pest

The independent UK pest management magazine

Are rodenticides in safe hands?

Issue 41
October & November 2015

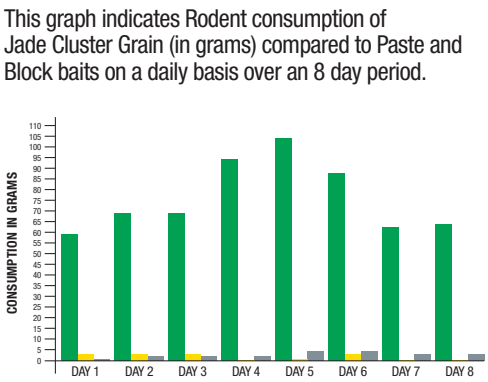
TWO NEW bait formulations

JADE Cluster Grain

UNIQUE Jade Cluster Grain Formulation

Jade Cluster Grain contains: 0.005% bromadiolone

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.



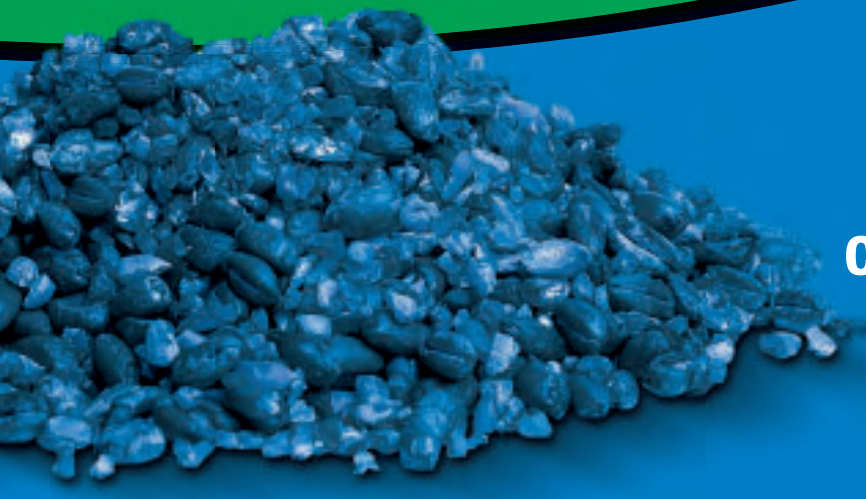
The test took place over 8 days.

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

The bait stations were checked every day and results noted.

- **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



Sapphire grain contains: 0.005% brodifacoum

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Brodifacoum based bait approved for in and around building use

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Lodi UK

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

pest

Pest is published six times a year

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Helen Riby *Frances McKim*

Aims

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

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

Contents

Question time?

Rodent control is a bread and butter activity for most pest professionals whether they work in the private sector or a local authority unit but, this autumn, as rats and mice start to look for snug winter quarters, pest professionals need to take time to question their rodent control strategies. Be honest, are you inclined to reach for the bait bucket too readily? It's often what customers expect and, let's face it, rodenticide baits are generally very effective at killing rodents. But now, with the introduction of the UK Rodenticide Stewardship Regime, the onus is on us, as the professionals, to make sure anticoagulant rodenticides are used responsibly and that means only after all other controls have been considered and, where suitable, used.

All the detail is in the *CRRU UK Code of Best Practice*. If you've not yet read that document, then now's the time to do so. It's available to download from the *Pest* library and there are bound to be some copies available at PestTech since NPTA has made it a condition of membership to sign-up to the Code. There's another reason to spend a day at the National Motorcycle Museum. Read our preview of PestTech 2015 on pages 21-23 to see what else is on offer, such as a demonstration of how drones can be used in pest control – what an interesting subject; one we've already covered – take a look at page 14. Great minds and all that! Enjoy the read and we hope to see some of you at PestTech in November.

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Dogs trained to sniff-out much more than bed bugs

Is there no end to the range of targets that dogs, with their ultra-sensitive noses, can be trained to sniff-out? Bed bugs have become a recognised target for these fantastic canines, and new scenarios are always being developed – as Adam Juson reveals on pages 12 & 13 of this issue.

The diminutive harvest mouse is the latest quarry, but note, not as a pest target. The harvest mouse (*Micromys minutus*) is one of the most elusive and smallest of mammals in Great Britain and finding their tell-tale signs can be a difficult and time-consuming exercise, even for the experts. Their numbers are believed to have declined in the past 40 years, but it has proved frustratingly difficult to determine an accurate picture of their population in the UK.

With funds awarded from the People's Trust for Endangered Species (PTES), Emily Howard-Williams, who is studying for her PhD at Moulton College in Northamptonshire, will train Tui for this task. Tui is a flat-coated retriever bred from working gun dogs. He will learn to detect the scent of harvest mice, making tracking their presence in the countryside easier and more efficient – just as happens with bed bug detection dogs.

Happy birthday Bábolna Bio

Hungary-based, Bábolna Bio, the international manufacturer and developer of professional pest control products, has celebrated its 50th anniversary. See the feature on Bábolna Bio on pages 36 & 37 of this issue.

No anniversary would be complete without a birthday cake, which was shared with all the company's assembled friends. Pictured, joint managing directors, János Daru (left) and Dr Daniel Bájomi had the honour of cutting the cake.

Daddy longlegs the next invasion?

Reports of giant spiders have been hitting the headlines in the national press over the last few weeks, but it would seem now, the next invader to be featured is the Daddy longlegs.

Reports of these fragile looking pests invading Britain's homes seems on the cards – well the national press does like potential horror stories, especially if they involve pests! But the warm and wet weather this year has encouraged a bumper crop of both these pests. And with chilly nights approaching, warm and cosy British homes do become an attraction.

Daddy longlegs, also known as crane flies (*Tipula paludosa*) are no more than an irritation, especially if they flutter around your bedside light when tucked-up with a good book.

Rentokil concludes biggest deal for ten years

With funds reported to be burning a hole in the company's back pocket, on 1 September Rentokil Initial announced the continuation of its North American expansion plans with its biggest deal in ten years. It has agreed to buy North Carolina-based pest control business, Steritech for $425m (c.£278m).

This purchase will make Rentokil number three in the US pest control market which it values at about $7.5bn (c.£5bn), accounting for around 50% of the global pest control market. Revenue from Rentokil's North American operations now comes in at $800m (£525m), making it the biggest operation in the group.

Rentokil has made about 40 acquisitions in the past 18 months, 20 of which were in North America.

Beaver knocked-out!

The winning Beaver Pests team. Radu Asavei (standing, second from the left) collects the cup for third place from Mike Roycroft, CEO of St Raphael's hospice

The ridiculous team game – *It's a Knockout* – is still alive and well in Cheam! On 25 September, 30 members of the Tooting-based Beaver Pest Control's extended family gathered at Wimbledon Rugby Club to raise funds for St Raphael's Hospice based in Cheam. The hospice is only partially funded by the National Health Service, so has to raise three-quarters of its £3.5m annual running costs through donations, fundraising and regular events.

This is a cause supported by all at Beaver. Three teams of ten people, appropriately called the Beaver Lumberjacks, the Breaking Beavers and the Beaver Pests, participated in the *It's a Knockout* event. In total 13 teams took part.

The Beaver Pests team, led by Radu Asavei, Beaver's premier accounts manager, dominated the Beaver teams, coming a respectable third overall. The event raised over £7,000 for the hospice, with the Beaver teams contributing a healthy £1,400.

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read more on the web WWW

Lottery to the rescue

A new project to help secure the future of the UK's native red squirrel has been launched, thanks to a £1.2m grant from the Heritage Lottery Fund.

Called Red Squirrels United, this is a new four-year programme designed to deliver key national conservation objectives with the aim of protecting red squirrels through communication, education and conservation activities.

Community-based rapid response teams will be created involving 1,250 volunteers who will be trained to conserve key red squirrel populations threatened by their interaction with non-native grey squirrels.

Whatever happened to ...Steve Burt

Readers who have been in the industry for maybe more years than they care to admit, will surely remember Steve Burt. As an ex-colleague in the days of FBC and then Schering Agriculture in the 1980s, Frances McKim, *Pest* editor, was delighted to catch-up with him recently. She is pleased to report that Steve is alive and well and has flourished on the other side of the Pond.

Some might say Steve has moved from one presidency to another. He was president of the British Pest Control Association in 1988/9, but since 2007 Steve has been president of ADAPCO – a position he seems entirely comfortable with. Still with his trademark chirpy style, he has not lost his British dry sense of humour, despite the twang of an American accent creeping in from time to time. His easy going style goes down well with his staff, but don't be deceived, below this lies a perceptive mind and a commercial brain honed from years of working in large, multi-national organisations.

These days, based in offices in Sandford, Florida, Steve is president of ADAPCO. The company was founded in 1985 and is now a $45m (£30m) business with 30 employees. ADAPCO is the world's largest distributor of innovative insecticide products, technology and equipment to the professional mosquito control industry, so he's still using the expertise he acquired in the public health sector. As Steve explains: "Our customers are mosquito abatement districts located throughout the USA. All the work is government funded and ranges from Lee County in south west Florida, which has a budget in excess of $20m (£13m) and enough mosquito spraying aircraft to make a small country proud, right to the other end of the scale of a Mid-West town which might only spray against these pests on occasional days each year."

Steve Burt: from BPCA president to president at ADAPCO

As to the future Steve says: "Over the next five years, based on the challenges facing us, I can only see the market getting larger. With all the changes to the environment we are experiencing, the authorities are very alert. Dengue and chikungunya fever are both coming into Florida, as is West Nile Virus, which is likely to be the main disease we have to combat in the near future."

ADAPCO is part of the much larger $800m (£525m) speciality chemical business, KODA Distribution Group. So, in addition to his role at ADAPCO, Steve is also president of Red River Specialties, based in Shreveport, Louisiana. This speciality agricultural products company distributes herbicides to the industrial, aquatic, pasture, forestry and agricultural markets. So, in many ways, Steve's career has gone full circle with some agricultural involvement once again, but it is certainly a long way from his beginnings as a sales trainee in 1984! Well done Steve.

Steve Burt – career timeline

- 1984 joins FBC as a livestock sales trainee progressing to territory manager for Schering Agriculture;
- 1994 transfers to AgrEvo Environmental Health as UK territory manager, then becomes European manager;
- 1999 moves to the USA when Aventis formed. President of TechPac;
- 2002 becomes head of Bayer USA professional pest management;
- 2007 joins ADAPCO as president.

New chief executive for CIEH

Anna Godfrey has been appointed as the Chartered Institute of Environmental Health's (CIEH) new chief executive. She takes on this role from Graham Jukes OBE who announced he was standing down earlier this year. Anne will be in post from 1 January 2016.

Since 2012 she has been chief executive of the Chartered Institute of Marketing. Before this she was CEO of the Guild of Travel Management Companies. She has also had leadership roles in a diverse range of membership organisations including the Law Society, where she was director of commercial and membership services and the Confederation of British Industry (CBI) where she was commercial director.

PestFix spreads its wings

The Littlehampton-based pest control product distributor has strengthened its staff with two new additions.

Anna Mollins joined in early September in the newly created role of sales office administrator. She will become a familiar voice to customers, as she is likely to be the one answering the phone in the increasingly busy sales office.

Anna has a BSc in ecology and conservation from Sussex University and before worked for a bespoke/high-end kitchen manufacturer where she spent the last three years in a similar role.

On the warehousing and logistics side, **Alan Baker** joined PestFix in August and will be getting heavily involved in supplier management and logistics streamlining projects. Alan joins from a leading third party logistics provider, where he ran a busy warehouse drop-shipping operation. He will be working extremely hard as he and his wife Tracey are proud parents to no less than five daughters, so he has a lot of weddings to pay for in the future!

New MD for Killgerm Spain

With the imminent retirement of current managing director, Ted Byrne, Killgerm has announced his replacement. Maria Teresa Carrascosa will take on the role from 1 February 2016. Maria has worked for Killgerm Spain for the last 16 years and has been instrumental in supporting Ted in the effective management of the business.

Maria Teresa Carrascosa and Ted Byrne

Rupert Broome, Killgerm group managing director, said: "I am delighted with this appointment. Maria Teresa has an intimate knowledge of the current operations in Spain and Portugal."

There will be a short transition period leading up to Ted's retirement on 31 March 2016.

Dave Marris of BASF departs pest control

Although not leaving BASF, Dave Marris is unfortunately departing the pest control scene at the end of October. The reason is that Dave's delegation time based with BASF in Germany has expired, so he is moving back to the UK. He will be taking-up a position within the crop team at the BASF UK headquarters in Cheadle. As yet, no replacement has been announced.

This is not the first time Dave has shuttled between these two sectors and locations. Prior to his appointment as European head of marketing & technical manager for professional and speciality solutions in January 2011, Dave worked in the crop protection business in Asia and Europe. Before this he was product manager for BASF pest control insecticides in the UK between 2003-5.

Good luck Dave.

Collecting CPD?

If you are one of the growing band of pest profesionals who is a member of the BASIS Prompt register, then you'll be collecting Continuing Porfessional Development (CPD) points.

To claim two CPD points for reading all six issues of ***Pest*** this is the number you will need:

PC/40680/15/g

Don't forget you can earn two more for every ***Pest Test*** you complete and you can now do those online, see page 38.

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Dimensions: 195 x 25mm

Box contents:
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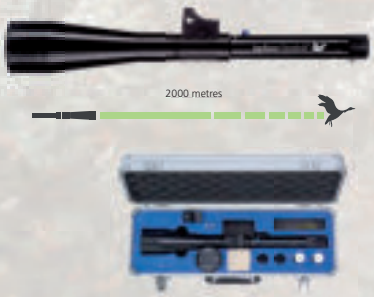
Battery charger
Lens cap
Storage box

Agrilaser® Handheld



Range: 2000 metres
Battery life: 2.5 hours
Dimensions: 435 x 66mm

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Storage box

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Service life laser source: 5000 hours*
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STAND 18

4th November 2015
National Motorcycle Museum

PestTech

Are we as good as we like to think?

The successful implementation of the new Rodenticide Stewardship Regime will depend on everyone doing their bit. *Pest* associate editor Helen Riby reminds us that climbing the stewardship mountain will perhaps be more of a challenge than we think and, she warns, that the industry must not be complacent.

Having followed the progress of the Rodenticide Stewardship Regime over its two years plus of development, up to its launch this July, I am concerned that there will be some in our sector who are now thinking that the fuss is all over and that it will be business as usual going forward. But, if you are in the 'it's all over camp', then, trust me, you're kidding yourselves.

All the threats to the future availability of rodenticides that were present two years ago are still with us. The products still fail the same EU toxicity tests, many European politicians and environmentalists would still like to see them banned and nothing has changed in the way they are used (yet) to allow us to think that the percentage of barn owls carrying SGAR residues is falling – that's one way the success of the Rodenticide Stewardship Regime will be measured.

Unhelpful comments

Some of the comments circulating in the industry don't, to my mind, help either.

Comments such as 'we don't have to make much of a change (if any) to the way we use rodenticides', or that the professional pest management sector is the 'high water mark', the 'gold standard' or that 'we have complied with everything set by HSE'.

This is not about being better than other users, nor about passing a test that HSE has set, it's about making changes to our everyday practices that will have a real impact on the environment.

There is little doubt that on average the professional pest control sector is better trained and better qualified to use rodenticides than the other sectors. And, perhaps, the very best professionals in our sector don't need to change much.

But, let's not fool ourselves that everyone works to the best standards. Are we really confident that all those who calls themselves 'a professional' are meeting the requirements of the Rodenticide Stewardship Regime?

What's happened to all those 'cowboys' who are talked about endlessly whenever two or three pest professionals get together? Yes, of course, the very worst of them don't hold a recognised qualification and will find it increasingly difficult to get their hands on professional rodenticides. That's great news. But, is everyone with a recognised qualification definitely up to scratch? Are we sure? We cannot afford to be complacent.

Developing the Rodenticide Stewardship Regime hasn't been easy but that achievement, important and groundbreaking as it is, is just the beginning. Implementing it will, in my view, be even harder.

It's up to you

Please don't rely on someone else 'doing the stewardship'. Everyone who calls themselves a rodenticide professional needs to take a long, hard look at what they are doing and take note of how they can improve. If everyone makes an effort, takes the time to get any extra training needed and makes the necessary adjustments to their approach we can, and will, make stewardship work.

The Pest Management Alliance comments on stewardship situation

The Pest Management Alliance has issued a statement on the Rodenticide Stewardship Regime. It is the first comment from this group, which is made up of representatives from the British Pest Control Association (BPCA), the Chartered Institute of Environmental Health (CIEH) and the National Pest Technicians Association (NPTA), for several years. Indeed, its last major contribution was a Code of Practice on Feral Honey Bees back in 2013, so readers could be forgiven for thinking it had been disbanded.

In the statement the Alliance addresses some concerns that have clearly surfaced among its collective memberships, pointing out that:

- The extra route by which farmers can demonstrate rodenticide competence by being a member of an audited and accepted Farm Assurance Scheme is **NOT** a lower standard, as some have claimed. Nor, says the Alliance, are Farm Assurance Schemes an easy way out. They involve annual site audits which will include the Campaign for Responsible Rodenticide Use (CRRU) UK Code of Best Practice. The training of auditors in the requirements of the CRRU code will be vital and the Alliance will be pushing for high standards to be set and maintained;
- Many have called for licencing, but with no appetite from Government to do this, setting a high professional standard is the next best thing;
- The Alliance is broadly happy with the deal secured for its collective memberships. It says: "We now have a standard within our sector to which all users must aspire. This also makes life much more difficult for the 'cowboys' and provides a strong benchmark against which to measure professional rodent control."

Timeline for point of sale changes announced

Clearly the distribution chain has a major part to play in the success of stewardship by ensuring rodenticide products only get into the hands of qualified users. The Alliance statement gives a first indication of when the CRRU point-of sale work group expects to issue guidelines to prevent the sale of professional use only rodenticides to non-certified users – end of March 2016, so less than six months away.

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DE products disappear

Many pest professionals were left puzzled by the sudden withdrawal of Diatomaceous Earth (DE) products at the end of August. *Pest* got in touch with the Health & Safety Executive (HSE) to find out what had gone on.

In ***Pest*** Issue 40: August & September 2015 we reported on 21 insecticide brands that were to be lost from 1 September 2015 due to a European rule, known as Article 95. We followed this up on 24 August by publishing a list of the correct use-by dates for all these products on our website.

Pulling this use-by list together involved lengthy discussions with HSE and the manufacturers concerned. A good job done, we felt. Pest professionals had a definitive list just in time to make final decisions about stocking-up on products. Imagine our surprise when, come the first week of September, we discovered that diatomaceous earth (DE) products had also disappeared from distributors' shelves.

After another round of consultation we found that the sale of DE products for use as biocides had also fallen foul of Article 95.

The purpose of Article 95 is to reward those companies that are prepared to invest to get an active substance through the EU BPR review process. They can then choose which companies (if any) to share their data with. In the case of DE, Kieselguhr or silicium dioxide (German for silicon dioxide) has been notified as a Type 18 biocide under the EU review process. Just one company, Biofa AG, based in Germany, is listed as the Article 95 supplier. So any DE products containing DE not sourced from Biofa have had to be withdrawn. Why no-one thought to inform us DE products were also caught by Article 95 is one of those mysteries that will probably never be solved!

We understand that talks are ongoing to try to come to some arrangement so that new DE biocides can be brought to the UK market. Meanwhile, if you are fortunate enough to have stocks of any DE biocidal products then you can continue to use them. Indeed because, silicium dioxide is still undergoing the EU BPR review process no use-by date has yet been set.

Use-by dates for products lost as of 1 September 2015

Product name	HSE No.	Active substance	Manufacture	Use-by date
Actibiol Flow	7928	alpha-cypermethrin	Lodi	30 June 2017
Alpha Pro Plus	8137	alpha-cypermethrin& tetramethrin	SX	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
Alpha SST	7858	alpha-cypermethrin & tetramethrin	Barrettine	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
Alphaban 10 SC	8225	alpha-cypermethrin	PelGar	30 June 2017
Alphaban Super 5 ME	7689	alpha-cypermethrin	PelGar	30 June 2017
Alphamax Plus	8517	alpha-cypermethrin & tetramethrin	Killgerm	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
Alphamost Plus	8166	alpha-cypermethrin	Hockley	31 August 2016**
Alphamost SC	7272	alpha-cypermethrin	Hockley	31 August 2016**
Alphamost Supa-6	8159	alpha-cypermethrin	Hockley	31 August 2016**
Cimetrol	7453	alpha-cypermethrin, tetramethrin & pyriproxifen	PelGar	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
DE products	N/A	Kieselguhr or silicium dioxide	various	Use continues until EU Approval decision on Kieselguhr or silicium dioxide and subsequent phase-out* period
Gat Lambda Plus	9767	lambda cyhalothrin & permethrin	Hockley	31 August 2016**
Gat Omega	9474	abamectin and permethrin	Hockley	31 August 2016**
Permost 0.5% Dust	6184	permethrin	Hockley	31 August 2016**
Pro Insect Blaster	9377	permethrin	SX	30 April 2017
Stingray ME	7685	alpha-cypermethrin, tetramethrin & pyriproxifen	PelGar	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
SX Pro Flying and Crawling Insect Killer	9236	d-phenothrin & tetramethrin	SX	Use continues under COPR+ until EU Approval decision on tetramethrin and/or d-phenothrin and subsequent phase-out* period
SX Pro Single Shot Fly and Wasp Killer Spray	9293	d-phenothrin & tetramethrin	SX	Use continues under COPR+ until EU Approval decision on tetramethrin and/or d-phenothrin and subsequent phase-out* period
SX Pro Wasp Killer Foam	9244	permethrin & tetramethrin	SX	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
Tyrant 50/50 SE	7335	alpha-cypermethrin & tetramethrin	PelGar	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
Tyrant Super ME	7677	alpha-cypermethrin & tetramethrin	PelGar	Use continues under COPR+ until EU Approval decision on tetramethrin and subsequent phase-out* period
Vulcan 5 SC	7336	alpha-cypermethrin	PelGar	30 June 2017

+ Control of Pesticides Regulations (COPR) ** manufacturing expiry date * phase-out (i.e. use-by) periods normally 365 days after EU Approval decision

Adam Juson

Who's in the driving seat?

A lot has changed in the professional haulage industry over the past decade. Much of it for the better. Modern, immaculately presented drivers now drive some of the most technically advanced vehicles gracing our highways. One change that's definitely not been for the better is the rapid increase in bed bug infestations. Adam Juson of Merlin Environmental Solutions investigates some of the challenges relating to the detection and eradication of bed bugs in this challenging environment.

Historically the bed bug management industry has focused its attention on the hospitality and passenger transport sectors. However the freight movement sector currently suffers one of the highest bed bug infestation rates of any industry.

Freight operators and vehicle manufacturers have spent many years developing the cab environment to make it as comfortable as possible for the driver. Today's tramper cab has all the comforts of home, including microwave, fridge, stove, even satellite television. The modern cab environment is unrecognisable in comparison to its predecessor of a decade ago.

All this investment has been made in the belief that a well rested driver is a safer driver. As a result freight operators take any factor that effects the driver's rest or sleep as a road safety issue. Obviously, this includes bed bug activity. Infested Lorries are therefore removed from service until they can be treated, the cost to hauliers and the inconvenience to their clients cannot be underestimated.

Comfortable for bed bugs

Unfortunately, lorry cabs that are comfortable for drivers are just as comfortable for bed bugs. To a bed bug the cab environment is a warm, stable, harbourage, a home rich with hundreds of concealed voids, all within a few feet of the driver. Feeding opportunities are unrestricted as the driver works, eats and sleeps in the cab.

With the exception of a commercial airline interior, it is hard to imagine a better environment to support a bed bug infestation in the field. The transient nature of the haulage industry puts lorry drivers at daily exposure to bed bugs.

As with all bed bug-related issues to achieve proper management of the problem you need to thoroughly understand the dynamics of spread, both within your client's fleet, at the point of inoculation and beyond.

The population you have been brought in to deal with cannot be viewed in isolation. This is particularly true of the freight sector. There is no point in searching and clearing a fleet of lorry cabs if the drivers have taken the bed bugs home, or the drivers' lounges are infested.

Forced air treatment gives the best results with no adverse effects on the vehicle's sensitive electronics

Steady stream of cabs for treatment

Fifteen years ago we encountered our first bed bug infested lorry cab. Since then a steady stream of tramper cabs have come to us for treatment.

Up until early 2014 infestation rates were relatively low, however, the numbers of inoculating events since this point have been growing at an alarming rate. The latest data available show inoculation levels have rapidly increased and around 10% of tramper cabs now have an active infestation.

As our knowledge has developed we have started seeing patterns in inoculation that allow us to suggest likely routes, or off site population sites, that we can tackle to help alleviate the problem.

In common with all forms of pest management the first step has to be to gather information on levels and frequency of infestation. This information determines any required treatments. In an environment as complex as a lorry cab and, with the limited access associated with a mobile asset, speed and accuracy of survey are the primary driving forces.

Bed bug search dogs

Search dogs were the obvious choice in these circumstances. However this is probably one of the most challenging search environments for dogs, not just in terms of the complexity of the search but also the physical demands placed on the dogs and handlers. In these confined environments a small, independent dog, that thrives in free search is needed. Storm and Paws, both English springer spaniels fitted the bill perfectly.

As a handler you really don't want to be lifting a 30kg dog to head height for every search! On a recent search Storm and Paws searched 80 units in a depot during the early morning shut down at a haulage yard. During this search nine cabs were identified by the dogs. All canine indications were visually confirmed, photographed and documented, ready to be processed by the fleet insurers.

Treatment of lorry cabs can be complex and time consuming, particularly in the move advanced units.

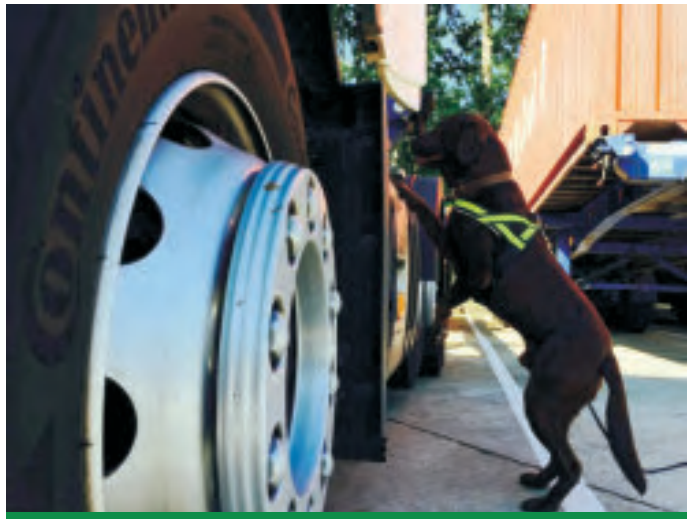
Chemical control systems are not popular due to the time frame a vehicle would be off the road. Topical heat has its advantages, however, it can only be used in the sleeping area. If the infestation has spread to the seats or dashboard, steam-based systems cannot be used due to the sensitive electrical and computer components. Forced air heat treatment gives the best results and, if applied in a controlled manner, has no adverse effects on the vehicle. The closed nature of a vehicle and its thermal efficiency also make heat treatment fast and efficient.

To the credit of the road haulage industry they have been very proactive in their approach to bed bug management since the start

English springer spaniel, Storm, the ideal breed for HGV work

of this population spike. Most hauliers are now engaged in some form of proactive management strategy based around the principals of education, early detection and focused treatment.

On a lighter note, on a recent canine inspection a new and inexperienced lorry driver very sheepishly asked if his cab was OK. He looked very confused when we told him there were no bed bugs in his unit. Unbeknown to us the depot manager had told him we were VOSA's new tachograph interrupt device detection dog unit. And that just goes to prove that the wind-up is still alive and well in the haulage industry.



The heavier dogs can assist the search at ground level

Merlin Environmental has seen a steady increase in the number of HGVs with bed bug infestations

Boys with toys

The latest fad to hit pest control seems to be the use of drones. Whilst they make fantastic 'toys' for flying at home, the moment you start to use one in any way commercially the problems, or to be more precise, the rules, regulations and paperwork, kicks-in. We explore what's involved.

Yes, there certainly are complex rules and regulations if you want to use a drone in your pest control business. You only have to access the Civil Aviation Authority's website (see www.caa.co.uk) to discover about acquiring a 'Permission' for a Small Unmanned Aircraft (the posh name for a drone), details of where and when they can be flown (especially in built-up and congested areas – all spots pest professionals would be likely to be interested in). Then there's pilot qualifications and, of course, insurance implications.

But all is not lost, there are specialist companies out there that you can call-upon when needed – just as ***Pest*** readers are the professionals to call upon when it comes to treating pests.

These companies have all the licences in place and, let's face it, are probably far more skilled at manoeuvring this type of machine than you will ever be.

This was exactly the route Dan England of Littlehampton-based PestFix went down when he was faced with surveying the Ford Motor Company's colossal European parts distribution centre in Daventry, Northamptonshire.

The huge Ford distribution centre roof which, it turned out, had 500+ gull nest sites

100 nests estimated

The Ford building measures a massive 600 metres long by 180 metres wide. Herring and Lesser Black Backed gulls had set-up home and it was initially estimated there were around 100 nest sites.

As is often the case, access onto the roof was extremely limited, because it was constructed from fragile asbestos cement sheet. The nesting birds had caused extensive damage to the roof through blocked drains and leaks over the years. They were also hampering the progress of a roof sheet replacement project.

To be able to professionally survey the roof and provide a valid report to Ford, Dan contacted Wide Horizons, an aerial photography and surveying specialist, handily based near Leicester.

As James Rawlings, the company's project co-ordinator explained: "We were brought in by PestFix to over-fly the roof and conduct a video-survey using a high definition video camera operated by an assistant to the Remotely Piloted Air Systems (RPAS) qualified pilot. It took a total of 28 linear flights and videos recorded over the course of the day to fully survey the roof."

Drone showed over 500 nests

Dan takes up the story, saying: "Amazingly, the footage revealed the true extent of the problem, with over 500 nest sites on the one roof. It just goes to show that guess work is not satisfactory and that drones, when operated professionally, truly do have a future in bird control survey work.

As a result, The Ford Motor Company has specified the installation of two Agrilaser Autonomic systems to protect the roof from the gulls as part of a holistic bird control programme," he concluded.

PestFix has also used the same drone company to survey rooftops located considerable distances away from their offices in Sussex.

The footage filmed is easily transmitted to Dan in his office, carefully studied and then used to brief customers remotely on how best to proceed with their bird management programmes. This cuts down on miles of driving, lost time out of the office and enables clear and accurate briefings to be given. In addition, the customer also ends up with a very useful video of their roof or structure to use in future maintenance operations.

So a win-win all-round.

An unintended consequence

The number of situations people think of to use their drones is quite spectacular. One unintended use is dropping small 'parcels' off to prison inmates in their exercise yards! Dan England adds that there is a growing market in supplying bird netting to totally cover prison yards. Every cloud has a silver lining!

A new perspective on pest management

Big can be beautiful

The Syngenta Professional Pest Management (PPM) business is now a force to be reckoned with in the global pest management business. Yet, it is only three years since Syngenta acquired the DuPont Professional Products insecticide business which brought with it the broad spectrum insecticide, Advion. *Pest* editor, Frances McKim, caught up with the European management team at PestEx this spring to find out what makes them tick.

Headquartered in Basel, Switzerland, Syngenta is one of the world's leading agribusinesses and the numbers involved in the company's global operations are simply immense: £9.5bn turnover; £1bn annual spend on research and development: over 28,000 employees in more than 90 countries and with 140 research and development sites.

The company's sales are split across three divisions: crop protection, accounting for 75% of the turnover; seeds (20%) and the lawn and garden business (5%) of which Professional Pest Management (PPM) is a part.

Syngenta itself was only created in 2001 from the merger of Novartis and AstraZeneca. Readers with long memories will recall that Zeneca came about in 1994 when ICI (who originally developed the rodenticides Talon and Klerat) demerged three of its businesses – crop protection being the one that became Syngenta.

One of the core values of the company is to develop innovative products backed by extensive research, supported right through to their use by the end customer.

According to Robert Vink, business manager for Europe Africa and Middle East: "This ethos continues across the PPM part of the business, ensuring the company's customers and business partners receive the best possible support. Syngenta brands, such as Talon, Klerat and Demand CS, are extremely well known and liked by professional pest managers," he explained.

This range was expanded further when, in the autumn of 2012, Syngenta acquired the DuPont Professional Products portfolio resulting in the addition of the Advion, Arilon and Zyrox insecticide products.

"This project was a real milestone for Syngenta PPM, marked by the creation of a new business brand and identity, *For Life Uninterrupted*. We really wanted to build on the relationship with the existing distributors – whose role and skills, particularly in terms of logistics, are irreplaceable," added Robert.

"Working closely with customers and listening to their challenges highlighted the potential to develop products and practical solutions that could really help them.

"It was recognised that, ultimately, their customers – the end consumers, be that farm, urban, commercial or residential – really wanted pest control to go unseen and for them to go about their daily lives without the nuisance or cost of pest presence and damage; that is what we mean by *For Life Uninterrupted*," concluded Robert.

Syngenta PPM marketing manager, Aurélie Baillet, points out that the *For Life Uninterrupted* message remains consistent throughout the company's approach.

"We take the view that the end customer wants to have a life free from pests and the worry of vector-borne diseases, and that is exactly what we are looking to deliver."

Aurélie went on to explain that through the combination of experience in the PPM market and the influence of new people and skills, Syngenta brings a dynamic and wide-ranging approach to finding creative solutions that will enhance the businesses of customers.

"We challenge pre-conceived ideas to investigate new opportunities. Syngenta has the scale and the resources to provide

support at every level, with a focus on helping our customers do their job in the best way possible. We apply our expertise, experience and our abilities in innovative ways to create efficient and targeted solutions that are fit for purpose and will help our customers to grow," detailed Aurélie.

Syngenta's investment in the Europe, Africa, Middle East PPM business means that the team now has dedicated PPM managers supporting distributors and customers in key areas, including the UK, France, Nordics, Iberia, Turkey, the Middle East and Africa.

Furthermore, it has the support of a highly experienced technical manager, Dr Kai Sievert and a global R&D team, including many leading industry specialists in pest management technologies.

In the UK, the team was strengthened further early this year with the appointment of Daniel (Dan) Lightfoot as the company's PPM business manager for the UK and Ireland. Dan is based at Syngenta's UK home base in Fulbourne near Cambridge and his role is to support pest managers, businesses and distributors.

Aurélie Baillet, marketing manager

Robert Vink added: "We are not only manufacturers of active ingredients, but also designers and producers of formulations that deliver highly effective results in terms of pest control."

Examples include the introductions of rodenticide Talon Soft paste, based on the active ingredient, brodifacoum, along with new developments in the world-class leading encapsulation of residual insecticide, Demand CS.

"When it comes to the question of pest control, we look beyond the obvious to bring

Robert Vink, business manager

the industry new answers," said Robert. "We are looking deeper into everything about PPM – pest behaviour, chemical science, application methods and business trends.

"With that knowledge and experience, our aim is to develop solutions that are fit for all kinds of purposes; solutions that work first time, every time," he advised.

"Along with the reliable advice and support from our team of technical advisers, our full range of pest control solutions can help pest managers to help their customers to live *…life uninterrupted*."

Research and innovation key

The Vero Beach research station in Florida, USA is just one of the Syngenta research facilities developing and refining innovative professional pest control products. *Pest* editor, Frances McKim, accompanied by a small group of European & Middle Eastern distributors, were fortunate to visit this facility prior to PestWorld 2014.

Summing-up the ethos behind the work at Vero Beach, Dr Bob Cartwright said: "We explore what customers want and what Syngenta can do. We look for innovation – what is going to be important five years from now." These are sentiments very much in keeping with the views expressed by Robert Vink and by Dr Mark Hoppé at PestEx 2015, see page 18.

With an annual spend on research and development around £1bn and nearly 5,000 employees in R&D, Syngenta has research facilities across the globe. In the USA, Greensboro, North Carolina and Vero Beach in Florida are the two key sites. To put these figures into context, Dr Cartwright explained that to bring just one product to market in the crop protection side of the business, and the figures for professional pest management are likely to be very similar, requires the synthesis of around 150,000 novel and patentable actives, a timeframe of at least twelve years and expenditure of £150m.

The Vero Beach facility benefits from a sub-tropical climate which allows a year-round growing season for crop research activities.

Dr Bob Cartwright

As for professional pest control, colonies of numerous species of cockroaches, ants, termites, flies and pantry pests are held. Stewardship and support of existing products is a key remit, as is work extending the value of existing products – for example developing data for additional use patterns or pests, comparing formulation performance or optimising tank mix programmes. Strengthening competitiveness is also important by developing comparative data and offering customer education and support. Problem solving is another activity where new challenges are explored and solutions developed, for example by improving the bait matrix of gel formulations.

Dr Catherine Long demonstrates Syngenta's urban pest research using an ant bait trial

The future of pest management

At one of the seminars held during PestEx 2015, Mark Hoppé, the development manager with the Syngenta Professional Pest Management (PPM) team, based at the company's research and development facility in Stein, Switzerland, looked into his crystal ball to see where the pest control industry may be going in the future. This is a review of what he predicted.

A look into pest management of the future could see smart houses that, with the use of acoustic sensors, heat maps and drone-mounted multi-spectrum cameras, could automatically summon pest controllers before any pest has even been seen. Bait box sensors, satellite imagery, GPS tracking and social media data could accurately detect and determine rodent populations to target pests before they become a nuisance. And then DNA fingerprinting of a captured cockroach could assess any resistance issues, to allow a remote-controlled robot to deliver the most appropriate bait, deep into an infested area.

If that all sounds too far-fetched, it is actually only an extension to harness available technology in the future of pest management. Such technology is increasingly using science-based solutions to best meet changing customer demands, explained Mark Hoppé.

Mark highlighted that consumers' expectations are now so high, and the industry has become so good at control measures, that the threshold of pest acceptance will soon be reaching zero.

The industry is changing from a reactive process of providing pest control, to one that is proactive to give customers complete peace of mind. "That requires a subtle, but extremely significant, change in the way that pest controllers operate in the future.

"Where customers in the past used to like to see dead pests as proof of an operator's prowess and success, in today's sanitised world modern consumers don't want to know, or even think, about the process; they just want it successfully delivered.

Worry free environment

"They want the peace of mind of a pest and worry free personal environment – to live their lives uninterrupted."

For commercial and industrial customers, having a policy to deal with pest infestations when they occur is no longer enough; the key going forward is to have their environments maintained and certified free from pests before it happens.

"We are already seeing that, for the most progressive operators and businesses, information and knowledge is proving the essential factor for effective pest management," he said.

Mark pointed out that this seismic shift in consumer expectations has only come about thanks to significant developments in pesticide efficacy, which has given operators the potential to offer more complete control.

He cited the example of new technology for cockroach control, where such is the strength and efficacy of Advion Cockroach Gel that the same weight of insecticide active ingredient that was required to treat one house with DDT in 1950, could now treat 800 houses.

More effective and targeted

And whilst the active ingredients are now so much more effective, and new developments designed to be far more targeted at specific pests, there has also been a step change in formulation to make baits more palatable and durable.

"Some of the formulations have gone through a number of reincarnations over the years, often being improved and refined with each development cycle," he advised. "Further investment by R&D companies in the professional pest control business can be expected to produce ever-improved products that offer benefits in terms of pest control efficacy or convenience of use for operators – both of which can offer more cost effective results."

Mark indicated that investment in these developments will be necessary to keep one step ahead of evolving pest populations, along with infestations spreading into new areas with climate change and global movement of products.

Mark Hoppé, PPM development manager for Syngenta predicts a technology-filled future for pest control

"As a global business we have seen the changes happening. To protect public health, we are already working with countries' regulatory bodies to try and ensure vital controls are available before pests become a problem. "This is likely to be an ever increasing issue in the future," he warned.

Major advances over recent years that he believes could combat these threats have been the availability of information technology and logistics that enables better tracking and supply chain management. This could ensure more targeted control measures can be put in place, faster.

Data capture & interpretation

"Much of the future for pest management relies on data capture from the vast array of technological sources that are being developed and the interpretation of the data to offer a better service to our customers," advised Mark.

The scenario of the 'smart house' is far from far-fetched when it utilises technologies that are already being built-in to homes and are becoming a feature of everyday lives. Pest management of the future will be increasingly geared to ensuring people can live their lives uninterrupted.

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Plan your trip to PestTech 2015

The leaves are turning and the days are getting shorter, which means PestTech must be just around the corner. Organised by the National Pest Technicians Association (NPTA), this busy one-day event will be held on Wednesday 4 November – once again at the centrally-located National Motorcycle Museum in the West Midlands.

The exhibition, with some 50 exhibitors, is at the heart of PestTech and all the major manufacturers and distributors have booked stands. The exhibitor list also includes organisations and companies providing support services, training and advice for pest professionals.

New to PestTech this year are Fourteenacre Traps, iPestControl (producers of Mousestop pesticide free pest control paste), John Bryant Books, Pest Trader (international product distribution specialists), Secomak (manufacturers of industrial fans, blowers and heaters) and Wide Horizons (drone pilots).

Wide Horizons will also be demonstrating the use of drones in pest control in the outdoor area. Also outside and back for a third year is the 'try before you buy' gun range. Displays of ferreting complete the 2015 outdoor activities.

The *Pest Control News (PCN)* workshop is a regular feature of the event. No prizes for guessing what this year's topic is: rodenticide stewardship. There will be a short presentation, but most of the time will be devoted to a Q&As session, with answers provided by a panel of specially selected professionals. Get along to the Ballacraine Suite at 10.30 to find out what's happening and make your views heard.

The programme of technical seminars is also in the Ballacraine Suite. Topics range from the Asian hornet, via badgers and spring traps, to no-kill pest control and heat treatment for bed bug control.

The exhibition is open from 09.00 to 16.00 – giving exhibitors just enough time to pack-up and make their way to the Windmill Village hotel for the popular *PCN* dinner – a very sociable end, to a very busy day.

Plan your trip with our quick guide to PestTech 2015

4 November 2015, The National Motorcycle Museum, Birmingham

organised by:

npta
National Pest Technicians Association
Tomorrow's Association for Today's Technician





Collect Your CPD

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

Practical demonstrations — Outside

See and learn from the experts	Morning 4 November	Afternoon 4 November
Air gun range – try before you buy courtesy of ATEO	all day	
The art of ferreting by Simon Whitehead, Pakefield Ferrets	10.00 - 10.30	14.30 - 15.00
Widen your horizons – a practical demonstration of the use of drones for pest control by Wide Horizons	12.00 - 12.30	15.00 - 15.30

Technical workshops — Ballacraine Suite

Keep up with the technicalities	4 November
The Asian hornet – should we be worried? by Julia Coats, Animal and Plant Health Agency (APHA)	10.00 - 10.30
The Pest Management Alliance – where next? Sabra Everett, Simon Forrester, Dave Oldbury & Iain Turner	12.00 - 12.20
Legislation and practical solutions to badger problems by Elaine Gill, Natural England	12.30 - 13.00
Back to trap – an introduction to UK legal spring traps by John Bryan, Fourteenacre Traps	13.00 - 13.30
No harm done! Is no-kill pest control the future? by John Bryant, Humane Urban Wildlife Deterrence	13.30 - 14.00
Heat treatment for bed bug control by Jeremy Smith, Secomak	14.00 - 14.30
The future with Lantra by Oliver Madge, PestTrain	14.30 - 15.00

Ballacraine Suite

Workshop 10.30 - 12.00

Pest Control News

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

The 2015 workshop will be getting to grips with rodenticide stewardship; a topic that now needs to be central to all rodent management decisions. It is billed as 'a short presentation on recent developments in, and clarifications of, the Rodenticide Stewardship Regime'. Following this there will be plenty of opportunity to ask questions with answers provided by a panel of specially selected professionals described as 'having been leading the way'.

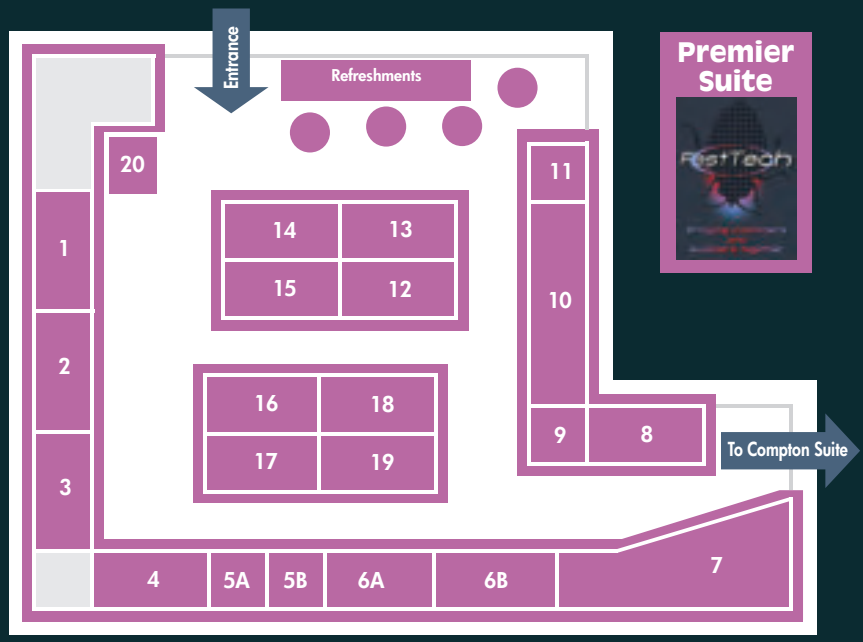
As a delegate to PestTech you get free access to the National Motorcycle Museum's collections so don't forget to go and see all those amazing bikes

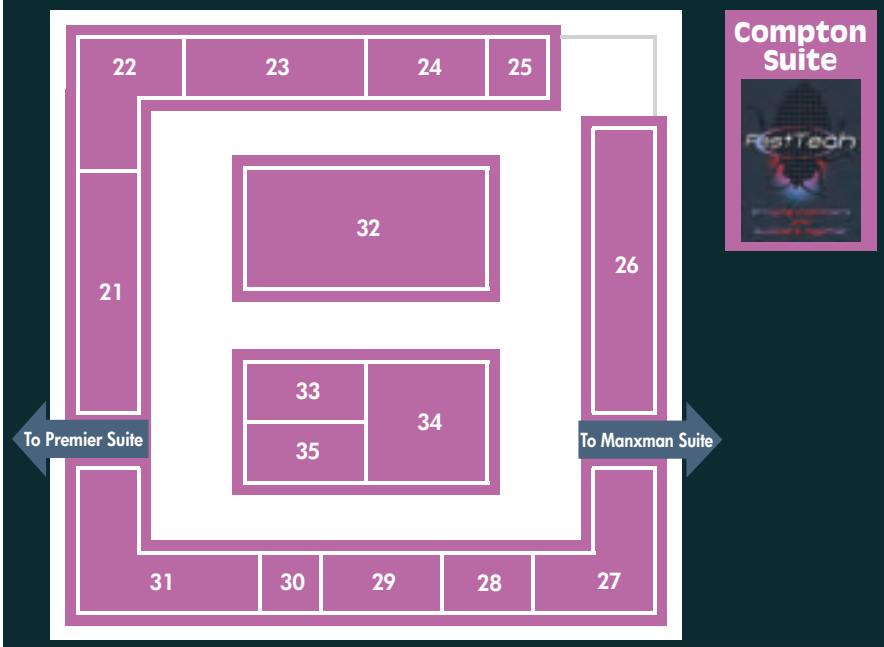
The Exhibition

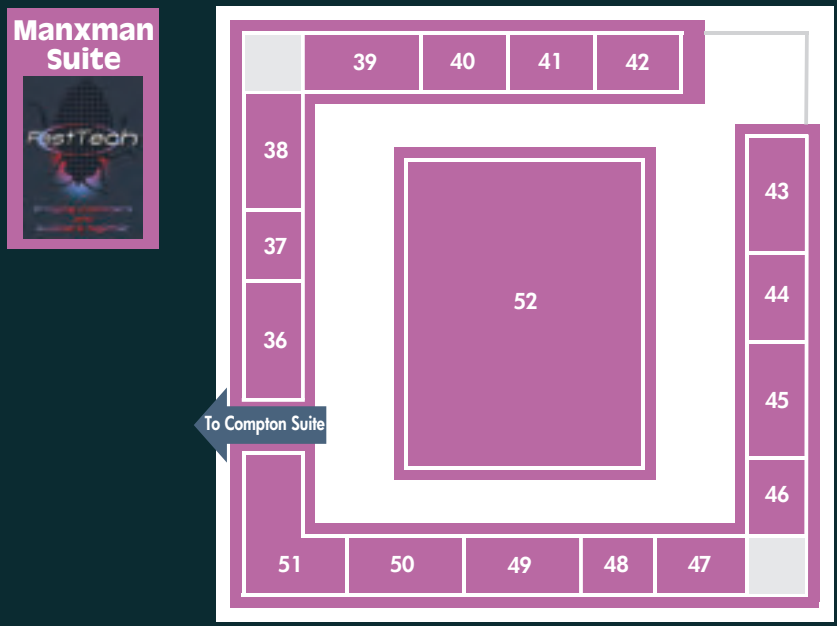
Doors open at 09.00
Exhibition closes at 16.00

Three CPD points awarded for attendance

1 & 2 PelGar International
3 Bower Products
4 Colin's Traps
5A BASIS Prompt
5B RSPH
6A Pest Trader
6B 1env Solutions
7 Russell Environmental Products
8 WaspBane
9 W F Fountain
10 NPTA
11 Roythornes Solicitors
12 Airgun Training & Education
13 Lodi UK
14 Wide Horizons
15 Secomak
16 Friendly Data Solutions
17 Lantra
18 & 19 PestFix
20 Vermend
21 & 22 Pelsis
23 John Bryant Books
24 iPestControl
25 Park Hill Training
26 Bayer
27 Suterra
28 Fourteenacre Traps
29 County Workwear
30 Pest Magazine
31 Bell International
32 BASF
33 Bradshaw Bennett
34 Barrettine Environmental Health
35 Woodstream Europe
36 Syngenta
37 Campaign for Responsible Rodenticide Use (CRRU)
38 PestWest
40 Service Pro
41 & 42 JRCS Falconry
43 Bat Conservation Trust
44 Sentomol
45 International Pest Control
46 International Herpetological Society
47 Blattodea Culture Group
48 BPCA
49 & 50 Brandenburg
51 Rentokil Products
52 Killgerm Group







Refreshments

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

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

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Insecticide application

what every pest controller should know

In the opening chapter of his new book, *The Service Technician's Application and Equipment Manual,* Dr Bill Robinson, a leading US experts on pesticide equipment, succinctly reviews the basic principles of using insecticides for the control of insects. His summary provides a useful checklist for us all. Grasp these principles and the use of the various types of application equipment falls into place.

The efficacy of an insecticide treatment depends on the combination of the insecticide's active ingredient, formulation and application. These are the main factors that influence how long the application remains effective. It is also important to understand the habits of the pest, such as movement and foraging. The objective is to treat substrates that will be contacted by the pest when it is in, or leaves, a harbourage. When all these parts are in the proper sequence, control is achieved.

Basics of insecticide application

Insecticide formulations are the format for delivering the active ingredients to a substrate. The most common formulations are microencapsulated (ME, MC), wettable powder (WP), suspension concentrate (SC) and dust (D). These are designed specifically for the active ingredient and how it will be used. Some active ingredients are available in more than one formulation. For example, an SC may be suitable for soil applications, but an ME is better for surface treatments. The formulation can influence the long-term activity of an insecticide by how it forms a residue and how the target pest is exposed to it.

Substrate and residue

Spraying a surface may seem to be a simple process, but there is a lot to consider if the treatment is to be effective and cost efficient. The objective is to apply droplets of insecticide to establish a surface residue that will be contacted by the target pest. While the equipment and the spray droplets remain the same, the composition and surface of the substrate can be significantly different.

Time

The time between an insecticide application and contact by the target pest is important in achieving control. The residual toxicity of insecticide on exposed surfaces is limited by environmental conditions or other events that remove the residue and by the insecticide itself. Some formulations, e.g. ME or SC, stay effective longer than others.

Time is a factor for indoor applications. For flea control, spraying indoor carpeting is a typical method of control. However, it can take a few days for the liquid insecticide to move down the fibres to the base of the carpet where it will be contacted by larvae. During this time the insecticide may be exposed to damaging ultraviolet light passing through windows, or it may be damaged or disturbed by foot traffic or vacuuming. The initial residue may be less effective by the time adult fleas emerge at the base of the carpet and crawl to the surface.

Pest

The efficacy of an application is also determined by the target pest and its habits. The pads on the feet of insects contact the surface during walking and climbing. The movement of the insect's legs and the spines on its feet can help dislodge residue on the surface, which can be picked up by the tarsal pads. Residue on the pad enters the body directly or is transferred to the mouth when the legs are groomed.

Insects that forage at night, such as cockroaches and bed bugs, remain in narrow harbourages during the day. This activity pattern limits their exposure to insecticide residue unless harbourages and surrounding surfaces are treated. Adult bed bugs leave their harbourage to feed only every three to four days, and they may not have to travel far to find a host.

German cockroach females carrying an egg case leave a harbourage about every five days to eat and drink. These foraging habits influence the efficacy of spray applications.

Resistance

Insecticide resistance occurs in populations of German cockroaches, bed bugs and cat fleas around the world. These are common household pests and because they have been the subject of control for many years, there has been a development of resistance to frequently used insecticides. Their resistance to some pyrethroids can result in limited control or cause complete control failure. Using a different class of insecticide, or a combination of two active ingredients can be effective. Alternative methods, such as inorganic dusts, heat or cold can provide control where resistance is detected.

Behavioural resistance

This is when an insect purposely moves away from a surface treated with a liquid or dust formulation, or avoids eating a gel bait placement. This avoidance usually occurs after long-term exposure to an insecticide. Alternating or rotating the insecticide used for control will not prevent the development of behavioural resistance because this type of resistance has a genetic basis, similar to physiological resistance and can result in entire populations having this condition.

Mortality

Insects and other pests die within hours or days after exposure to an insecticide, whether by being directly sprayed, contacting a dry residue, or eating toxic bait.

For ants to carry bait back to the nest, the concentration of active ingredient has to be low so that these individuals are not killed. But the concentration must be enough so that a lethal amount accumulates in the body of the queen and larvae that are fed by the workers.

Cockroach gel baits lose about half their moisture content in the first two days after application. This essentially doubles the concentration of active ingredient in the bait.

Lethal dose (LD_{90})

The effectiveness of an insecticide can be measured in the amount needed to kill 90% of the target pest, the LD_{90}. The time it takes to kill 90% is considered the LT_{90}. Insecticide manufacturers recommend a final dilution that is a balance between a low concentration (LD) and a short mortality time (LT).

Knockdown (KD_{90})

Another way to evaluate an insecticide is to determine when 90% of the exposed pests are knocked down, this is the KD_{90}. The insect is not dead, but it is not moving and usually on its back. Death may be hours later, but the insect is essentially controlled.

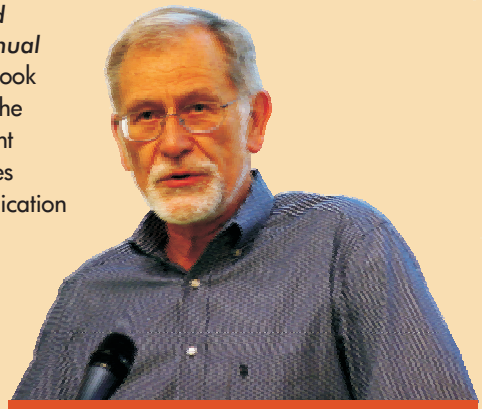
The time for 90% knockdown of the exposed pests can be of more value to pest control than the time for mortality.

Pest status is often based on their presence in the living space and the absence of cockroaches in the kitchen or bites from bed bugs is an indication of control.

The target pest may simply be inactive and will not die until days later, but the perception of control begins with knockdown.

New application & equipment manual

The Service Technician's Application and Equipment Manual is a must-have book for everyone in the pest management industry who uses any type of application equipment.



Applications expert, Dr Bill Robinson

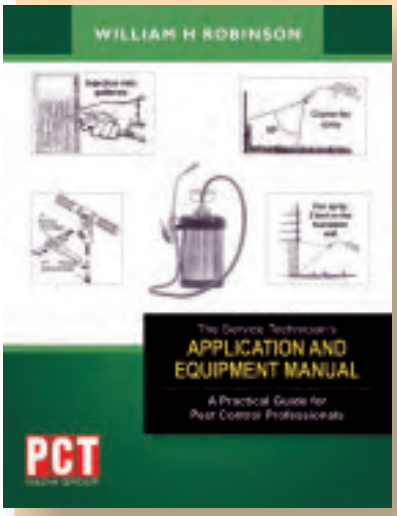
For technicians just starting their careers, it provides a foundation of basic equipment knowledge; for experienced technicians, it offers valuable insights about how to properly maintain pesticide application equipment and apply pesticides more efficiently.

The 128-page, easy-to-understand manual, published by the Pest Control Technology (PCT) Media Group, is divided into two sections.

Following the introduction, chapters two to eight focus on application methods including liquid application, structural wood treatment, soil treatment and termite control, foam application, fogging and aerosol application, dust and granule application and gel bait application.

Chapters nine to 15 provide detailed instructions, illustrations, and parts lists for standard equipment including traps and monitors, compressed-air sprayers, foggers and aerosol-application equipment, as well as foam, soil, dust, granule and gel bait application equipment.

This manual is written by Dr William (Bill) Robinson, one of the leading US experts on pesticide equipment. Bill has been technical director of B&G Equipment since 2000. Prior to this he spent nearly 30 years conducting research and teaching at Virginia Tech in the USA and Zhejiang University in Hangzhou China.



He is also a member of the Executive Committee of the International Conference on Urban Pests (ICUP).

Copies of this practical guide for pest control professionals can be purchased from the PCT Bookstore at http://store.pctonline.com/en/

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Pest management challenges in the food & drink industries

Quality pest control is a key requirement in food and drink manufacturing, processing, storage and distribution. That's because of the enormous costs of failure for the sector – costs associated with product and business reputation, not to mention plant closure, customer and consumer redress and legal fees. Of course, at the same time, particular precautions need to be taken to ensure any pest control treatments do not, themselves, compromise food quality or safety. We report on the pest control challenges in the food and drink industry.

Far too many businesses in the food and drink supply chain are failing to give sufficient priority to, or invest sufficiently in, pest management, according to the most recent National UK Pest Management Survey.

This suggests major opportunities for the pest management industry to work in much closer partnership with food and drink manufacturers, processors and distributors to help them appreciate the cost-effective value of integrated pest management. Such an approach is based firmly on prevention and extends well beyond regular visits by pest controllers.

The 2015 survey, undertaken jointly by BASF and ***Pest*** magazine involved just under 350 private and public sector pest professionals from across the country; more than 130 of whom work in the food and drink industry beyond retail businesses, hotels and caterers.

While the majority of these professionals work in private companies or are self-employed, a significant minority are local authority employees.

Fruit and vegetable packing, storage and distribution, milling and baking and meat processing and packing are the main sectors they are servicing, although many are also working with brewers and distillers, milk and dairy, confectionary, convenience and frozen food producers, in particular (Figure 1).

Figure 1: What main areas of food or drink manufacturing, processing or distribution industry do you work with?

Reluctance to invest in pest management

Other than the demanding quality assurance regimes, which are par for the course across today's food and drink industry, a reluctance to invest sufficiently in pest management and insufficient priority given to pest control, were the two most widely reported challenges of working in the sector.

Conflicts with plant cleaning and hygiene regimes, restrictions on product use, difficulties in access and treatment timing around work patterns, insufficient authority given to the main pest control contact and insufficient workforce involvement or understanding, were also identified as particular challenges by around two or more in every 10 pest professionals.

"Food and drink businesses cannot fail to be aware of pest contamination risks," reasons study co-ordinator, Gavin Wood of BASF Professional & Specialty Solutions. "Not least with their sites creating almost irresistible oases of food, warmth, moisture and shelter for ants, cockroaches and a range of flying insects as well as rats, mice and birds, not to mention modern quality assurance regimes setting zero-tolerance standards.

"Nevertheless, all the challenges highlighted by pest professionals working in these environments speak of the relatively lowly position that pest control work continues to occupy in the management hierarchies of many businesses.

"Clearly, one of the biggest challenges of working in this sector today, has to be to helping managers at a senior enough level appreciate the cost-effective part integrated pest management partnership working can play in their management of business risk.

"Too often, pest control is seen as a non-mainstream activity that needs to be contracted out in its entirety," suggests Gavin. "Unfortunately, but not surprisingly, this is an approach many pest control businesses have actively encouraged. On the one hand, if everything is going well, it means regular pest control visits can be seen as an expensive extra. But, on the other hand, when a sudden infestation crops up, as it almost invariably does, between visits, it can be seen as an ineffective investment."

"Lack of active involvement and ownership on the part of management and employees also leads to serious barriers to the most effective pest control, which, at best, frustrate the efforts of pest controllers and, at worst, positively encourage infestations."

To overcome these problems, Gavin believes businesses and pest controllers must work far more closely together on the mutual understanding that contracted-out services are a component of the pest management programme, rather than the whole job. That programme should involve staff as the 'eyes and ears' as well as preventative resources on the advice of, and with support from, pest professionals as their expert partners.

That way, preventative measures like pest proofing, hygiene and regular inspection become the responsibility of people on the 'shop floor' every day, ensuring the potential for problems – and, with it, any conflicts between chemical treatment and shift working or food safety – are minimised. Equally, any infestations can be nipped in the bud, when and where they can be tackled most effectively, away from sensitive areas and at the least expense.

More profitable

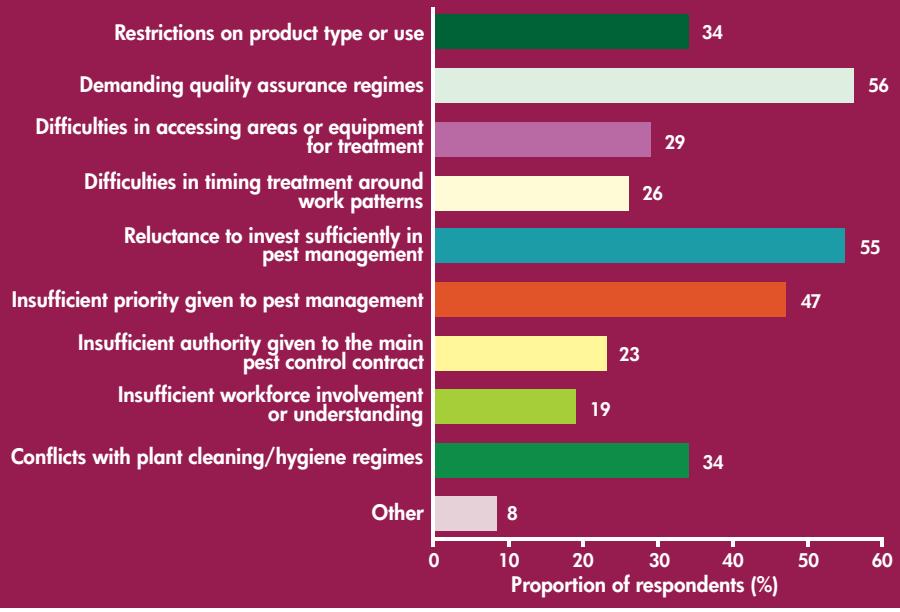
"Yes, this might appear to fly in the face of traditional pest control business practice, with services charged for regular inspection, treatment and call-backs," accepts Gavin. "But, in our experience, it will actually be considerably more profitable and sustainable for both parties.

"Pest controllers should take on, and be paid for, the role of expert advisers with overall responsibility for the running the programme. They should identify and map the areas at greatest risk from pest ingress, establish standard operating procedures for prevention, inspection, monitoring and record-keeping and train designated employees to carry out these tasks.

"They should then prescribe and undertake treatments with the best products in the most effective ways as soon as problems are reported, as well as conducting regular audits of the programme to ensure the operating procedures are kept up to scratch and improvements are continually made in the light of experience.

"Relationships like these take time to build," he agrees. "But they are far more sustainable, better utilise the respective skills and resources of client and pest professional and, most importantly, are likely to be much more effective in ensuring the first class pest control food and drink businesses need day-in, day-out."

Figure 2: What are the main challenges you face in working in these areas?



Pest control checklist for food & drink sector

Gavin Wood suggests ten important pest management tasks that food and drink manufacturing, processing and distribution businesses should undertake on the advice of, and with training from, their pest control specialists:

1. Maintaining, inspecting and replacing monitoring devices in key locations around the site, recording results in a special log and alerting their pest professionals to any looming issues;
2. Trimming brush, weeds, tree limbs and foliage from direct contact with buildings, ideally keeping a clearance of at least 12 feet around all structures;
3. Washing down hard surfaces and exterior employee break areas regularly to remove residual food stuffs, pheromones from pest scouts and any scouts themselves;
4. Placing rubbish and recycling containers away from any buildings and down-wind of them, lining them with plastic and removing all food waste frequently;
5. Storing all wooden pallets and other materials outside at least six inches off the ground;
6. Deterring staff from storing food or beverages in their lockers by providing refrigerators for their use and regularly inspecting lockers;
7. Combining good housekeeping practices with effective maintenance of doors, windows, vents and other access points, ensuring they remain open for only as long as required;
8. Inspecting incoming goods carefully and removing and disposing of all packaging materials promptly to exclude any pests that may be imported with them;
9. Providing continuing pest prevention and management training for key plant personnel to reinforce their awareness and skills;
10. Integrating regular plant cleaning regimes carefully with pest management processes for the greatest synergies and least conflicts.

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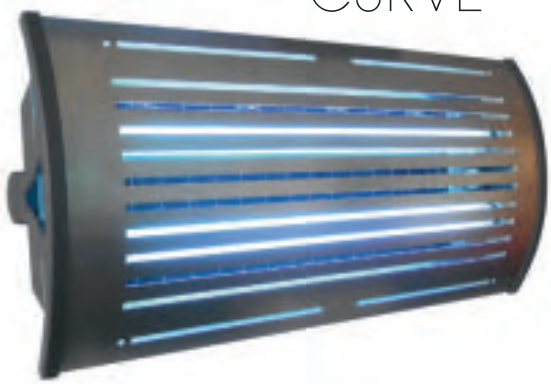

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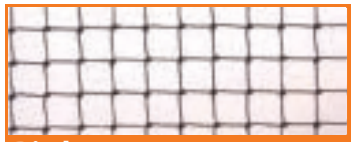

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Nature knows best?

Few would argue against the idea of greener pest control but, all too often products touted as green solutions come with little, if any, evidence that they actually do the job. So, it was with some scepticism, that associate editor, Helen Riby, went along to an international seminar on natural products staged alongside the Italian Disinfestando event in Rimini in March.

Rodi NaturalStop case study

Location:

Pig farm 1,000 square metres, 600 pigs

Pre-treatment monitoring:

Around 100-150 rodents both *Rattus Rattus* and *Rattus Norveguicus* were observed causing considerable problems among the pigs

Treatment:

Rodi NaturalStop applied with pump sprayer to the roof, in cracks, to the floor and walls. Treatment repeated each morning for three consecutive days.

Post-treatment monitoring:

Immediately there was a mass evacuation of the rodents and in the following days, only a few disoriented specimens were spotted and the pigs became much quieter

Duration of treatment:

15 days, after which no rodents were present on a permanent basis

Maintenance:

Regular maintenance every 15-20 days for six months, after which a treatment for three alternate days every two to three months

Result:

Full client satisfaction

It's a standard marketing view that 'the customer is always right' and certainly giving clients what they want is fundamental to the success of any business or public service. But, when customers ask for green pest control, pest professionals can find themselves in something of an ethical dilemma. Do they offer what the customer wants, or what they know works? The range of 100% natural products, introduced by Italian manufacturer, Bleu Line, at an international seminar in Rimini this March, goes some way towards solving this dilemma.

The new range comes from another Italian company, Union BIO, with whom Bleu Line signed an exclusive distribution agreement in July 2014. This gives Bleu Line the rights to distribute Union BIO products in the pest control sector, globally.

Importantly, and unlike many products, marketed as natural, the Union BIO range is based on detailed scientific research to prove effectiveness. Whilst it is unlikely they can replace modern synthetic chemical controls completely, as part of an integrated treatment, and in specific situations, they do have potential.

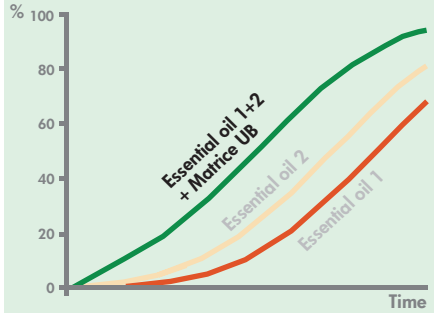
Union Bio has made its name in the animal health world – indeed it was the company's own vet, Paola Zintu, who explained how the products have been developed. All are based on essential oils extracted from a partner company's factory in Bolivia. According to Paola, what makes them stand apart from other similar products is the use of an exclusive, patented synergist, developed by Union BIO. Matrice UB is extracted from the European olive tree and, added to combinations of medicinal plants in aqueous solution or oil gel, it has been shown to enhance activity and reliability.

Union Bio was established 15 years ago in the year 2000 by two women, Ersilia Ferrini and Luana Ghiandai, to develop and market the natural products resulting from the research from their sister company Labor Chimica, set-up in the 1980s. The two also run an inter-cultural organisation, ANT.ER.LUX ONLUS, that supports growth in developing countries. All three organisations now operate as part of Gruppo Labor.

From the beginning, the two women have advocated a different approach, stepping back from exploiting nature and natural resources and trying to learn from nature to find natural solutions. However, with scientific backgrounds, they have put science at the heart of their operations and clearly understand the need to verify product efficacy and to operate to high standards of quality control within the manufacturing process.

The company's laboratories work closely with leading Italian universities in Siena, Pisa, Ferrara and Padova to obtain independent verification of their own trials.

Synergistic effect of Matrice UB



In turn, the Bleu Line Group is now trialling them with pest control servicing businesses as part of an integrated approach.

Production is via the partner company, Phytosalud, established in 2006, in Bolivia. It is based in rural Cochabamba, where the local scientific team is supported by Union BIO's R&D expertise. Plants are harvested at their peak to ensure the highest concentration of active ingredients and processed using modern extraction technology. Bolivia is rich in natural biodiversity and this, combined with the plant knowledge of the Bolivian people and a scientific approach, ensures a consistent quality for the essential oils extracted.

The range of natural products produced by Union BIO is vast with preparations for cats, dogs, horses, livestock and the environment/ public health pest control. The latter includes products to deter or repel flies, spiders, reptiles, mosquitoes, rats, mice, moles and ants.

None of the products are designed to kill the pests. This means that they need to be applied regularly, providing service contract opportunities for pest management businesses and, of course, as they are all based on natural plant extracts they will also meet clients' green aspirations. As the UK is, thankfully, not particularly bothered by mosquitoes or venomous reptiles or spiders, there are currently three products most relevant to the UK market. These are:

Rodi NaturalStop – a rodent repellent

Talpa NaturalStop – a mole repellent

For.mica NaturalStop – an ant repellent

Rodi is available as a ready-to-use liquid or oil gel formulation which the company says are suitable for treating food manufacturing and storage areas, as well as agricultural barns and stables. The product is designed to exploit rodents' highly developed sense of smell and their habit of digging long and shallow tunnels.

Talpa is available as a ready-to-use oil-gel formulation. The company says it creates a foul odour that is unbearable to moles and also to the worms and insects they eat.

For.mica, again in an oil-gel, ready-to-use formulation, is suitable for use in the food industry, in private residences and in all indoor environments frequented by people or pets such as restaurants, hotels, schools and leisure centres. The company says it produces an olfactory impassable barrier to keep the ants away and at the same time releases a fragrance that people find pleasant.

Luana Ghiandai, left, vice president of Union BIO and Erisilia Ferrini, president, show off some pest management products, appropriately under the shade of an olive tree

Giving customers what they want

There is good business to be had in satisfying demand for greener pest control. In the presentation Union BIO stressed the company's ethos that natural is best and emphasised that their products are non-toxic to animals, humans and the environment. The company literature also stresses that none of the products contain chemicals. Maybe something was lost in translation and it should read 'synthetic chemicals' as, clearly, natural plant extracts are also chemical compounds.

Either way, let's not forget that natural does not necessarily mean safe. In fact all chemicals are harmful under some conditions and harmless under others. It's the dose that makes the poison. Some of the most toxic substances we know are entirely natural. For example, aflatoxins, fungi that can grow on a variety of foods, are highly toxic, cyanide is an entirely natural chemical, common salt is essential for life but just 60g can kill a child.

Not that there's anything to suggest that the Union BIO products are in any way harmful. As natural products they are outside the scope of the EU Biocides Regulation so they do not have to jump through all the regulatory hoops that, say a new man-made insecticide, would have to. That's good news if you have customers who might like to try these products as there is no reason why they can't be sold here in the UK. At present there is no UK distributor appointed, so if you're interested in trying them, contact the Bleu Line Group. Email: bleuline@bleuline.it

Natural mosquito control

The Bleu Line Group is getting something of a reputation for marketing greener products. It recently announced that Aquatain AMF, a liquid mosquito film has been declared formally exempt from registration as a biocide in the European Union. This is because the Commission has accepted that the action of Aquatain is purely physical.

Aquatain AMF is a silicone-based liquid which spreads across the surface of standing water forming a very thin film. The low surface tension of the film prevents mosquito larvae and pupae from breathing at the surface, causing them to drown. The film remains effective for around four weeks. Its efficacy and safety have been demonstrated in many independent trials around the world. With the recent EU exemption the product is now approved for sale in more than 50 countries across all continents.

Aquatain is now available in the UK through Barrettine, see page 41.

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Why do rodents gnaw?

Rodents can inflict damage to structures, wires, pipes and many other items with their powerful incisor teeth

Global rodent expert, Dr Bobby Corrigan of RMC Pest Management Consulting explains why gnawing is a natural and necessary survival mechanism for rodents and one that regularly brings rodents into conflict with people.

Rodents rely on gnawing as a means of survival in the wild. They use their incisors and powerful jaws to gain access to harbourages, obtain daily resources such as food, water and nesting materials, assist in climbing and as weapons against enemies.

By gnawing on and through wood, rodents create openings into tree trunks, hollow logs, or cut and clear through the thick roots of trees to hollow out nest cavities. Around and inside our buildings, rodents gnaw through doors, floors, windows and walls for the same purpose — to gain entrance to possible harbourage and protective sites.

Food source

In the wild, food and moisture can be obtained by the rodent gnawing on various types of plants, seed shells and tree bark. Larger food items are first nibbled into easy-to-handle sizes by the incisors prior to grinding with the cheek teeth. The stems of various plants often contain insect larvae and moisture that the rodent accesses via gnawing.

In addition, when the stem is felled via gnawing the top of stems may reward the rodent with a nutritious seed head. And the stem itself, or the leaves growing along the stem, can be gathered and used as nesting material.

Why it matters

Of particular concern and interest is the rodent's seemingly excessive attraction toward gnawing on man-made wires. Rodents attack utility wires, computer wires, the wires of our vehicles and a wide range of other wires of different shapes, sizes and function.

Moreover, rodents often seem to 'select' the critical current-carrying wires of electrical equipment. This is borne out in livestock and other agricultural facilities where rodents are major economic pests because of their repeated attacks on the wires of aeration fans and conveyor belts, resulting in expensive shutdowns of these facilities.

But as wires do not offer the rodent any nutritional return, what is it about wires that rodents find so attractive? Because such little research exists on this subject, nothing is known for sure.

Perhaps wires appear visually similar to other items attractive to rodents, such as the familiar shape and diameter of plant stems and tree twigs. If indeed rodents also respond to the electrical current and vibration of a wire, perhaps rodents hear the sound or feel the vibration and associate it with the sound/virbations made by trickling water, or by insects feeding or travelling through plant stems.

Instinctive behaviour

Regardless, gnawing is a natural and necessary survival behaviour of the rat and mouse. When they move into our buildings and equipment, rodents are simply behaving instinctively as they have for thousands of year. Being an opportunistic animal, the rodent has learned it has little to lose and usually much to gain by gnawing on the many objects encountered during its daily explorations.

This article first appeared in *Pest Control Technology*, the leading pest management magazine in the USA.

Mouse damage to domestic water pipe

First the mice gnawed the pipe insulation, presumably for bedding, then...

...having got through to the water pipe, they made a hole that caused a leak

Bábolna Bio celebrates

It was celebration time for well-known Bábolna Bio, the Hungarian international developer and manufacturer of pest control products, as nearly 100 invited guests assembled to celebrate the company's 50th anniversary. *Pest* editor, Frances McKim, was amongst the group of Bábolna Bio friends gathered on 18 September to record this notable achievement.

Appropriately the company hosted this special event at the site of the organisation's original location – the town of Bábolna some 65 miles west of Budapest, Hungary. Originally set-up in 1965 as the Bábolna Disinfection Centre (a division of the Bábolna State Farm) it was tasked with the job of eradicating the rats and mice in the newly erected chicken houses. Another epic rodent eradication programme followed in 1970. At the time 32.8% of all the premises in Budapest were infested with rats. Over 21 months, 112 employees with 20 vehicles reduced the infestation level to just 0.5%. Since January 1973 the city has maintained its rat free status.

The demand for suitable rodenticides to deal with situations such as these led Babolna, in 1970, to formulate its own products – Racumin B and Rodentox. By1981 the company had begun selling rodenticides in small consumer packs – a strategy which has now become highly successful.

It should not be forgotten that, throughout this period, Hungary was part of the Soviet-controlled Eastern Bloc. With the change of politics in 1989, the Soviet influence faded, but it took the company until September 2000 before all state ownership was eliminated. Since then, with considerable effort and a huge loan (now repaid), the company has been totally owned by its management/employees – around 70 individuals. This fact may well explain the long average length of employee service. 45% of staff have been with the organisation for more than ten years, with seven members clocking-up over 33 years. With 42 years of service, joint managing director, Dr Daniel Bájomi is equal longest serving.

Joint managing directors, Dr Daniel Bájomi, left, and János Daru opened proceedings

In 2011 the business split into two, the successful pest control servicing side and a separate product manufacturing and development business – the Bábolna Bio we know today.

Secrets of success

János Daru, joint managing director, explained the key decisions, some taken many years ago, that have led to the company's success. First, the demand for rodenticides was so great that the company established its own production capabilities – the first rodenticides used having been imported from Bayer. Second, was the establishment of their own sales network and, from the 1990s onwards, the development and creation of their own brands and unique formulations – for example, the Protect Revolution bait system. In this both rodenticide bait and water-based gel are presented alongside each other in tamper-proof trays. A feature János describes as RodentiScience.

Finally, with the arrival in 1998 of the EU biocidal regulatory requirements (now the EU Biocides Regulation) János said: "Many

The Bábolna stud farm was the venue for the celebrations. The stud's origins go back to 1789 and the Austro-Hungarian Empire but it too was part of the large Soviet era state-owned Bábolna enterprise that gave birth to the present day Báblona Bio

competitor companies thought Bábolna Bio would not be able to meet the new stringent EU requirements. But we thought differently! In 2011 the European Commission approved the company's rodenticide, bromadiolone, as a biocidal active substance. Today, we hold seven approved product dossiers in 17 EU Member States (with two ongoing through the process) as well as 57 product authorisations and an even greater number in progress."

Demand from their sister servicing company activities resulted in the addition of the insect growth regulator, S-methoprene, to the company's portfolio. As Dr Daniel Bájomi explains: "An effective active ingredient was needed in the 1980s to combat cockroaches in Budapest housing estates. Initially we imported aerosol insecticides but, working alongside the Technical University of Budapest, we developed the use of S-methoprene. In January 2014 the European Commission approved S-methoprene as a biocidal active substance for use in the insecticide product group and we are now submitting for product authorisations throughout the EU."

The use of S-methoprene in the pest control and veterinary market sectors is well-known, but, interestingly, Daniel added that a significant use of the active is as a grain protectant in Australia. Maybe something we will be hearing about in Europe?

The business is rooted in the Hungarian home market where sales remain significant, but exports have grown to account for just over half of all sales. Between 1992 and 2014, total sales have increased 15-fold, now amounting to around £10.5m. Sales are made in over 50 countries. France and Switzerland account for half. Other leading markets include, the USA, Romania, the UK, the Netherlands and Slovakia.

Well done Bábolna Bio and here's to another successful 50 years.

read more on the web WWW

Dr Daniel Bájomi, left, receives a commemorative glass vase from Juraj Ágoston, MD of Bábolna Bio, Slovakia

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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 Syngenta, insecticide application, pest management challenges in the food and drink industries, nature knows best and Bábolna Bio celebrates in this issue of ***Pest*** and answer the questions below. Try to answer them in one sitting without referring back to the articles.

SEND COMPLETED QUESTIONS to: ***Pest*** Magazine, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ or complete the online ***Pest Test*** at www.pestmagazine.co.uk

If all your answers are correct, we will enter the results onto your PROMPT record held by BASIS.

1 How long does Dr Bob Cartwright estimate it takes to bring to market a new, patentable active substance?

- ☐ a) Eight years
- ☐ b) Ten years
- ☐ c) Twelve years
- ☐ d) Fourteen years

2 How much money does Dr Bob Cartwright estimate it takes to bring to market a new, patentable active substance?

- ☐ a) £50 million
- ☐ b) £100 million
- ☐ c) £150 million
- ☐ d) £200 million

3 What does KD_{90} mean?

- ☐ a) When 90 insects are used in a trial
- ☐ b) When 90 insects are killed
- ☐ c) When 90% of exposed pests are killed
- ☐ d) When 90% of exposed pests are knocked down

4 Which issue did pest professionals identify as the greatest challenge when working in the food industry?

- ☐ a) Insufficient workforce involvement
- ☐ b) Restrictions on product type or use
- ☐ c) Demanding quality assurance regimes
- ☐ d) Conflicts with plant cleaning

5 How much common salt is it estimated is required to kill a child?

- ☐ a) 6 g
- ☐ b) 60 g
- ☐ c) 100 g
- ☐ d) 160 g

6 When was S-methoprene approved by the European Commission as a biocidal active substance?

- ☐ a) January 2010
- ☐ b) January 2012
- ☐ c) January 2013
- ☐ d) January 2014

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Yes, you can now take the ***Pest Test*** online.

Simply go to www.pestmagazine.co.uk and select ***Pest Test*** from the top menu bar. Alternatively you can follow the link from the ***Pest Test*** box at the foot of the ***Pest*** home page.

This will take you to the ***Pest Test*** index page where we will display the six most recent tests. It is then just a matter of choosing which test you want to complete and following the links to the questions.

As in the paper tests there are four possible answers to each question. You will still need to read the articles in either the printed magazine or, if you prefer, you can read them online at www.pestmagazine.co.uk/en/pest-magazine

When you're happy with your answers just hit the submit button. You will then be asked to enter your name, organisation, email address and Prompt identification number. It's as easy as that.

However it gets better. Because the technology knows which answers are correct, the system will only accept your submission if you got them all right. It will automatically let you go back to try again and you can have as many attempts as you like.

When all your answers are correct your completed ***Pest Test*** will be emailed to us ready to be entered onto your CPD records held by BASIS.

The system is not fully automated so do please allow us some time to enter your results into the Prompt system before checking your points record. Call us technophobes if you like, but, getting two different bits of technology – our website and the BASIS Prompt system – to talk to each other was, we felt, asking for trouble!

Speaking of technophobes, don't worry if you prefer to use pen and ink. We will continue to print the ***Pest Test*** in every issue of the magazine and we are happy to accept completed tests by old fashioned post, or as a scanned document by email.

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Time to vote

Which of our fabulous finalist products has helped you the most as a pest professional? Take a look at the 12 fantastic new products shortlisted by ***Pest*** readers.

You can vote for two products via the postal voting form below, or by email to editor@pestmagazine.co.uk (include your name & organisation) or online at www.pestmagazine.co.uk/en/news/posts/2015/september/time-to-vote-in-the-2015-best-product-award

Your second choice will be taken into account in the event of a tie. To be counted votes must be in before midnight on 30 October 2015. The top three products will be announced during PestTech on 4 November.

best product award 2015 pest

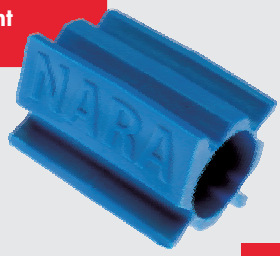
Racumin Foam rodenticide
from Bayer

Victor Kill@lert remote notification system
from Woodstream

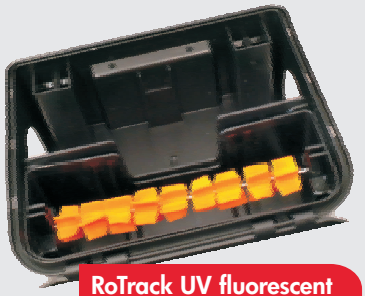
Quicklock Microbait box
from Rat Pak

Trappit BB detector
from Suterra

NARA bloc rodent attractant
from Futura



Imidasect cockroach gel
from 1env Solutions



RoTrack UV fluorescent non-tox blocks
from Plastdiversity

Storm Pasta rodenticide bait
from BASF

Jade Cluster Grain rodenticide bait
from Lodi UK

NARA liquid
from Futura

Protecta Evo Mouse bait box
from Bell Laboratories

Xlure-FIT multi-species fabric insect trap
from Russell IPM

Vote now

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

best product award 2015 pest

1	2
Name:	Organisation:
Tel:	Email:

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

1 Readers may vote for two products, but may only submit one voting form;
2 Manufacturers/distributors and their employees cannot vote for their own product.
3 Votes submitted after midnight on 30 October 2015 will not be counted.

You can find all the legal stuff at www.pestmagazine.co.uk

Product replacement launched

Barrettine has announced the arrival of Alpha SCT, in effect to replace Alpha SST which is now no longer for sale – see page 11.

Alpha SCT contains both cypermethrin and tetramethrin, so gives both good knockdown and residual activity. Approved for flying and crawling insects, it offers a wide range of application areas from in and around domestic properties, to public and municipal areas, refuse tips, poultry houses, slaughter houses and manure heaps.

www.barrettine.com

Two additions to the Wedge range

The Wedge, launched earlier this year, is a remote rodent monitoring system designed to alert the pest controller when a trap is triggered. Killgerm has now introduced two new additions to the range.

First, a base station programmed to display the ID number of the trap when it has been set off, allowing it to be quickly identified.

Second, a new mouse box which has been specially designed to hold the mouse snap traps designed for the Wedge system.

www.killgerm.com

Out smarting the rodents

New from Russell IPM is iPest, an advanced rodent monitoring system that records rat and mouse activity online, accurately and in real time. The technology provides pest controllers with key infestation information 24/7.

The iPest is a proactive system that can be used to pinpoint the presence of rodents before they become a problem. In a reactive sense the iPest can be used to help control established infestations by identifying rodent hotspots through spatial mapping of rat/mouse activity.

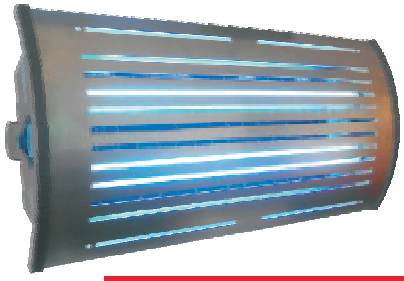
Russell explains that the system can be easily controlled, operated and maintained through an easy-to-use smartphone app. In addition, the online software has the capacity to produce spatial maps, activity graphs and intelligent insights that will provide evidence of IPM success. If the rodents ever return, the technician will know immediately.

www.ipest.eu

Stylish and curvaceous

Halo Curve is the latest decorative fly killer ideal for front of house areas, explains Insect-O-Cutor. The elegant shaped facade is punctuated by stylish detailing, hides caught flies from the view of customers and is finished with a cobalt grey UV stable polycarbonate edging.

Easy to service, the front guard pivots to allow quick and easy tool free access to the two 15w tubes and glue-board, without the need to remove the guard during servicing.



www.insect-o-cutor.co.uk

Natural mosquito product

Designed for the control of both mosquito larvae & pupae, Aquatain AMF (from the Bleu Line Group – see page 33) is a unique silicone-based liquid barrier which spreads across the surface of standing water, forming a very thin film. This lowers the surface tension of the water preventing pupae and larvae from breathing at the surface, causing them to drown. It also discourages females from laying eggs.

The film remains active for four weeks before breaking down to eco-friendly silicates.

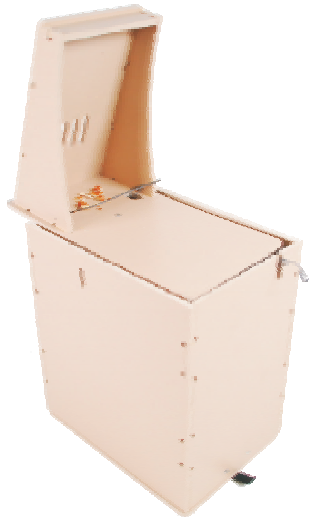
www.barrettine.com

Catch the birdie

First spotted on the Bird Barrier stand at PestEx 2015, the Trap Door bird box is now available from Killgerm. It is billed as a humane bird trap specifically designed for birds trapped inside structures. It provides a discrete, gentle, hygienic and cost-effective way to get small birds out of buildings.

When set, the Trap Door is simply a welcoming platform with food. Birds stand on the platform, eating happily until they press down on the perch. Suddenly, the floor gives way under them and they fall inside the ventilated box with a lid positioned securely above. When a bird is captured it will remain quiet and calm within the holding box until it can be released safely outdoors. Food and water should be left inside to protect the bird.

The unit can also be purchased with an additional audio device which emits a sparrow's distress call.



www.killgerm.com

PEST CONTROL TECHNOLOGY EXHIBITION

Public Health and Pest Control

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Diary dates

4 November 2015

PestTech 2015
National Motorcycle Museum, Birmingham
npta.org.uk/pesttech

19 November 2015

SOFHT Annual Lunch & Lecture 2015
The Savoy, London
www.sofht.co.uk/events/sofht-lecture-annual-lunch-awards-2015/

24 November 2015

Lone Worker Safety 2015
Olympia Conference Centre, London W14 8UX
www.loneworkersafetyexpo.com

25-26 November 2015

Parasitec 2015
WOW Convention Center, Istanbul, Turkey
turquie.parasitec.org/index.php/en/

5-7 January 2016

PesTech³ 2016
San Jose, California, USA
npmapestworld.org/events/PestTech3.cfm

2-3 March 2016

Pest-Protect 2016
Messe Stuttgart, Stuttgart, Germany
www.pest-protect.eu/index.php?id=133&L=1

6-9 March 2016

12th Fumigants & Pheromones Conference and Workshop
Adelaide Convention Centre, Adelaide, Australia
www.insectslimited.com/adelaide

16 March 2016

PPC Live 2016
East of England Showground, Peterborough PE2 6XE
www.bpca.org.uk/pages/index.cfm?page_id=318

UK to host prestigious urban pest event

The UK is to host the prestigious 2017 International Conference on Urban Pests (ICUP). Held every three years, the 2017 event will take place from 9-12 July 2017 at Conference Aston, which is based on the University of Aston campus, in central Birmingham.

This popular, not for profit, conference is the leading international scientific forum sharing information and ideas on the impact, biology and control of pests in the urban environment. Delegates include entomologists, pest management professionals, academics and government scientists from around the world.

The 2017 organising team, chaired by Dr Matthew Davies from Killgerm, has been working hard developing what promises to be a first-class programme for 2017. As Matt explains: "The conference will address the science and management of a wide variety of urban pests, including hygiene, structural, medical and vertebrate pests. In particular, we want to address the importance of emerging environments and how they are impacting on emerging pests.

"We are especially keen to see interaction between a new generation of researchers and established contributors. Of course, no event of this standing would be complete without sessions looking at the future direction for urban pest control as well as the impacts of regulatory and stewardship challenges."

Delegate registration is expected to start in spring 2016. Details on how to offer a paper will be announced in early summer 2016.

If you fancy attending a pest event that's a bit further from home than Birmingham, then the 12th Fumigants & Pheromones Conference fits the bill. And, you can't get much further from the UK than the host city for the 2016 event to be held 6-9 March. It's Adelaide, South Australia.

Organisers, USA-based Insects Limited, admit that this may seem like an odd spot to hold an international stored product conference but, they say, Adelaide is a vibrant city and the gateway to some of the finest vineyards in the world. Kangaroos and koalas roam wild and the Adelaide Arts Festival, Fringe and Womad Music Festival coincides with the Fumigants & Pheromones Conference. Oh, and the educational programme, is also worth hearing.

And, they add, this conference is different from most trade meetings or scientific working groups. This is because, the practical information you receive and the like-minded people from throughout the world that you meet will make you better at your trade.

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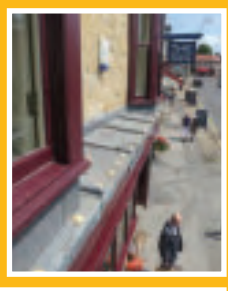

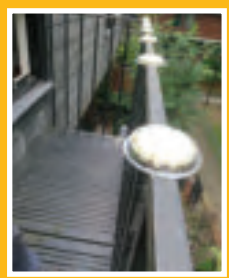

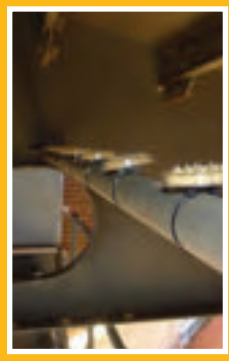

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