up their own minds when putting together their risk assessments and method statements.

- 1 Before treating a wasp nest, assess the nest to confirm whether it is in 'hunting mode' or 'sweet feeding mode'. In 'hunting mode' the wasps will be carrying insects back to the nest to feed their grubs. If the nest is in 'hunting mode' then consider the following:
 - Is the nest a direct threat to human health, i.e. is there a real risk of someone getting stung because they cannot avoid close proximity to the nest? If there is not a direct risk, then why treat the nest?
 - If the nest is a direct threat to human health because of its location or close proximity to people, think about treating it early in the morning or at night when forager wasps are still nest bound. If treating at night, be wary of wasps being attracted to light.
 - Think about using a foam pesticide to first seal the nest before commencing treatment then carefully lance the nest and directly inoculate the nest with pesticide to expose all foragers to a lethal dose.
 - Make sure you treat the nest and not the sentry point.
2. If the nest is in 'sweet feeding mode' then it may be treated during the day if treatment early in the morning or at night is not feasible.
3. Be sure to cordon off treated nests which are a risk to public health until such time as wasp activity subsides around the nest.
4. Implement IWM strategies around outdoor food areas when wasps are in 'sweet feeding mode' or in anticipation of

'sweet feeding' as a consequence of unavoidable nest treatments conducted during the day during the hunting phase. Remember that the vast majority of wasp stings occur around food and outdoors.

5. Be sure to know that the wasp protection products you use are safe.
6. Only employ wasp protection products such as wasp traps which have scientifically proven and demonstrable efficacy. Ask manufacturers to provide proof of efficacy in support of claims made for such products and be aware that certain wasp protection products actually increase risk rather than reduce risk.
7. Make sure your risk assessments encompass collateral risks such as the risk of creating premature sweet feeding nuisance wasps and the risk of leaving dead wasps where they may still sting people, especially where people walk bare footed.
8. Where collateral risks have been identified, ensure that appropriate risk mitigation measures have been taken.
9. Always wear protective clothing (PPE) when there is a risk of exposure to wasps and ensure that your first aid kit carries chlorpheniramine medication as first line protection.
10. Always have an emergency plan to deal with anaphylaxis and Kounis.





PROFESSIONAL
PEST MANAGEMENT

EFFECTIVE ANT CONTROL. APPRECIATIVE CUSTOMERS.

Advion® Ant Gel provides unmatched control of all key species of ants, including all sweet feeders.

- ▶ Labeled for food-handling establishments
- ▶ Perfect viscosity, for all situations
- ▶ For indoor and outdoor use
- ▶ Revolutionary mode of action
- ▶ Highly attractive to all key ant species
- ▶ Total colony control
- ▶ Translucent, odourless, non-staining

FOR LIFE UNINTERRUPTED™



Advion® Ant
Gel

syngenta®

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. Advion® Ant Gel contains 0.05% of indoxacarb. This product is approved under the Biocidal Products Regulations. Authorisation number: UK-2011-0137. Advion®, For Life Uninterrupted®, the Alliance frame, the Purpose icon and the Syngenta logo are trademarks of a Syngenta Group Company. ©2013 Syngenta. Syngenta Crop Protection AG, Basel, Switzerland. Email: ppm.eame@syngenta.com. Web: www.syngentapmp.com

TM

Turning ant work difficulties into opportunities



Nearly half of UK pest controllers are encountering particular difficulties with ant work these days. To such an extent that around a third are actually turning down ant control requests with a significant minority declining most, or all, such requests.

This is a worrying finding of the National UK Pest Management Survey conducted annually with more than 300 pest control professionals across the country by **Pest** with BASF.

It may help to explain why, although well over 80% of pest controllers undertake ant work, it has remained one of the least popular prospects they have identified for business growth each year since the first survey in 2011 (Figure 1).

Unpopular

The tendency towards DIY control amongst both domestic and commercial customers – and the relatively low economic value they give it as a result – obviously has much to do with the decidedly lowly position ant control continues to occupy in the minds of many

pest control professionals, reasons BASF insect management specialist, James Whittaker. But he believes this still doesn't explain why such a significant number of requests for work are being refused.

Nor, more importantly, does it shed any light on what might be done to raise the overall attractiveness of the sector for the industry.

In-depth look

"We took the opportunity of last year's state-of-the-industry survey to explore ant control issues in more depth," he explained. "And what it shows is quite revealing.

"Aside from the DIY tendency, pest controllers identify four particular problems with ant work," says James.

These are:

- Just over half of those experiencing problems with ant work report difficulties in achieving good control;
- Just under half see too many call-backs;
- A third reckon profit margins are too low;
- Around two in every 10 find it too time consuming (Figure 2).

"For many, it appears, ant jobs can easily be more hassle than they're worth," adds James.

What's the solution?

So what, if anything can be done about this? In most cases, it isn't easy to alter the customer perception that ant work isn't worth paying as much for as most other pest jobs. Under these circumstances, the key to making the business more attractive – and profitable – has to be to increase overall control efficacy and efficiency.

The survey results provide a valuable clue to doing just this. Of those reporting difficulties in achieving good ant control, indeed, fully 61% are associated with traditional sprays against just 39% with baits, underlining the significant opportunity modern ant baiting techniques offer for improving the efficacy of control.

In doing so, of course, they would also appear to offer a valuable solution to the second most commonly reported problem – too many call-backs. And, given their relative ease and speed compared with spray treatment – not to mention their greater customer acceptability – baits might equally well help address the problems of too much time and too little profit in ant work.

"Switching from spraying to baiting clearly isn't the complete answer, though," stressed James. "After all, a significant number of pest controllers are still reporting difficulties



The key to making ant work more attractive – and profitable – has to be to increase overall control efficacy and efficiency

in achieving good control from baiting.”

In his experience, ensuring the best and most cost-effective ant control depends on the right baiting technique.

Baiting technique

Independent trials have, for instance, shown that ants feeding on a liquid fipronil bait consume around five times more per visit than those feeding on a comparable gel.

As a result, the same concentration of the insecticide in liquid form was able to almost exactly double both one and three-day colony mortality from a short feeding period.

As well as being highly palatable, for the most complete colony control, James insists the bait's insecticide concentration must be carefully balanced so it only begins to have a lethal effect between 12 and 24 hours after ingestion. That way, workers have sufficient time to share it widely with adults, larvae and queens throughout the colony before succumbing.

For the greatest treatment efficiency too, it must be quick and easy to apply. Equally, in cost-effectiveness terms, a little needs to go a long way.

“In all these respects, our fipronil formulation, Formidor, available for the first time in the UK in 2013, is proving a real boon,” he reported.

“Pest controllers tell us how impressed they are by the speed both with which sweet feeding ants start consuming the specially formulated sugary liquid and are controlled by it.

Client satisfaction

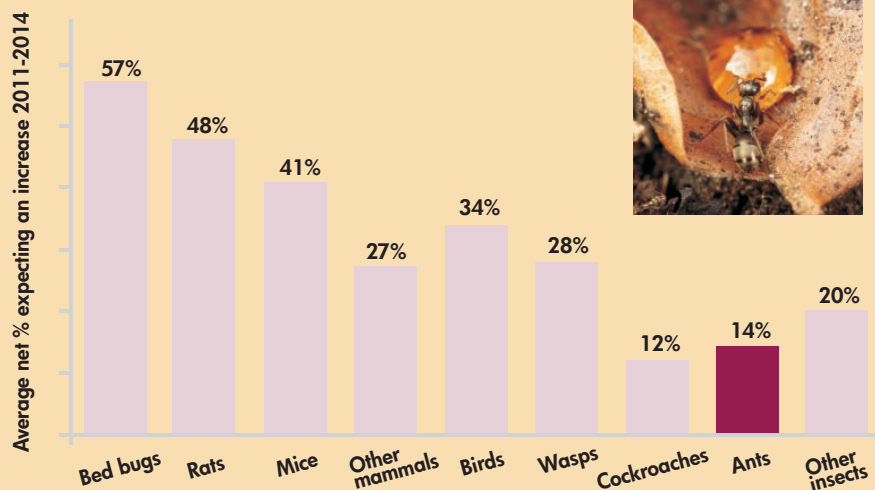
“They're finding a few well-placed drops of the bait can turn a problem that would previously have taken considerable time and effort to resolve into complete client satisfaction in just a few days.

“As a result, it's receiving a big thumbs-up in commercial practice.

Almost exactly a third of European pest controllers involved in our extended 2013/14 product usage studies have been using Formidor to treat a range of ant infestations. And, of these, the overwhelming majority tell us they are more than happy to recommend it to other pest controllers.

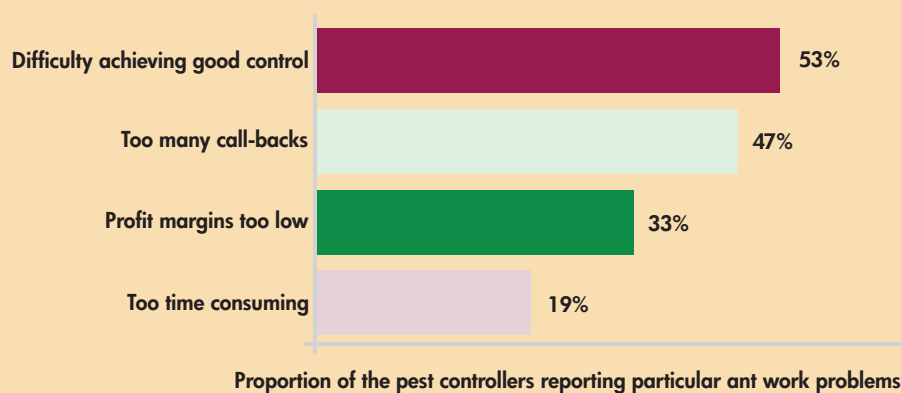
“Judging from the feedback we've been receiving over the past season, in particular, it's doing much to open up a new area of profitable business for pest controllers who had found ant control with traditional spray treatments altogether too time-consuming and troublesome to bother with.”

Figure 1: How do you see the main areas of your work changing in the future?

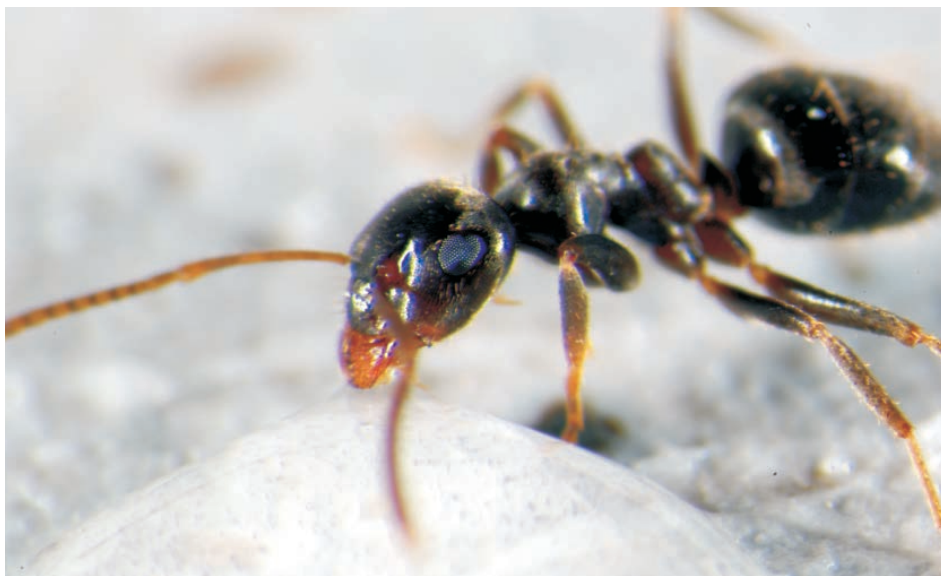


Source: The BASF **Pest** National UK Pest Management Surveys 2011-2014

Figure 2: What do you see as the main problems with ant work?



Source: The BASF **Pest** National UK Pest Management Surveys 2011-2014



A few well-placed drops of Formidor bait can turn a problem into complete client satisfaction, claims BASF

Take a look at our new website

The **Pest** website has had a complete makeover and the new site is now live and waiting for you to explore.

Building on the success of the old site, it is now even more news driven than before. The home page (pictured right) gets you straight to the top seven latest news items.

Scroll down to the bottom and you will find the current three featured items from the new **Pest** library.

What's in the library?

The library has been created to house all the useful information that regularly comes into the **Pest** office, or that we come across when we are out and about. We frequently post news stories about relevant books, leaflets, apps, websites and other resources. But, finding this information, quickly, at a later date can be difficult. That's why we've created this library. It's where we file all the useful items we discover – and it's all searchable. We've uploaded lots of items already, but we've still got more to do, so keep coming back to check what's been added.

Fully searchable – well almost!

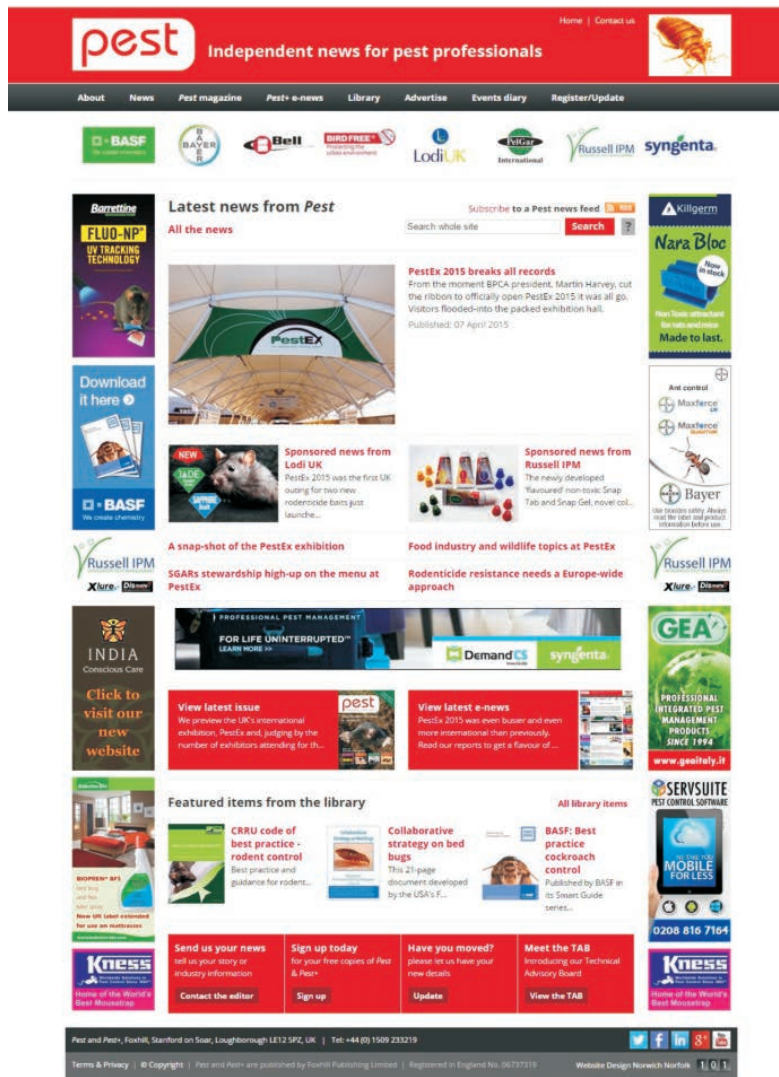
In fact the whole site is now searchable. From the home page you can type in a word or phrase and up will come all the relevant news stories, magazine issues and library items. Do the same on the news index page and the search will be confined to news articles, ditto the library. The search also looks in all the PDFs held on the site. Ultimately this will mean that all the back issues of **Pest** magazine will be fully searchable, but we have a bit more work to do to allow the search engine to go back before Issue 31: January & February 2014 – watch this space.

Update my details

Also new is the 'Update my Details' page. This is accessible via the Register/Update tab on the main menu bar. Here you can tell us if you've moved house, changed your email or phone number.

The new site has got some lovely new whistles and bells, but, rest assured, it's not completely different.

"We've made sure we haven't thrown the baby out with the bath water," says associate editor Helen Riby. "You can still find all the



usual things, like back issues of the magazine and the events diary.

"We've been working on the project in every spare moment for well over a year," she adds. "And we have a few more exciting changes to bring in over the coming months.

"Agreeing the structure and calling in web developers to build it was the easy part. Bringing over all the old content has been much harder, but we didn't want to lose six and half years worth of news stories and back issues, so we hope you will agree it's been worth putting the effort in. Take a look for yourself at

www.pestmagazine.co.uk "

AS SEEN AT:

Paperless

THE PEST CONTROL SOFTWARE SOLUTION

✓ SCHEDULING	✓ BARCODE SCANNING	✓ REPORTING
✓ INVOICING	✓ GPS TRACKING	✓ COMPLIANCE
✓ MOBILE APPS	✓ ROUTING/MAPPING	✓ E-MAIL
✓ MARKETING	✓ INVENTORY MGMT	✓ WEB PORTAL

globalsales@servsuite.net 0208 816 7164 www.ServicePro.com/uk

Free identification poster

Russell IPM has produced a new full colour A3-sized poster to aid insect pest identification.

It includes photographs of the key stored product pests, museum and heritage collection pests, fabric and textile beetles as well as the insects found in curing houses, pet shops and delicatessens.

Readers who would like their own copy should send their name, company and postal address to:
marketing@russellipm.com



CEPA's new website worth a visit



As we've noted on more than one occasion, the pest management business is becoming more and more international. Add to this the well-established fact that much of the legislation regulating our sector comes from Brussels and it is clear that the industry needs to have strong representation at a European level.

The launch of the new Confederation of European Pest Control Associations (CEPA) website provides the industry with a much needed central reference point where industry position papers and news items relevant to EU regulators and influencers can be posted.

The new site also lists all member associations and companies with links to their websites and, importantly, houses all the information about the new CEPA certification system (see pages 8 & 9).

The 'About' section provides a useful summary of CEPA's mission and vision as well as detailing the current board of directors and management. It is available in the main European languages - German, French, Italian, Spanish and, of course, English.

www.cepa-europe.org

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 new CEPA certification (pages 8 & 9), the future of rodenticides (10 & 11), better use of SGARs (pages 12 & 13) and wasps (pages 22 to 24) 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 What is the official title of the new European Standard for Pest Management Services?

a) European Service EN16636	c) European Standard EN16333
b) European Standard EN16636	d) European Management EC16636
- 2 When was this new European Standard for Pest Management Services officially published?

a) 4 December 2014	c) 4 March 2015
b) 4 February 2015	d) 14 March 2015
- 3 The European Chemical Agency (ECHA) has identified SGARs to be what?

a) Too expensive	c) Toxic to bees
b) Explosive when wet	d) Toxic to reproduction
- 4 What does FGAR stand for?

a) First-Generation Anticoagulant Rodenticide	c) First General Anticoagulant Rodenticide
b) Final Generation Anticoagulant Rodenticide	d) Fifth-Generation Anticoagulant Rodenticide
- 5 How much Storm bait in total did BASF record as having been used in their livestock on-farm baiting trial?

a) 5.81 kg	c) 12.67 kg
b) 8.51 kg	d) 26.47 kg
- 6 How many people in 2011 did HSCIC estimate were hospitalised because of contact with hornets, wasps and bees?

a) 1,050	c) 1,750
b) 1,350	d) 2,350

Name: _____

Organisation: _____

Tel: _____

Email: _____

PROMPT account number: 200 _____



**Don't ignore sweet
feeding nuisance
wasps...**

**They won't
ignore your
customers!**

**Use the high
efficiency
WaspBane
wasp trap.**



**For more information
tel. 01480 414644
info@waspbane.com
www.waspbane.com**

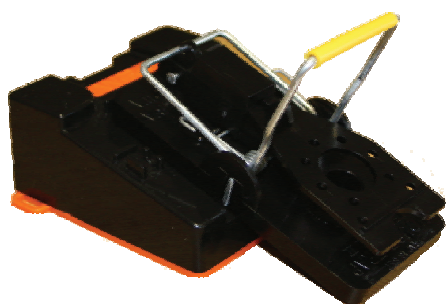


The wonders of the Wedge

The Wedge from Killgerm is a new monitoring device based on radio technology.

A 12 volt battery-powered radio transmitter it is designed to work with most mouse and rat traps. Once activated, the Wedge sends a message to its base station which flashes and calls the technician.

The system can be expanded so the base station uses the internet to report activity to either a computer or phone. There is also a pull plate variation for cage traps.



www.killgerm.com

EradiSect fogger and aerosol

Containing permethrin, EradiSect Mini and Maxi fumers are ideal for fogging loft spaces, rooms and warehouses etc.

Using a unique non-sparking safe blue touch paper fuse system, they are simple and easy to use against a wide range of flying and crawling insects.

EradiSect Single Shot total release aerosol can be used for fogging loft spaces and bedrooms.

Water-based, and so non-flammable, Single Shot contains natural pyrethrins. It can be used in a variety of situations which require an organic remedy, explains distributor 1env Solutions.



www.1env.co.uk

Two more Storm products

BASF has introduced two new Storm products – Storm Pasta and Storm Mini Bits – to join its existing Storm Secure product. All three use the single feed flocoumafen as the active ingredient, and all three can now be used around, as well as inside, buildings, as long as that's what the label says. The pasta product is a soft block with excellent palatability, ideal for dry environments where rodents may be reluctant to feed on grain-based baits. The Mini Bits offer a loose bait alternative, especially valuable indoors where risk to non-target species is relatively low says BASF.



www.pestcontrol.basf.com

Bait station for international markets

Specially designed for international markets, the Protecta Shield provides technicians with a high quality and efficient bait station, claims manufacturer Bell Laboratories.

It is a low-profile bait station constructed from impact-resistant, injection-moulded plastic. It can accommodate blocks or soft bait, with a single locking mechanism and a side-opening lid for fast servicing. Rounded interior corners allow for easy cleaning and a built-in card slot holds the service card.

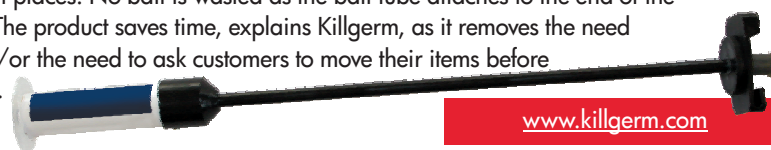


Entry holes are designed for placement against walls or the perimeter of buildings, indoors and out, or it can easily be fitted behind appliances.

www.belllabs.com

Extend your reach when baiting

The Tech-Reach Bait Pro gives technicians the ability to extend their reach when applying bait to hard-to-get-at places. No bait is wasted as the bait tube attaches to the end of the 24" extension. The product saves time, explains Killgerm, as it removes the need for ladders and/or the need to ask customers to move their items before placing the bait.



www.killgerm.com

Muskill now in sachets

Having won the **Pest** Best Product award with Romax Muskil whole wheat bait in 2014, Barrettime has further refined this product.

Up until now it was sold in 8kg sacks, now it is available as individual 50g sachets packed in a 5kg tub. Containing both bromadiolone and difenacoum, this product can be used for rats and mice, in and around buildings.



www.barrettime.com

Another jewel in the Lodi crown

Lodi UK has extended its range of rodent 'jewels' with the addition of Sapphire grain. As the name implies the product is blue and based on brodifacoum.

Sapphire is a mix of whole and cut wheat. This blend of cereals ensures palatability for both mice and rats offering fast and effective control when used in and around buildings.



www.lodi-uk.com

So what caught our eye at PestEx? This is what **Pest** found which we thought was new and interesting.



Run mouse run

Designed for mice by German developer, Futura, the Runbox has two large openings at either end so mice simply run straight in – with or without bait. The box is made of high quality foldable cardboard, finished with a protective seal. It comes with a robust base containing two snap/break back traps and an eMitter transmitter in the middle to alert when either trap is sprung.

As Richard Ardron, business development manager at Pelsis, was keen to point-out, the Runbox is light, making it both easy to use and carry as well as cost-effective. Available in the UK from Pelsis, Killgerm and 1env Solutions.

www.emitter.info

Spicy surprise for birds

Previously used exclusively within the servicing side of its business, Rentokil is now making universally available its unique non-toxic bird displacement gel, AviGo, via Rentokil Products. As detailed by professional products sales manager, Kevin Brown, this clear, food-grade gel contains capsaicin (chilli extract) and can be applied where birds land or roost. The gel sticks to birds' feet then gives them something of a spicy surprise when they tuck them up next to their genitals. They soon learn to avoid treated areas.



email: products@rentokil.com

More than just a bait box

"The Rotech SnapBox Plus is much more than just another box," exclaims James Mendoza, operations director for 1env Solutions. The box not only contains a mouse snap-trap but also functions as a bait station so carries on working even after the trap has gone-off. It can be combined with an eMitter transmitter (as shown) which sits firmly inside the station providing electronic monitoring. The box is available in black, green or clear.

www.1env.co.uk



www.insect-o-cutor.co.uk

In the black

Reflecting customers' needs for their EFK products to look great as well as be effective, Insect-O-Cutor had on display its new 'black' products featuring the Halo 30W glueboard unit and decorative Aura product. Andrew Joy, distributor sales manager at Insect-O-Cutor, is seen here with the matt-black Halo designed to offer commercial and industrial customers a new contemporary look.

Redesigned and lighter

Both lighter and quieter, the new ULV cold fogger C150+ from Vector Fog has been redesigned so as to offer improved performance. A new air intake design on the front reduces the fogger's core temperature by 20°F. This increases performance under long working conditions.

As Sterling Gee, sales manager, explains: "The overall air pressure of the machine has also been increased, allowing a spray distance of up to eight metres at an angle of 80 degrees. The C150 will give years of durability and performance."



www.vectorfog.com

A sticky end for bed bugs

The Bugo is a simple and easy to use device to stick to the floor around the bottom of bed legs, pieces of furniture etc. It acts as both barrier and detector, so technicians can not only see if bed bugs are around but also prevent them scaling the furniture. As Richard Turner of Simpson Turner explains: "Virtually invisible and lasting up to eight weeks, Bugo can be used in all types of potential or active bed bug situations."

www.thebugo.co.uk



A la carte dining for rodents



Trevor Green, national sales & technical manager for Russell IPM, was showing-off Snap Tab and Snap Gel – synthetic, non-toxic colourful attractants designed to lure rats and mice into all types of commonly used traps. Both the gel and tab products are pre-baited and presented in four colours. Each has its own 'flavour' (chocolate, curry, vanilla or cheese) offering rodents a 'fine dining' experience. These products are non-toxic and safe to use around food products. Available exclusively in the UK from 1env Solutions.

www.russellipm-pestcontrol.com

NEW

INTRODUCING

Protecta[®] SHIELD



THE BEST DEFENCE AGAINST RODENTS



- ▶ Single-locking mechanism with side-opening lid for fast, convenient servicing



- ▶ Low profile design for versatile station placement



- ▶ Holds up to 3 - 28g bait BLOX or soft bait

AVAILABLE NOW! *Contact your Bell distributor for more information*



THE WORLD LEADER IN RODENT CONTROL TECHNOLOGY

www.belllabs.com | emea@belllabs.com

Available from your Bell Distributor

Formidor® hits them at home



- Proven, low dose fipronil efficacy
- Irresistible sugar rich formulation
- Rapid and complete ant colony control
- Quick, easy and safe to use indoors and out

www.pestcontrol.basf.co.uk

 **BASF**
We create chemistry

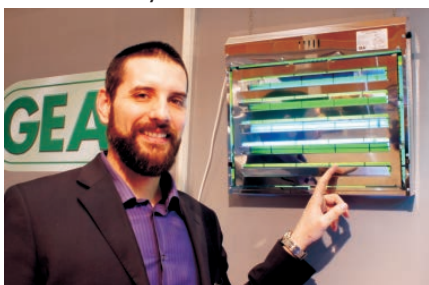
Formidor® contains fipronil. **Formidor®** is a registered trademark of BASF.
Use biocides safely. Always read the label and product information before use.

Going to an exhibition overseas is always interesting. What products are the same? What's new that isn't available in the UK? Products do reflect the 'personality' of each market – but often variations are simply due to the vagaries in regulatory approvals. Here is what **Pest** spotted at Disinfestando 2015.

An added angle creates discretion

Spotted hanging on the GEA stand was a new electronic fly killer (EFK), part of the Monitor Fly range. As is often the case, it comes equipped with both ULV tubes and also glue boards, but an interesting development is that the casing in front of each of the tubes is raised and facing outwards. As Tommaso Broglia, sales manager for GEA, explains: "Particularly if used where customers can easily see into an EFK, they do not want to see the piles of dead insects which collect.

"Simply by extending the casing and angling it outwards, it becomes impossible to see the catch within."



www.geaitaly.it/geawp/en/

Five cereals on offer



On the Zapi stand, Aldo D'Amario, marketing manager for professional products was keen to show-off the company's new rodenticide – Gardentop Cereali. Aimed at the black rat (*Rattus rattus*) this free-flowing cereal-based product contains the active ingredient – bromadiolone. As Aldo explains: "Produced using SAT (Special Absorption Technology) for uniform distribution of the active ingredient, Gardentop Cereali is uniquely made-up of five different cereals to ensure attractiveness and palatability. These are oats, whole and flaked wheat, sunflower and maize flakes."

As Aldo explains: "Produced using SAT (Special Absorption Technology) for uniform distribution of the active ingredient, Gardentop Cereali is uniquely made-up of five different cereals to ensure attractiveness and palatability. These are oats, whole and flaked wheat, sunflower and maize flakes."

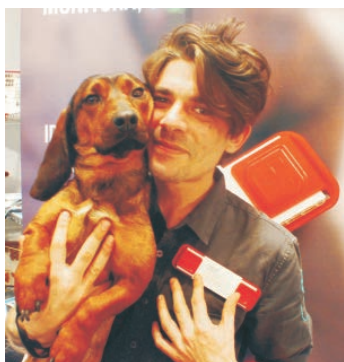
www.zapiexpert.it

On patrol for bed bugs

Another bed bug trap has made its way onto the market. The BBS Trap is a simple device made of two layers of cardboard.

A thicker layer for eggs and juveniles and a less thick layer to allow ready access by adults. The cardboard is then loaded into a plastic self-adhesive base.

More excitingly, the same company (Bed Bug Seeker) also has a small team of scent detection dogs. Here owner, Matteo Lanciano, is holding delightful Nena.



www.bedbugsseeker.com/about

Compact but powerful

The new Phantom Super Ecology Compact (16 HP) pneumatic mist blower sprayer is designed for use with smaller vehicles such as the Fiat Strada or Skoda pick-up as it is light, competitively priced and as its name implies – compact too.

It offers horizontal performance up to 30/35 m and a vertical range up to 20/25 m). As Stefano Martignani explains: "The Compact is ideal for pest control experts who require a small-scale, yet top-notch, mist blower or ULV technology for use in residential areas, on-farm or in industrial areas."



www.martignani.com

A watery end for rats and mice

No, not gym equipment for rats and mice, as once they climb the ladder, responding to the attractant placed at the top, it's curtains! Once up there, they go to feed, break an infra-red beam, a trap door opens and down they go into the large container below. This is filled with water so they drown. To prevent any nasty niffs, it contains a preservative. Valter Tatini of manufacturer Enthomos explains: "The Piper is 100% ecological as it does not contain any biocide of any sort. It discretely captures multiple rats and mice. All that is required is to empty the bin."

A similar product – Mimetic-mhouse – was spotted at PestEx. **Editor's note:** Their lawful use in the UK is questionable. Both the Animal Welfare Act 2006 (as per captured animals being under the control of man) and the Wild Mammals Protection Act 1996 (on the status of drowning as a dispatch method – remember the squirrel case?) could impact upon usage.



www.enthomos.net

Two new insect gels

Two new Biopren gels were on display from Babolna. One for ants and one for cockroaches. Both use as their actives, S-methoprene (0.08% for ants and 0.25% for cockroaches) with imidacloprid (0.01% and 2.15% respectively). This combination means both insect growth regulation accompanied by an adulticide. Shown right are Judit Honfi (left) with Biopren cockroach gel and Susan Papp with Biopren ant gel.



www.babolna-bio.com

Italy exhibits with style



The organisers from the Italian Association ANID. From left: Francesco Colamartino, Licia Rosetti Betti, Francesco Saccone (president of ANID), Rita Nicoli and Dr Sergio Urizio

Held at the Palazzo dei Congressi – Rimini over the two days of 11 & 12 March, the event was organised by the Italian pest control association, Associazione Nazionale delle Imprese di Disinfestazione (ANID). In total over 1,613 visitors attended, with a whopping 1,175 on day one. With bright spring sunshine throughout, the mood in general was cheery. Although there does seem to be concern, particularly amongst Italian biocide manufacturers, that life over the next ten years is going to get increasingly difficult. This is due to both increasing regulatory requirements and a desire amongst the general public for more 'natural' pest control methods.

With only a smattering of international visitors, by far the majority of exhibitors were Italy-based. Exceptions were Babolna Bio and IrtoTrio from Hungary. Representing the UK were PestWest and Pelsis – not to mention Ian Smith of Bird Free on the Colkim stand.

read more
on the web



Ian Smith from Bird Free was there to support his Italian distributor, Colkim



Debora Cazzaro and Lorenza Brazzoduro from Padova-based INDIA Industrie Chimiche



Blue skies welcomed visitors to Disinfestando 2015 in Rimini where the Palazzo dei Congressi provided a stylish venue for a stylish event



Marco Buratto of BASF launched the company's new Mythic products for cockroaches and ants



Pelsis was one of the very few UK-based companies with an exhibition stand. Diego Di Frisco, right, greets a visitor



Running alongside the event, the Bleu Line Group staged an international meeting introducing a range of natural products from another Italian company, Union BIO. Pictured from left: Juana Ghiandai, Paola Zintu and Ersula Ferrini, Union BIO, Stefano Scarponi and Giovanni Bazzocchi, Bleu Line Group and Valentina Palanca, Union BIO



Fabio Genicco, right, flies the flag for PestWest



Italian distributors, OSD gruppo Ecotech, were kept busy throughout the two-day event



APPROVED
for use on lawns
in a bait station

Now you're the expert on ant control



Maxforce[®]
QUANTUM

Ant Control Expert

- ✓ **Unique non-drying bait formulation** - remains effective for up to 3 months.
- ✓ **Controls all major ant species** - Pharaoh, Black, Ghost and Argentine Ants.
- ✓ **Rapid control** - colony elimination is achieved within weeks.
- ✓ **Ready to use cartridge** - quick and easy to apply.



Black ants



Ghost ants



Pharaoh ants



Argentine ants

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. PAY ATTENTION TO THE RISK INDICATIONS AND FOLLOW THE SAFETY PRECAUTIONS ON THE LABEL. Maxforce[®] Quantum contains imidacloprid 0.03%w/w. HSE 8888. PCS 95547. Maxforce[®] is a registered trademark of Bayer CropScience. © Copyright of Bayer 2012 - All rights reserved. Bayer CropScience Ltd, 230 Cambridge Science Park, Milton Road, Cambridge CB4 0WB Tel: 00800 1214 9451 www.pestcontrol-expert.com

3 New Products

From the manufacturer of the **Ultrabait VR**



NEW Quicklock Ultra (Steel Rat Bait Station)

- **Steel** vandal resistant rat bait station
- Re-locks in under 3 seconds using the New Versa key
- New stainless steel locking mechanism
- Available in black & green

NEW Quicklock Durabait (Plastic Rat Bait Station)

- **Plastic** tamper resistant rat bait station
- Re-locks in under 3 seconds using the New Versa key
- Steel lock
- Accommodates break back traps



NEW Quicklock Microbait (Plastic Mouse Bait Station)

- **Plastic** tamper resistant mouse bait station
- Re-locks in under 3 seconds using the New Versa key
- Steel lock
- Plastic insect monitor also available



Designed & Manufactured by
Rat Pak Engineering Ltd, Moor Lane, Thorpe on the Hill, Lincoln LN6 9BW
Tel : 01522 686070 Email : sales@ratpak.co.uk Web : www.ratpak.co.uk

Diary dates

21 May

Fumicon 2015

The Orwell Hotel, Felixstowe, Suffolk
www.bPCA.org.uk/pages/index.cfm?page_id=367&fumicon_2015

3-5 June

Global Summit of Pest Management Services for Public Health and Food Safety

Antibes, Juan-les-Pins, France
npmapestworld.org/events/global-summit.cfm

15 October

Barrettine MINT day

Britannia Stadium
Stoke-on-Trent
beh@barrettine.co.uk

20-23 October

PestWorld 2015

Gaylord Opryland Resort & Convention Center, Nashville, Tennessee, USA
npmapestworld.org/events/home.cfm

4 November

PestTech 2015

National Motorcycle Museum, Birmingham
npta.org.uk/pesttech

19 November

SOFHT Annual Lunch & Lecture 2015

The Savoy, London
www.sofht.co.uk/events/sofht-lecture-annual-lunch-awards-2015/

PPC Live 2016

BPCA has announced the dates of its second roving sister show to PestEx. PPC Live will take place on 16 March 2016 at the East of England Showground, near Peterborough.
www.bPCA.org.uk/pages/index.cfm?page_id=314&ppc_live_2014

More catalogues published



1env Solutions, Sutra and SX Environmental Supplies have all published new product catalogues. To get your hands on the 1env Solutions publication which, the company says, contains plenty of new products, go to www.1env.co.uk and complete the online request form.

The SX catalogue has a fresh new look and also includes a wide range of brand new products. Contact 0800 0851 451 to request your copy.

The 20-page Sutra catalogue is not so weighty as the distributors' offerings, but contains comprehensive details of the company's full range of moth, cockroach, bed bug and other insect products. You can download your copy from www.suterra.com/professional-products

Get your nominations in

Don't forget there's still plenty of time to get your nominations in for the **Pest** Best Product award 2015. Nominations for the 2015 award will be accepted up to midnight on 31 August. To be eligible products must have been introduced between 1 January 2014 and 31 August 2015, so there should be plenty to choose from, including all the new products launched

at PestTech last November and at PestEx in March.

Products which have already achieved a 1st, 2nd or 3rd place cannot be nominated again.

We're looking for the product which you feel has made the greatest improvement to your working life and/or working practices.

So complete and return the form right, or go to www.pestmagazine.co.uk/en/news/posts/2015/feb/best-product-award-2015-launched and fill in the online form.

Nomination form

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

1

2

3

4

5

Name:

Organisation:

Tel:

Email:

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

For all the legal stuff visit:
www.pestmagazine.co.uk/en/news/posts/2015/feb/best-product-award-2015-launched

best
product
award
2015
pest

EASY TO INSTALL
LOW PROFILE DISHES

小島 **BIRD FREE**®

NOT A SPIKE OR WIRE IN SIGHT!

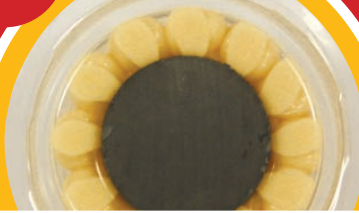
AS EASY AS...

1



REGULAR

2



MAGNETIC

3



NEW

CABLE TIE FIXING

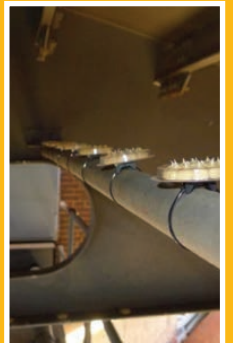
READY-TO-USE DISHES

- Cuts your installation time in half
- Quick, easy, mess-free installation
- Making working at heights safer and easier
- Firm texture enables use on pitched roofs and angled surfaces
- More discreet low profile dishes
- Keeps all pest birds away from structures without harming them
- **NOW AVAILABLE** in magnetic dishes **AND** with the **NEW** cable tie fixing

小島 **BIRD FREE** 

Protecting the
urban environment

Bird Free Ltd
e ian.smith@bird-free.com
www.bird-free.com



Killgerm®
www.killgerm.com

EXCLUSIVELY DISTRIBUTED BY:

Killgerm Chemicals Ltd., P.O. Box 2, Ossett, W. Yorks. WF5 9NA.

t 01924 268400 f 01924 264757 e info@killgerm.com www.killgerm.com