

# pest

The independent UK pest management magazine

## Oh dear, deer!



**Issue 50**  
**April & May 2017**

Brexit – for better or  
for worse?



11

PestEx was pretty  
much perfect



22

Telling it like it is at  
global food summit



25

Power to the people  
in clothes moth fight



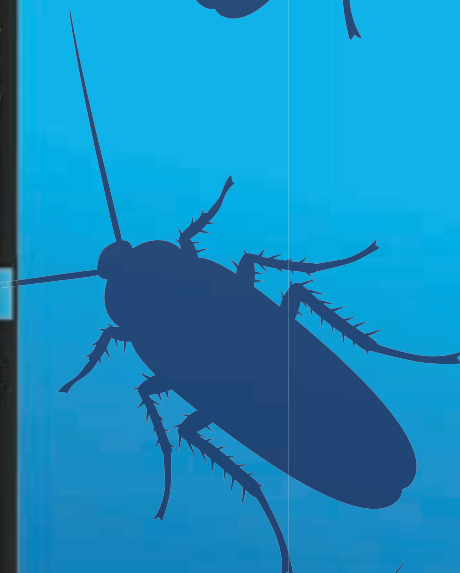
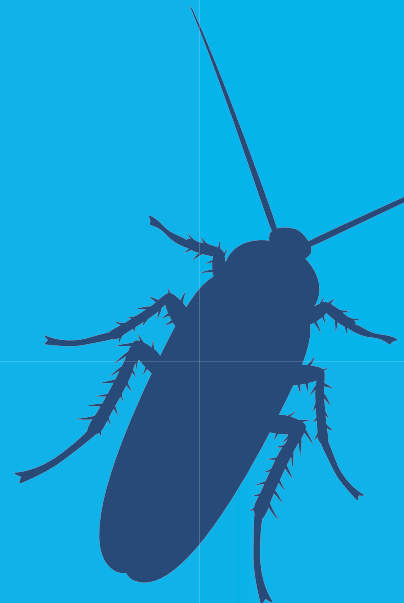
30



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

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# Contents

Industry news	4
People in the news	6
Madness strikes at pest control	9
Fifty shades of grey?	11
The biggest challenge	14
Stewardship improves rodent control	18
Stewardship update	19
What is a professional?	20
Don't fall foul of CLP regs	21
PestEx – bigger and better	22
News from PestEx	24
The global pest management summit in Ratopolis	25
Operation clothes moth	30
Protected by lasers	33
Take th-e Pest Test	33
Products – new at PestEx	34
New resources	36
Products – what's new?	38
A warm welcome at Disinfestando	41
One-day workshop for pest professionals	43
Diary dates	43



## Many happy returns!

So far this year pest control trade associations in three European countries have celebrated milestone anniversaries - Italy's ANID, 20 years, Spain's ANEPLA, 25 years and our own BPCA, 75 years. Not to be left out the eagle-eyed amongst you may have noticed this is Issue 50 of **Pest** magazine.

It only seems like yesterday that we were holding meetings with potential advertisers to assess whether there was an appetite for an independent publisher. Now in our ninth year and publishing Issue 50 it feels appropriate to thank our advertisers, contributors, technical advisory board members and, of course, you, our readers, for all your support and encouragement over that time.

One of biggest changes we have seen since the first issue in 2009 has been the development of rodenticide stewardship. Turn to page 18 to find out how one pest professional has found it has benefited his business and actually improved rodent control. One pest, the webbing clothes moth, (also featured in this issue, page 30), has seen a massive resurgence since **Pest** magazine arrived on the scene – is there a connection? Probably not! Bringing things right up-to-date we have a feature on what Brexit might mean for pest management (page 11). We also have news, on page 9, of yet another outbreak of regulatory madness in the European Commission – no wonder people voted for Brexit!

*Gamer Helen*

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## Buying – not just for the big boys

We hear lots about the 'big boys' buying up pest control companies in mega deals. But Ken Hornsby of Target Pest Control & Hygiene, based at Anstey, near Leicester, contacted the **Pest** office to make a statement on behalf of small companies.

He owns Target Pest Control & Hygiene and has been in operation for 26 years. Now with 18 employees, he is proud to announce he too has been on the acquisition trail, with the purchase of, one-man band, SNP Pest Control, also from Leicester. Congratulations Ken.



## Molecatchers accreditation change

The Guild of British Molecatchers accreditation has changed and is now fully recognised and accredited by training provider, UK Rural Skills. With no mandatory qualifications for molecatchers, the Guild is intent on establishing and maintaining a recognised standard for traditional mole control in Britain. Accreditation is in two parts, both of which must be completed before the candidate can be recognised as a Master Molecatcher. Further details at [www.guildofbritishmolecatchers.co.uk](http://www.guildofbritishmolecatchers.co.uk)



## Farewell faithful friend

Although not a human, at the **Pest** office we felt we wanted to record the retirement, due to an arthritic hip, of canine supremo, Charlie Brown. Now aged ten, Charlie has spent the last nine years checking rooms up and down the country, and even overseas, for bed bugs. Just think of all those thousands of rooms he must have inspected? One wonders what the tally of bugs he has sniffed out might be? And it was Charlie, with his scenting companion, Basil Brush, who converted the then cynical **Pest** editor into a firm believer in their expertise when she went out with them on their hotel inspection rounds in London (see **Pest** issue 8: March & April 2008).

But no one will miss working with them more than their handler and Merlin director, Adam Juson, who was somewhat emotional when explaining the situation at PestEx. Between them, these two dogs – Charlie and Basil – gave credibility to canine bed bug detection in the UK and put Merlin Environmental on the map. Today Merlin runs 14 teams of bed bug scent detection dogs.



## Cleankill wins for being green

Cleankill Pest Control was named 'Green Business of the Year' at the 2017 Gatwick Diamond Business Awards on 16 March 2017. The award, sponsored by Crawley Borough Council, was for the best overall environmental management and the most outstanding eco-service.

Croydon-based Cleankill Pest Control is proud to provide a service which is both effective and environmentally responsible. Whether it is reducing their carbon footprint with low-emission vehicles, or developing safer forms of pest control that decrease the reliance on harmful chemicals, the company is always looking for ways to cut its environmental impact.

Having been shortlisted several times over the last few years, Cleankill Pest Control was delighted to finally win this coveted award. Commenting on the evening, managing director, Paul Bates said: "The Cleankill team has always enjoyed attending the Gatwick Diamond Business Awards but to actually win one has made this year very special!"



From left: Actor Stephen Mangan with Paul Bates and Jon Whitehead from Cleankill and Geraint Thomas from Crawley Borough Council, sponsor of the category

## Association celebration time

It seems as if this year is celebration time for three of the European pest control trade associations; and all in March. The Italian association, Associazione Nazionale della Imprese di Disinfestazione's (ANID) celebrated its 20th anniversary (see page 41), the Spanish Association of Environmental Health Companies (ANECPLA) celebrated its 25th anniversary (pictured below) and the grand daddy of them all, the British Pest Control Association (BPCA) commemorated its 75th anniversary during PestEx.

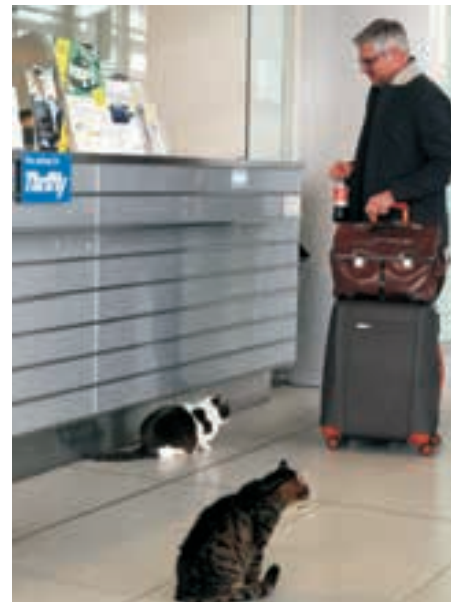


## First of the year?

In what must be one of the first call-outs this year, the father and son team of Martin and Craig Vass of Ashford Pest Control in Kent, were summoned on an emergency call to nearby Barming to what was claimed to be a swarm of wasps.

As they initially suspected, the wasps turned out to be bees and a beekeeper was called out to relocate them. What was noteworthy was the location of the swarm – right in the middle of a set of gates leading to a residential complex. Fortunately the gates operated very smoothly, as they were opened and shut at least ten times before the swarm was removed – much to the amazement of the assembled residents.

Is this something of a record? Or more significantly, is this a favourable omen for a good wasp season this summer. Judging by the number of queen wasps spotted during the recent unseasonably hot weather, maybe... who knows?



## Queens award for Rentokil

It was announced on 21 April 2017, that Rentokil Pest Control had been awarded The Queen's Award for Enterprise for International Trade, recognising the business's outstanding achievement in global trade.

It's certainly been a busy time for Rentokil, as only two days earlier the company released its first quarter results for 2017. The company reported a 10% increase in revenue, just over 3% of which was from organic growth i.e. from the existing business, with almost 7% coming from acquisitions.

Still very much on the acquisitions trail, on 28 February, the company announced one of its largest manoeuvres, a joint venture with PCI Pest Control Pvt. Ltd in India, making Rentokil the largest provider of pest control services and products in India.

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## Airport pest patrol

En route to the Italian pest control event (see page 41) your intrepid editors flew into the small Italian airport of Ancona, just South of Rimini, where we spotted this feline pest patrol on duty. These two additions to the airport staff, Rufus (the tabby) and Felix are apparently regulars at the car hire desk where they keep a watchful eye out for any rodent intruders!

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## Arnaud at Bell promoted



Following the departure of Agostino (Tino) Panetta from the Bell Laboratories team last year, Arnaud Del Valle has been promoted to become Bell's business manager. He is responsible for the marketing and sales in Europe, the Middle East and Africa (EMEA) of Bell's rodent control products in the professional pest control and animal health markets.

Since 2012, Arnaud has been Bell's regional manager for Southern Europe and in 2014 added customers in North Africa and the Middle East to his territory. Although Arnaud is based in France, he is no stranger to the UK and has regularly attended industry events such as PestEx and PestTech.

## New recruit at Russell

Amanda Mountford, an English literature graduate, has been appointed to the position of marketing assistant at Deeside-based Russell IPM. She joined the team on 17 February and will be working alongside Elitsa Seymour, marketing manager, who took up her position last October. Amanda will be focusing on the stored product insect and pest control aspect of the business, whilst Elitsa concentrates on the agricultural side.



## Animal health to public health



With degrees in parasitology and marketing, Elaine Cameron joined Oakham-based Woodstream in February as their new account development manager.

She is responsible for the UK, Ireland, Southern and Eastern Europe, plus the Middle Eastern territories.

Prior to this, Elaine worked within the animal health industry in various sales, marketing and business development roles. She says she is delighted to be working in this dynamic industry as part of the Woodstream team.



## New role at Killgerm

Commencing on 3 April, Brady Hudson joined pest control distributor, Killgerm, as their business development manager. This is a newly created position and Brady will be taking on a leadership role for selected key customer relationships and product categories, as well as helping Killgerm increase their presence in different markets.

Brady is a familiar face within the industry, having spent the last 11 years working as market manager for Bell Laboratories, both in the UK and overseas in Europe and Africa. For much of this time with Bell she was working alongside her new Killgerm boss, Rupert Broome.

## New chief exec at FSA

Jason Feeney CBE has been appointed chief executive of the Food Standards Agency (FSA). His career began at what was then the DHSS in 1981.

Spells at various government departments followed, leading to his appointment as chief operating officer at the FSA in 2015. He was made a CBE in the 2011 New Year Honours List.



## New EU Exit director

Dave Bench, the director of Chemicals Regulation Division (CRD) has moved to a new role at the Health & Safety Executive (HSE) as

Director - EU Exit – Chemicals, reflecting the importance placed on EU exit issues for the HSE chemicals regimes. Karen Clayton has been appointed as interim divisional director for Chemicals Regulation Division to ensure continuity of leadership for CRD.



Presenting the first global ambassadors lifetime achievement award was Billy Tesh, left, (then NPMA president) to Norman Cooper, accompanied by his wife Marilyn

## Death of a global ambassador

Norman Cooper, whose 63-year pest control career included time spent as a PCO, consultant, and NPMA President, passed away on 5 April, aged 85, in New York, USA. Norman had been suffering from a blood disorder called MDS for about a year.

He was widely considered one of the pest control industry's greatest ambassadors, a fact recognised in 2014 when he was awarded the global ambassadors lifetime achievement award. It is for this reason his death is recorded within these pages as he was a frequent traveller to the UK and mainland Europe, so will be known to many of our readers.

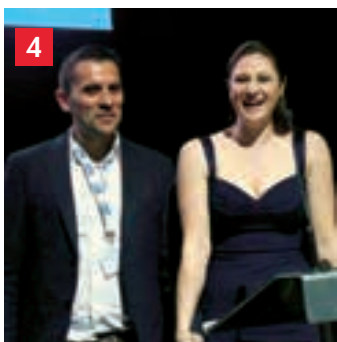
## And the award goes to...

The inaugural British Pest Management Awards were presented at a gala dinner held at the East Wintergardens, Canary Wharf, London on 22 March 2017 – the middle night of PestEx 2017. Organised by the British Pest Control Association, but with a judging panel drawn from across the industry, the Awards were truly the Oscars of professional pest management.



- 1** Charles Keeble award presented for outstanding commitment and performance in training & development.  
Winner: Chris Davis, Cleankill (left).
- 2** Unsung hero award presented for outstanding support to the pest management industry.  
Winner: Dr Alan Buckle, CRRU (right)
- 3** Technician of the year awarded for outstanding performance as a pest management professional.  
Winner: Ian Dudley, Ecolab
- 4** Small company of the year presented for outstanding pest management service.  
Winner: The Bristol Pest Controller
- 5** Company of the year presented for outstanding pest management service.  
Winner: Beaver Pest Control

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# Madness strikes at pest control

The European Commission is proposing to class as biocides insect monitoring traps that contain attractants, meaning that they will have to go through the long and expensive approval process.

This proposal first came to our notice in a news flash from the Confederation of European Pest Management Associations (CEPA) on 19 April. The British Pest Control Association followed this up with their email on 24 April asking members to send feedback to the Commission, immediately. A bit of digging on our part and we finally found that the next meeting of the Commission's Directorate-General Health and Food Safety's Standing Committee on Biocidal Products Committee is 10-12 May. This is the Committee that will vote on the proposal.

## Catastrophic for the food industry

On hearing this lunacy, Dr John Simmons of Acheta Consulting summed up the situation: "Today madness truly has struck the world of pest control. The potential loss of insect monitors which incorporate a pheromone attractant would be catastrophic for the European food industry. To give just one example, no one will know which sites have stored product moth infestation, let alone the distribution and extent of this. A rapid escalation in insect-related food contamination is the almost certain result... I would not consider it an overstatement to say that the loss of these products would be catastrophic for the food industry."

CEPA has prepared a position paper which it will present to the Standing Committee. Among the points CEPA makes is that because the market for these products is relatively small, manufacturers are unlikely to support them through the authorisation process resulting in two likely outcomes: a return to 'just in case' insecticide treatments and the encouragement of illegal internet imports from non-European distributors.

Dr Shakir Al-Zaidi from Russell IPM has sent in his views: "The use of pheromone monitoring traps in homes and at food manufacturing and retailing facilities has contributed substantially to the reduction of unwarranted insecticide applications and reduced consumer exposure to such insecticides. Pheromone-based traps have caused no concerns for insect biodiversity. Traps only take out a minor portion of the population and have no impact on general population levels. The adoption and implementation of this proposal will set Europe back thirty years."

Barrettine's Steven Bailey was among the first to send his comments in to the Commission: "The monitoring traps are an essential part of an Integrated Pest Management plan. It seems absurd to classify such non-toxic monitoring tools as biocides, particularly when they play such an important role in helping to reduce environmental exposure to toxic chemicals. Surely the BPD/BPR was set up to control and review potentially harmful biocides and consider the way they are applied and the impact they have on health and the environment and not to penalise non toxic novel products that actually help to reduce the amount of pesticides used."

Dave Avery from Agrisense adds: "This implementing decision appears to show a lack of coordinated thinking within the

Commission as it is contradictory to both the Sustainable

Use Directive (2009/128/EC), which advocates strongly the increased use of attractant based monitoring systems in order to achieve a more rational and sustainable use of pesticides, and also the Plant Protection Regulations (EC No 1107/2009), where monitoring traps have been deemed to be outside the scope of the regulations and do not require to be registered."

The deadline to send in your feedback is almost upon us. To have your say you must email: [alfonso.las-heras@ec.europa.eu](mailto:alfonso.las-heras@ec.europa.eu) before 10 May 2017.

Let's hope the Standing Committee on Biocidal Products listens to the feedback. If not the Commission will press ahead and this regulation will become effective 20 days after it has been published in the Official EU Journal.

When you see this sort of nonsense, there's no wonder the UK voted for Brexit!



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# Fifty shades of grey?

According to an advertising board outside a local café – 'Breakfast means Breakfast'. Nearly a year on and, other than that we are leaving the EU, not much is clear. Beyond the headline national impact of last year's monumental referendum result, what is the likely impact on the pest control industry? Our Technical Advisory Board member and independent consultant, Richard Strand, reports.

A *Question Time* debate was held at PestEx 2017 to explore just this subject. Crucial listening one might think, but this seminar was surprisingly sparsely attended.

Perhaps, after nine months we are becoming weary of the debate, or maybe there is a fatalistic 'there's nothing I can do about it' feel or maybe pest controllers hold the view that pest control is one field that is unlikely to be affected greatly by leaving the EU. Our departure, after all, is unlikely to herald any great change for most servicing companies who trade solely within the UK. In comparison with other trades, such as plumbing and building, there has been no great wave of self-employed pesties coming in from Eastern Europe. For most then, the day after we finally depart it will be 'business as usual'.

The panel at the PestEx *Question Time* consisted of MEP, Julie Girling who has represented SW England and Gibraltar in the European Parliament since 2009, Malcolm Harbour who represented the West Midlands as an MEP for 15 years until 2014 and is now a senior policy adviser at the European Policy Centre

together with Oliver Bretz, a lawyer specialising in European Law. The panel was chaired by Simon Forrester, chief executive of the British Pest Control Association (BPCA).

On the face of it this seemed a 'remain' oriented panel and certainly the outlook portrayed by the panel members was problematic, if not pessimistic. Julie Girling, for example, stressed the sheer volume of work necessary to sift through the 20,000+ pieces of legislation, accumulated on the statute books during our 40 years of EU membership, under the 'Great Repeal Bill'.

On the face of it, the first task of the 'Great Repeal Bill' seems simple – a transcription of EU Directives into UK law. Things are never that easy. Each item will have to be combed through, for example, amending references to enforcement from the EU to an appropriate UK Agency. Ms Girling observed that of the 20,000 or so items (referred to as the EU acquis) some 1,000 items are of an environmental nature and so may be relevant to our industry.

Once the 'read across' has been done the real work begins. Which legislation will stay, which will go and which pieces will be amended, subtly or otherwise? A distinction has to be made between those items that are 'operable' and those that are 'inoperable' i.e. those items that can be written across without significant amendment and those that will require significant reform before they are fit for purpose post Brexit.

## Impact on Biocides Regs?

What is likely to come of European legislation affecting our sector, most notably the Biocidal Products Regulation 2013? This EU regulation and its predecessor, the Biocidal Products Directive, have been around for some 20 years. Will biocides regulation be ►►►

a victim of the Great Repeal Bill? Unlikely, since this regulation was principally framed in the UK. Even though, there has been a perception that the regulatory framework has become more challenging over recent years, the prospect of going back to single country approvals, is not an appealing one.

It can be anticipated that the recently introduced constraints/label changes on second generation anticoagulants will not be changed again as a result of Brexit.

Following on from this, whilst there may be a clear European dimension to the threats to wildlife from the misuse of anticoagulant rodenticides, the action taken under the UK Stewardship Regime is, as the name suggests, specific to the UK and it is unlikely to be affected by our departure from the EU.

Indeed, the website for the Campaign for Responsible Rodenticide Use (CRRU), which is working to implement the Stewardship Regime, carries the following quote from its chairman Dr Alan Buckle: "Although the timelines for authorisation of rodenticide products in UK have been set recently by the European Commission, the rodenticide stewardship regime is unique to the UK. Its requirements and operation were determined by CRRU UK in response to the concerns of HSE about the ability of professional users in this country to apply rodenticides safely."

"There is no reason to believe that any changes will occur to the regime in the short to medium term as a result of Brexit. Indeed, it is my opinion that there are unlikely to be any changes at all."

How the looming issue of the European Chemical Agency's (ECHA) findings on the reprotoxic effects of anticoagulants will play out, is not so clear cut.

Turning to trade, all of the panel members expressed concern over the length of time that would be necessary for the UK to negotiate new trade deals with EU, and non-EU countries, once we have left the EU,

## HSE position on Brexit

In the latest Biocides Bulletin, dated 21 April, from the Health & Safety Executive (HSE) the organisation confirms that it will continue to process regulatory applications made under the Biocides and Plant Protection Products regimes during the period leading up to EU exit.

Any applications made before Brexit will continue to be considered against the current applicable rules and standards. If these applications have not been completed at the date of Brexit they will continue to be progressed to reach a UK decision after EU exit.

HSE also stated that it will keep the industry informed of any substantive developments that will impact on the regulation of chemicals.

and to possible tariffs with or without a 'Hard Brexit'.

### Higher prices

For distributors there has already been a major impact on business arising from the 15% devaluation of the pound since last June. This has, or will, lead to higher prices for a wide range of products.

Rupert Broome, managing director of Killgerm Chemicals, has a clear view of Brexit in relation to Killgerm and its customers: "The implications of Brexit will play out in slow motion over many years. At this point, no one can say that they know what will happen and at Killgerm we are not going to stoke the fears of our customers by taking a negative outlook, either on pricing, or on products."

"The Killgerm business is robust, with a low level of debt and a global footprint, all of which will allow us to continue to provide stability and consistency for our customers. We will use this stability to protect our customers as best we can against whatever challenges might come the way of the industry as a result of Brexit."

With a few well known exceptions, not many UK-based pest control servicing companies trade in mainland Europe and so most see little business disruption leading up to, nor after, Brexit.

### A bit of good practical advice

Quite a few servicing businesses do, however, operate throughout the UK or, at

least, across borders between one or more of the constituent countries of the UK. With a potential 'Indyref2' in Scotland and rumblings about the consequences of a land border with Europe between the Irish Republic and Northern Ireland, Oliver Bretz had a practical piece of advice for pest control businesses. He urged that we all reviewed our contract wording and that every reference to the UK was qualified by naming each of the four home countries.

The British Pest Control Association (BPCA), along with French, Dutch, Belgian and Spanish associations, were founder members of CEPA (Confederation of European Pest Control Associations) more than 40 years ago. BPCA has always been very active within that organisation.

There is some irony in that Brexit coincides with the roll-out of the recent CEPA certified standard in pest control servicing. This has been adopted more widely in the UK than in any other European country (currently, out of 300 CEPA certified companies, 88 are UK based).

Will our exit from the EU also see BPCA's exit from CEPA? Will the BPCA have to take a back seat in that association? Unlikely!

It is fair to say that once we finally depart the union, the formulation of any future trade deal with the remaining 27 states will be greatly assisted by the fact that we currently share the same standards with the EU. However, that position will begin to diverge as the rest of Europe amends those standards or develops new ones – standards that the UK may, or may not, adopt. Certainly, without representation in the European Parliament, or within the European Commission, we will apparently have no obvious influence over the construction and scope of future standards.

### Continued active role in CEPA

By continuing to play an active role in CEPA, BPCA can help bridge that gap. It might be argued that the UK will not be listened to, but trade association work at this level depends on strong personal involvement



Simon Forrester and Julie Girling, MEP listen intently during the PestEx Brexit seminar



and it is probable that mutual respect will survive Brexit. Simon Forrester points out: "Henry Mott of Conquer Pest Control is due to assume the CEPA presidency in June. There has, probably, never been a better time for a Brit to take on this role."

Henry Mott stressed the importance of cooperation at a global level saying: "When it works together with international partners, our industry is very effective at influencing institutions and bodies that impact on us. Many of those bodies operate globally. The 'Global Alliance' forged between CEPA, NPMA (National Pest Management Association – North America) and FAOPMA (Federation of Asiatic and Oceanic Pest Managers Associations), over the last 20 years, is becoming ever more important."

The future then is likely to call for a greater role for BPCA in CEPA, rather than a diminishing one. As Julie Girling points out, this position is likely to be replicated across many business sectors with trade associations being at the forefront of shaping the UK's relationship with the rest of Europe, as we will no longer have MEPs or British representatives in the European Commission representing our interests.



Left to right: Malcolm Harbour, Simon Forrester, Julie Girling, MEP and Oliver Bretz

Ms Girling adds that if trade associations do not take up this role then multinational companies will.

Similarly, it is extremely unlikely that the UK will turn its back on such Europe-wide initiatives as the Rodenticide Resistance Action Committee or the wider European chemical industry trade association, CEFIC

In conclusion, Brexit is a subject that has polarised opinion in this country more than any for many a decade. It is fair to say that none of us have a clear idea as to what the medium and long term outcomes will be. Brexiteers and Remainers alike (in their different ways) think that the issue is black and white. It is far more likely to be 'fifty shades of grey'.



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# The biggest challenge

Pest control is blessed with a huge range of pest species and control methods. Whilst generally rodent and insect pest control are the backbone of the industry, there are many other fascinating aspects, such as mole trapping, fox control and rabbit management. Wildlife specialist, Dave Archer of DKA Pest Control in Devon, provides a wide range of rural pest control services, amongst them the control of red deer (*Cervus elaphus*), as he explains here.

Wild deer can have a huge impact physically, financially and ecologically.

## Damage to commercial forestry...

The physical aspect includes sapling damage in new tree plantations where deer will fray trees with their antlers and pinch out the soft top shoots of young trees. Deer will often trample new trees, even when they are protected in tree guards. Obviously trees suffering damage to this extent often do not recover and for commercial forestry operations this has a dire effect on profits from timber. Indeed grants are often

obtained for commercial tree planting and part of the terms of the grant will relate to ensuring deer are excluded and/or controlled in the plantation areas.

## ...to farmland...

Where deer herds are present in farmland they can affect cereal crops by trampling and grazing and their large size means dry stone walls, fences and trees can be broken down by the sheer weight of numbers passing through.

## ....and the environment

In woodlands, trees are frayed and large



Dave Archer with his faithful canine companion, Bess

'wallows' are created in the mud where the deer roll and drink. It is also well recorded that woodland browsing by the smaller species of deer (fallow, roe and muntjac)



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correlates with declines in a number of bird species which are unable to compete with such intensive grazing.

As a result control measures to prevent overpopulation are a necessity. Those who believe nature finds its own balance would be very surprised to see how deer are blissfully unaware of this statement. In addition, overpopulated deer that inbreed and compete for food and mates will soon lose condition if left to their own devices.

Red deer are Britain's largest land animal. They are often seen as one of nature's most majestic beasts with Landseer's 'Monarch of the Glen' painting romanticising and reinforcing this ethos, through the image of a Scottish Highland stag roaring from a windswept glen.

In such environments red deer are a wonderful spectacle to behold and, in the main, this image is what the general public envisage when thinking about deer as a species. Indeed recreational deerstalkers often pay large amounts of money to stalk these beasts in magnificent surroundings. Not only do they pay for the privilege, but the additional spin-offs such as hotel bookings and local spending is a real asset to any rural community that is dependent on sporting activities for additional income – but there is another angle to this animal which relates to our profession.

### **A role for pest control expertise**

Red deer are present in ever-increasing numbers in other parts of the British Isles and can cause huge amounts of damage. Deer have no natural predators since the demise of the lynx and the wolf and, surprising as it may seem to some, the population of Britain's wild deer is now at an all time high.

Many landowners will tolerate a certain amount of wild deer on their land, but when populations and subsequent impact reaches a level that causes financial and physical losses, action needs to be taken. Contrary to popular opinion, many landowners do not have the necessary firearms or knowledge to deal with such a problem and call in specialists to assist them. This is part of my work.

### **An emotive issue**

Unlike all other pest species, wild deer may only be controlled by means of culling, using high-powered centre-fire rifles. One must always take public perception into account when controlling wild deer, as the general view of a deer is a wild animal that can cause little damage. It is difficult to explain



your actions and reasons to those who have already made their mind up – deer control is an emotive issue. Very few people object to killing a rat, but deer fall into a completely different category. However, as wild deer control takes place mainly on private rural land, there is in general little or no public intervention.

Red deer are a herding deer as opposed to mainly solitary animals such as roe deer. Herds of normally same sex groups roam over well-defined routes. Hinds (females) in lowland areas can reach weights of 60kg plus. Stags (males) can reach weights in excess of 180kg. These lowland animals,

feeding on cereal crops and generally sheltering in woodland attain much heavier weights than their Scottish counterparts who live under more frugal conditions.

### **Legal constraints**

It is legal for those with firearms certificates that are not restricted to certain areas to control deer within specified times of the year, known as 'open seasons'. But this must only be done with the land owners' permission and with suitable rifles. The different species of deer have different open seasons which vary within the UK. Deer seasons in England are different to those in Scotland, for instance. ►►►

## **Not just a rural problem**

Deer are increasingly found in urban and suburban areas where, as well as wreaking havoc in gardens, they present a real traffic hazard.

According to the largely government funded charity, the Deer Initiative Partnership, muntjac and roe deer are now established well within the centres of cities such as Bristol, London, Manchester and Southampton. There are also well publicised incidences of larger deer species, including fallow and red deer, entering urban conurbations.

Recognising this, back in 2014 the National Pest Technicians Association (NPTA) worked with Jelen Deer Services to develop the UK's first formally recognised Urban Deer Management training course.

The training programme is a fusion of the experience that Jelen has in deer management and training with the specialist knowledge and experience of the NPTA in dealing with urban pests.

NPTA reported a good turnout for the first training course when a number of police wildlife liaison officers attended who were very impressed with the programme. No further courses are currently planned – a combination of lack of demand and Jelen Deer staff being particularly busy in other areas of their business. If you're interested in the training, however, do let NPTA know. Email: [office@npta.org.uk](mailto:office@npta.org.uk).



Shooting deer outside of these specified seasons without legal exemption is an offence.

A large amount of field craft and knowledge regarding bullet placement is needed. Most shots are taken sideways on into the heart or vital organs up to a range of around 250 yards maximum. Forward facing shots are not recommended or practical, as a bullet will travel through the body cavity causing huge internal damage to the intestines and rendering the venison worthless. A sideways shot allows the bullet to pass through the vital organs and out the other side. A good safe background is always required, as the bullet can still travel, even after passing through the deer, sometimes covering huge distances and it can still be lethal. Good practice dictates that a trained dog that can locate shot deer accompanies the deerstalker, as fallen deer can be difficult to locate in deep cover.

## Qualifications

There are deerstalking qualifications covering the whole sphere of deer management including safe firearm handling, bullet placement, species and sex identification, meat hygiene etc. A formal exam is taken at the end of the training.

A DSC (Deerstalking Certificate) allows the holder to sell deer carcasses to game dealers, who in turn then sell the meat into the human food chain.

The British Deer Society, based in Fordingbridge, Hampshire [www.bds.org.uk](http://www.bds.org.uk) offers a range of relevant training courses and educational material.

Other training organisations include the British Shooting & Conservation Society (BASC), Jelen Deer Services and DSCtraining.org

## Market for venison

Venison is a highly sought after natural food with little or no fat. Culled deer are 'gralloched' meaning the removal of the intestine and vital organs immediately after culling and any abnormalities in the deer are recorded. In reality, very few wild deer show signs of disease, as an unhealthy deer either recovers quickly or is very soon dead!

Transportation to the game dealers is by means of a game tray in a clean covered environment. A commercial pick-up with a canopy and liner is suitable, but these animals are extremely large and heavy and it takes at least two people to load a full-grown adult deer into a truck. To give some idea of size, large stags need to be transported by trailer, as there simply isn't the room in the rear of a pick-up.

Red deer management isn't easy work by any means and must be carried out with the utmost care and sensitivity. However, it does give an insight into another aspect of pest control – one that is vital to the rural environment.



A red deer, prepared and gralloched, being weighed at the game dealers

## Know your British deer

Six species of deer can be found living wild in the British countryside. Red deer and roe deer are the only genuine natives. Fallow deer are thought to have been introduced by the Normans while three species originating from Asia (Reeves' muntjac, Chinese water deer and sika deer) were imported in the late 19th and early 20th centuries to stock country estates and subsequently escaped.



Above, left, roe deer (*Capreolus capreolus*), right fallow deer (*Dama dama*) and below red deer (*Cervus elaphus*)





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# Stewardship improves rodent control

No, it's not a delayed April fool prank, the UK Rodenticide Stewardship Regime and its associated Campaign for Responsible Rodenticide Use (CRRU) UK Code of Best Practice actually does benefit rodent control. And that's not just a theory; we actually have documented evidence from a practical pest professional to prove it.

**Pest** has been a supporter of the UK Rodenticide Stewardship regime from its inception. There were many reasons for this – we saw it as an essential defence of rodenticides allowing pest controllers continued access to these useful products and as a way of raising the bar to keep the cowboys out of our industry. We also felt it was generally good PR for our sector and we hoped it would have a positive impact on the environment. We hoped too that, long term, it would help customers see pest professionals as experts in pest management, rather than simply bait box fillers. What we didn't ever expect was that it might actually improve rodent control. But that is exactly what one of our readers, Matt Garwood of MG Pest Control, has found and he has evidence to prove it.

Like many pest control businesses, MG Pest Control provides a service to a number of industrial sites. And like many others, MG Pest Control has followed the common practice of protecting these sites with well placed bait stations around site perimeters.

Covering London, Essex and Kent, all of the company's long term baiting points are numbered and mapped on site plans. During every routine visit, the level of activity at each bait station is recorded on what the company calls 'control sheets'.

## Implementing the Code

The CRRU UK Code of Best Practice – *Best Practice and Guidance for Rodent Control and the Safe Use of Rodenticides* was published in March 2015, see **Pest** Issue 38: April & May 2015. Following this MG Pest Control decided to change its way of working.

Matt Garwood explains: "From around October 2015 we started to embrace the CRRU Code of Best Practice and by early 2016 we had all of our sites fully switched over. What we decided to do was put non-toxic monitoring blocks into all bait stations where no recent activity had been recorded.

"We then only put a rodenticide into the bait station control point when rodent activity had been recorded or, sometimes, if there was high level of rodent activity at an adjacent control point, or where we felt there was a high risk so areas such as bin stores or receiving areas for large warehouses." Toxic bait is also used on 'cavity bait lines' As Matt explains these are metal cables which are lowered inside cavity walls and secured at one end, so they can't work loose. The rodenticide is cable gripped on the other end of the line inside the wall cavity. The line is pulled out on routine visits, to check for rodent activity. In effect the cavity walls become giant bait boxes.

Rodenticides were selected according to site history so a first-generation anticoagulant rodenticide (FGAR) where possible, or a second generation-anticoagulant rodenticide (SGAR). "We also sometimes use an acute product in areas of high activity," he adds.

## Results clear to see

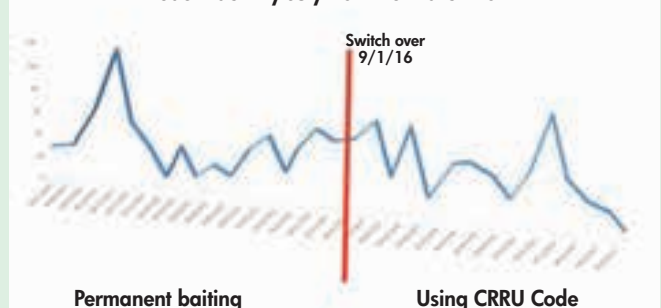
Matt continues: "The four graphs shown are from four different sites where MG Pest Control is contracted to do the pest control. These are just examples but, note, they are real sites and the data is actual data. They are all large industrial sites; the size of each site is shown on the individual graphs. As part of the contract all of these sites required activity graphs and not just detailed activity reports so we had historical data for them.

"The red vertical line is the date we switched from permanent baiting with FGAR or SGAR over to the CRRU Code – using non toxic as described above. These four sites currently have between



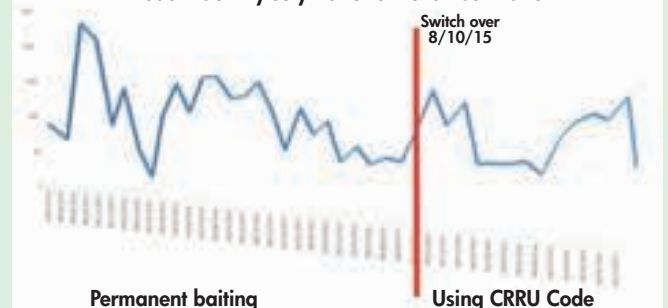
### Example 1: 14 acre (5.7 ha) site in Essex

Rodent activity July 2014 to March 2017



### Example 2: 100 acre (40.5 ha) site in Essex

Rodent activity July 2013 to November 2016





20 to 30% of the control points with toxic bait. The rest of the control points are all non-toxic. Prior to November 2015, every one of these bait stations would have contained toxic bait.

So, how does Matt get the values for the graphs? At every routine visit, every control point, internal and external, containing toxic or non-toxic bait, is given a rodent activity score as follows:

Activity level	Score	Activity level	Score
■ No activity	0	■ Very light activity	1
■ Light activity	2	■ Medium activity	3
■ High activity	4	■ All bait gone	5

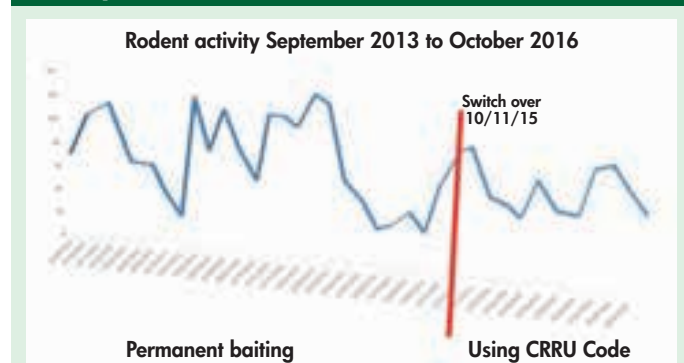
The control scores are then totalled for each routine visit with the resulting grand total being plotted on the graph by date of visit. Over time, this shows the level of rodent activity ebbing and flowing.

As Matt points out: "If you look at each of the graphs you can clearly see that the CRRU Code delivers better rodent control. The peaks of activity are not so high and the activity period is not so prolonged. Rodent activity is actually controlled more quickly when following the CRRU Code and, for most sites, (examples two, three and four) it offers much better control.

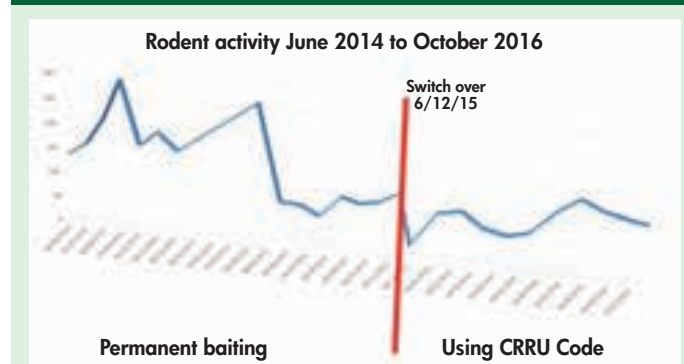
"In addition, three of the sites (examples 1, 2 & 3) were previously on a cycle of eight routine visits per year. On the switch over they were moved to 12 visits p.a. to meet the minimum monthly checks required. For us that meant a 50% increase in contract sales. The clients were happy with this after we explained it was due to adopting the CRRU Code."

"By following the CRRU Code we don't use as much SGAR or FGAR which, as well as reducing costs, also significantly reduces the risk to non target animals whilst in turn the better rodent control achieved is good for clients. By controlling rodents more quickly we are significantly reducing the risk from rodents to our customers' businesses," he concludes.

### Example 3: 50 acre (20.25 ha) site in Kent



### Example 4: 30 acre (12 ha) site in Essex



## Stewardship update

### So far so good...

Thanks to a lot of good work by distributors in our sector, the transition from old to new stewardship labelled rodenticides has passed without major incident. The use-up period ended on 31 March 2017, so if you do have any old product in stock, legally it can no longer be used, so you will have to arrange for it to be disposed of correctly.

The first formal assessment of the UK Rodenticide Stewardship Regime has been conducted by the Health & Safety Executive (HSE)-led Government Oversight Group. The report confirmed the regime is 'fit for purpose' but, it warns, that failure to deliver a reduction in second-generation anticoagulant rodenticides in barn owls, as a sentinel species, may result in changes to the regime.

Among elements currently in progress, it is the need for verification audits at point of sale that is now a priority. Ensuring that professional rodenticides are only available to responsible certified users in all user groups – farmers, gamekeepers and public health pest control professionals – is a critical priority. With rodenticides in competent hands, the goal is meaningful behavioural change leading to measurable effects in non-target species.

Recognising practical reality, however, the Oversight Group points out that it does not underestimate the significance of this challenge and recognises the significant efforts and achievements of CRRU and all involved.

### Rodenticide stewardship for farmers...

It may have passed many readers by but, at PestTech last November, CRRU chairman, Dr Alan Buckle, announced a change in policy in the way farmers will prove their competence when purchasing professional rodenticides for outdoor use.

Because of the sheer numbers of farmers involved, the sector was given an exception to the certificate of competence requirement. Provided farmers could prove membership of a farm quality assurance scheme, approved by CRRU, they could continue to purchase rodenticides sporting the new stewardship labels. The original intention was that this exemption would run until 31 December 2017. This would give those in the sector time to get trained. Indeed, the Agriculture & Horticulture Development Board devised an online course to allow farmers to get qualified without having to leave the farm.

At PestTech however, Dr Buckle said that the logistical problem of how to steward 100,000 plus farmers has been dealt with by a policy decision, made by CRRU and supported by HSE, to bring about change by working through the farm assurance schemes, rather than by insisting on certification.

Going forward, schemes will continue to have to be vetted and approved by CRRU and it is expected that, from 1 January 2018, there will be seven that qualify members for exemption.

Whilst this move is understandable, it seems far from ideal. The safe and effective use of rodenticides will inevitably be a small part of any farm assurance auditor's checklist. As we have seen in the food sector, a lack of proper understanding of the role of rodenticides can lead to some strange interpretations of those words 'safe and effective use'.



Michel Tulkens from CEPA

## What is a professional?

Sounds like a simple enough question but as Michel Tulkens from the Confederation of European Pest Management Associations (CEPA) pointed out during the Italian Disinfestando event the level of education and training required to become a pest professional varies widely across Europe. He gave two extreme examples. In Belgium, Michel's home country, there is no official training requirement at all, whereas, in Hungary, becoming a pest managers requires six months of theoretical training and a further six months of practical training.

This wide variation is potentially bad news for our industry because, appropriate training is increasingly becoming a requirement for access to professional biocides. Here in the UK we have already seen some rodenticides being restricted to certificated professionals. Left to their own devices, regulators at national and EU level (and EU regulators will continue to have an impact here, even after Brexit) could set training requirements that are too low, allowing the cowboys free access, or too high, making recruitment more difficult and training costs unnecessarily high. But it's not just regulators who are driving this. Customers with operations across Europe are also looking for a common standard of competence.

Far better for pest professionals to set their own minimum acceptable level of education and training than to wait for this to be imposed from outside the industry. For this reason, CEPA has taken up this challenge as part of its support for the European CEN standard for pest management services and CEPA certified.

As a starting point in 2017 a survey will be conducted to find out precisely what education and training is required in each European country. The plan is to produce a report on this topic and define the minimum acceptable level for submission to the European Commission to kick start the harmonisation process.

## Get certificated or face a massive fine!

Speaking at the same event, Disinfestando, in Italy, Bertrand Montmoreau, president of CEPA outlined the French system, the Certibiocide. Pest controllers working in France must hold the Certibiocide qualification. Distributor staff must also hold the qualification. Using or selling biocides without Certibiocide risks a massive fine of Euro 75,000 (c £64,000).

The Certibiocide is awarded after appropriate training and assessment and lasts for a period of just five years.

Annually all pest control businesses must register online with the Ministry of the Environment listing their employees and their Certibiocide numbers.

The training is delivered by Ministry approved organisations but the programme is designed by the French trade association and the Ministry. New recruits have three months to get their certificate during which time they cannot conduct any pest management on their own.

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# Don't fall foul of CLP regs



Bayer's Richard Moseley

Back in 2015 **Pest** spoke to the Bayer technical team about the changes to the familiar packaging hazard symbols that were on the way. The use-up deadline for old labelled product is fast approaching – 1 June 2017 – so we asked Bayer for an update on the hazard labelling situation.

Since 1 June 2015 all products leaving manufacturers have had to be labelled in accordance with new Classification, Labelling and Packaging (CLP) Regulations. The changes have been introduced as part of the United Nation's Global Harmonisation System for the classification and labelling of chemicals.

## Two new symbols

Whilst six of the new pictograms were very similar to the old ones, the familiar harmful or irritant symbol of a large black 'X' on an orange background was replaced with a simple '!' on a white background within a red bordered diamond.

Two new symbols were also introduced to indicate serious longer-term health hazards

and products that contain gas under pressure.

As is usual with such changes there was a use-up period. The end of this period of grace is fast approaching. Pest professionals have until 1 June 2017 to use-up any old labelled stock so, now's the time to check your chemical store and make sure there's nothing lurking at the back that could land you in hot water with the authorities after that date.

## Orange is old, white is new

The simplest way to check your stock is up to date is to look for hazard symbols with an orange background. If it's orange then it's old. If the background is white, it's new.

Richard Moseley, Bayer's technical manager explains: "The Global Harmonisation System introduced revised hazard symbols, signal words, hazard statements and precautionary statements, with the aim of creating a globally recognised system used across every country in the world."

"The updated labels do not reflect any change to the products themselves. The risks posed to pest controllers, their customers and the environment have not changed in any way; it is purely the labels themselves that have been updated."

He added: "Outside of these CLP changes, however, it is important as part of good practice to always review product labels, to keep abreast of any additional changes."

## New



All new symbols always have a white background and red border

## Old



Products that have hazard symbol on a background of orange are old stock to be used before 1 June 2017





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## ServicePro™

# Bigger & better



Finally a chance to sit down. The Lodi team was rushed off its feet for most of the event

The British Pest Control Association can rightly claim PestEx 2017, a success. Held over two days, 22 and 23 March at London's impressive ExCel conference venue, exhibitors and visitors from all parts of the globe came away happy. Visitors had a record number of stands to get round, 106 compared with 92 in 2015. And compared to the early days of this event, those exhibits are now so much more impressive.

In these days of bar coded and scanned delegate badges it's easy to track the actual number of people attending. Historically organisers have been happy to produce a figure of total attendees, but are exhibitors included (usually yes, as this increases the numbers) and what about those people who attend each day, do they count twice? To their credit the British Pest Control Association (BPCA) has been totally transparent with the figures. BPCA is justifiably claiming PestEx to be the largest gathering of pest management professionals in the UK, but maybe not Europe, as Parasitex held in Paris last November recorded 2,957 – albeit over three days and without the same degree of clarity in the figures.

In total 2,641 people passed through the entry doors. Of these 498 were exhibitors and 11 speakers or press. Of the remaining 2,132 people, 1,146 were visitors on the first day and 699 came on day two, a massive 287 of which were returning for the second day.

The depth of the seminar programme may well have brought people back on day two. Indeed, there was a very wide-ranging programme split between two separate areas, one dedicated to technical topics, the other to business matters. Over the two days there was something for everyone. The technical arena drew the



The impressive Pelsis display incorporated the Edialux, Network and Insect-O-Cutor brands



BPCA may be the organisers but NPTA were also present: From left Adam Hawley, Iain Turner and Steve Hallam



Bed bug detection company, Merlin Environmental, Europe's largest and longest established bed bug detection specialists



Colin Lee-dade from Dacorum Borough Council picks up a catalogue from Rat Pak



First time exhibitors, Yanco from Liverpool



Killgerm's Louise Coldwell, Nigel Batten and Jackie Richardson



Haydon Cocker and Jazmin Smith explain how the new Defender bird solar system was developed



Rania Vachlioti and Richard Burton from RSPH



biggest crowds. Bed bugs, invasive species and the possibility of stewardship for insecticides packed them in. Surprisingly, the session on Brexit was poorly attended. See pages 11-13 in this issue for a review of this topic.

But it was the exhibition that was the main attraction and there were a lot of new things to see. Turn to pages 34 & 35 to read about the new products we spotted and some in the offing for the future.

One trend identified is the growth of companies selling digital management and reporting systems, plus virtually every new gadget now incorporates a digital monitoring device to alert you via your smart phone.

A worrying observation was that the electronic fly killers (EFKs) on one of the displays from the Far East looked exactly like the models manufactured by the leading EFK companies in Europe – cheaper clones!

You can read our full reports on PestEx 2017 on the **Pest** website.

read more  
on the web  
[www.pestmagazine.co.uk](http://www.pestmagazine.co.uk)



Syngenta's Kai Sievert. The company launched a new product, Talon Track



Plenty to learn in the business and technical seminars



Fashion statement, Peter Stewart on the Bábolna Bio stand



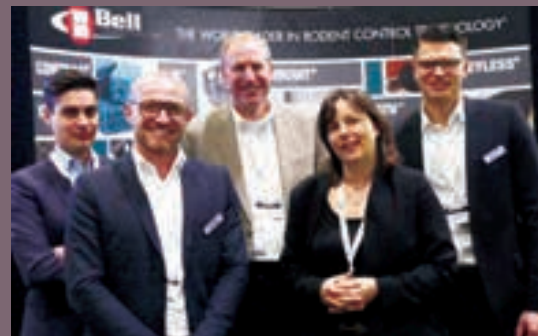
Who's a pretty boy then! Knitted pigeon on the Sentomol stand meets printed pigeon in **Pest**



Bábolna Bio launched the new Protect Sensation rodenticide with a shooting competition. Rob Cleaver of Jurassic Coast Pest Control takes aim.



Fun and games with Pest Cam from Futura and Edialux



Bell's new Hidden Kill trap attracted attention



From software specialists, ServicePro are Jacob Laubscher, Paul Bitzidis & the boss, Andy Deering



Gayle Baker & Paul Smith from PestForce were looking for new franchisees



PelGar was out in force for its home market



Distributors 1env reported that they had had a busy show



Beth Bosomworth, left, and BPCA's Rachel Eyre share a joke



Barretine's David Haskins, centre, with technicians from the London Borough of Southwark



Killgerm's Sabra Fearon with, from the USA, NPMA CEO, Dominique Stumpf



Jo Scutcher, left and Luciana Neagoe representing Octavius Hunt



# Stronger together

The industry press is awash with news of the large manufacturing companies merging, or acquiring, their competitors – for example ChemChina's acquisition of Syngenta. But it's not just the manufacturing giants who can see the benefit of working together; some of the industry's smaller, innovative and privately owned companies are forging their own strategic alliances as **Pest** discovered at PestEx.

## Monitoring systems to merge

Everywhere you look, products have digital monitoring devices capable of sending reports back to smart phones, laptops and PCs. But how many separate systems do you want?

Ever practical, two companies known for their innovation have put their heads together to come up with a commonsense solution.

Monitoring flying insect catches on electronic fly killers (EFKs) is a recognised technique. Netherlands-based Alcochem Hygiene has developed digital monitoring systems and integrated them with its machines for some time. German manufacturer Futura, has a similar approach with its eMitter range of connected rodent traps and reporting software.

In what would seem a totally obvious solution, both systems, and more are hinted at, will be able to run on Futura's new 'eMitter Cloud'.

But don't get too excited, this will not be available until 2018.

Seen hatching plans at PestEx were (left to right) Oliver Klute and Daniel Schroer from Futura with Ronald van Lierop of Alcochem



From left: B.L. Group's Giovanni Bazzocchi with, from Hockley International, Frank Howard, Catherine Howard and Tommy Gill

## Anglo Italian link-up

A new global partnership between two leading privately owned companies – Hockley International and Bleu Line – B.L. Group – was announced on the opening day (22 March) of PestEx 2017.

Hockley International is based in Manchester and supplies products to over 60 countries. Bleu Line – B.L. Group is based in Forli, Italy. Both companies share a similar ethos, investing in technology and product innovation and enjoying the freedom to operate that a family-orientated business allows. Frank Howard, chairman of Hockley International summed up the deal: "We are delighted to have concluded this agreement; two family companies working together for mutual benefit."

The first of the eight new products to be sold by Hockley under this arrangement were on display at PestEx – see page 35 of this issue.

## Getting into their stride

Having already tied the acquisitions knot in 2016, B&G, Agrisense and Silvandersson are now owned by USA-based Curtis Gilmour. PestEx was their first public coming together in the UK.



Happy families! From left: Kenneth Silvandersson, Dave Avery (B&G) and Joachim Vinter (Agrisense)

## PestEx prizes

Two special prizes were awarded to exhibitors by the BPCA organising team. The award for best stand in show went to MouseStop from the Netherlands. The display featured a gigantic inflatable tube of MouseStop, pictured right. The mind boggles how large the rodents are that this is intended for!



Judged the hardest working exhibitor was Clare White

from Rat Pak. Her branded cup cakes certainly proved a hit, as all 200+ disappeared remarkably quickly.



## Lucky draw

**Pest** editor, Frances McKim, was called into action by Matt England to make the draw on the PestFix stand. The prize was an Agrilaser bird dispersal laser. The lucky winner was Tony Chesser from Maidstone-based, Sabre Kent.





# The global pest management summit in Ratopolis

Organised jointly by the USA's National Pest Management Association (NPMA) and the Confederation of European Pest Management Associations (CEPA), the second Global Summit of Pest Management Services for Public Health and Food Safety was held on 3-4 April 2017 in New York. One of the speakers was Dr John Simmons, managing director of Acheta Consulting and also a **Pest** technical advisory board member. Here he relays his thoughts on the event.

New York, the venue for this second global summit, was everything that the French venue chosen for the first summit, in 2015, was not. It is vast, in-your-face, unrelenting, and cold! From a pest control viewpoint it was a wonderful location to choose, New York being a city with what might be politely described as a rat problem, something that I discuss in the sub-story to this article.

Spread over three days (though in reality with only just over one and a half days of content), the event attracted close to 200 delegates, broadly the same number as in 2015. This was disappointing given that the USA is, by some distance, the largest market for pest control services on the planet. Nevertheless, delegates came from all corners of the globe, including 20 from France, which rather put the UK's total of five to shame. I have said this before and I repeat it now, the UK pest control

industry is far too insular, working in its own little bubble.

Was this event worthwhile and a success? Worthwhile; a definite yes, as it brings the industry together and gets dialogue going.

A success? The organisers will undoubtedly say yes, because they always do, and in terms of numbers it was, just. However, my personal view, and one that I know was shared by others that I spoke to, was that content was, at best, mediocre.

Although the names had changed, the subject matter of the speakers largely had not. Sessions given by regulators, clients for pest control, and pest controllers themselves, formed the backbone of the event, but content was disappointing.

## No infestations ever!

In two separate sessions, senior representatives from global food manufacturers Cargill and Danone, and from several US retailers, discussed the perception and reality of pest control from a clients' perspective. When listening to such

talks you could be forgiven for wondering how their sites could ever experience

infestation problems, as they have comprehensive corporate policies to prevent infestation.

The reality, as most pest controllers working in the food industry will know, is rather different. Budgetary constraints and logistical challenges far too often



over-ride corporate policies. Similarly, listening to representatives from pest control companies speak, it would appear they have all the tools they need to do the job, and are allowed to use them as they would like.

## Pests allowed to thrive

In reality, infestations are often dealt with inadequately or inappropriately, and this, combined with the shrinking range of genuinely useful pest control products, and increasing restriction (both regulatory and limitations imposed by the food industry itself) on their use, mean that pests are far too frequently allowed to survive and thrive.



Dr John Simmons

## Opening paper

Dr Cornelius Hugo, global manager for food safety services innovation, from AIB International, Kansas, USA, opened the programme with an overview of the US's Food Safety Modernisation Act (FSMA).

This is a far-reaching piece of legislation, which shifts the emphasis from responding to contamination to preventing it, something which unless I am mistaken has been Europe's approach to food safety legislation for many years. The FSMA will apply at any food manufacturing site supplying into the USA, and has severe penalties for those in breach of it. Despite this, I do have my doubts as to whether it will change anything in pest management terms.

Statistics which I presented at the event, and which I confess were not gathered with true scientific rigour, but which I nonetheless think are not wildly wrong, would suggest that somewhere in the region of 10% of food manufacturing sites have a resident rodent (generally house mouse) population.

This problem is not reflected in statistics from enforcement and auditing organisations. Too many rodent or insect (sometimes both) infested sites achieve accreditation in such Global Food Safety Initiative (GFSI) recognised audit organisations as British Retail Consortium (BRC), International Featured Standards (IFS) and Safe Quality Food (SQF).

## Infestations below the radar

How can this be? The simple answer is that far too often infestations go below the radar, typically because those charged with spotting them, including pest control companies and auditors, fail to do so. Until all parties acknowledge this situation it is unlikely that anything will change, and it is rectifying this state of affairs which should be the focus of future iterations of this event.

I understand that a third summit is planned, and that this will most likely return to a European venue in 2019. Whilst wholeheartedly supporting the continuance of this event, the next summit must not present more of the same.

If this event is to be worth more than air-miles it must have an objective. My suggestion, for what it's worth, is that there should be a focussed effort on unifying the multiplicity of pest management related elements within the multitude of food industry standards, be they GFSI, third party (such as AIB International), or the corporate standards of individual, often multi-national, food manufacturers and retailers.

## A common standard

Whilst recognising that there is an immense challenge to writing a standard which can be applied on a global basis, and that the challenge in getting individual companies (client and pest



Above: Dr Cornelius Hugo from AIBI  
Right: Marie Horner from Arrow Exterminators



The president of CEPA, Bertrand Montmoreau



Henry Mott vice president of CEPA with Dominique Stumpf, chief executive officer of NPMA



Randal Giroux of Cargill, left, with John Carter from Danone. Ferenc Varga of Nestle was also meant to have been in this session but was stopped from boarding the plane. He obviously had a wrong stamp in his passport





Jim Fredericks, chief entomologist & vice president technical and regulatory affairs for NPMA

management) to accept it may be even bigger, there is no reason why this should not be attempted. Most of the major pest species are global in distribution, and the problems they cause know no geographic boundaries.

It is the tools to tackle pests, and the rules when using these tools, that differ due to national rules and regulations, so a global standard would have to avoid being too prescriptive. With a concerted effort, involving contributors from Europe, the Americas, Asia and Australasia, there is no reason why a global IPM protocol for the food supply chain, in all its forms, cannot be developed.

Is there a building block for such a document? In a joint session, Bertrand Montmoreau, chairman of CEPA, was joined by Marie Horner, of US-based Arrow Exterminators to discuss CEPA and NPMA's own standards.

### Good starting point

The recently introduced CEPA EN16636 standard is of limited help for potentially building a global pest management standard for the food industry, as it is focussed primarily on the operational aspects of running a pest control business and delivering a quality service. However, the NPMA's Pest Management Standards for Food Processing and Handling Facilities provides a more practically based document from which to build such a standard. Marie Horner discussed this document and, during subsequent questioning, said that producing a global standard was precisely the NPMA's aim.

This document does, inevitably, reflect its US origins, and I am certain that it could not be implemented in the UK market in its present form. However, with collaboration from pest management and food industry representatives from around the globe, I am sure that a truly global template could be achieved.

If individual corporations such as Danone and Cargill still want to have their own corporate standard, as I am sure they will, they could at least be strongly encouraged to use the industry's own global standard as their template.

### Which market is the most technically advanced?

One of the great pleasures of attending events such as this is the ability to meet and talk directly with those working in other markets. This event was no exception and it was particularly good to meet some US delegates and talk pest control with them.



Roland Higgins director general of CEPA

During my session at the event I had discussed the avoidance of baits and traps by mice, highlighting this using photos of footprints in tracking dust skirting over and around such devices. I was staggered to hear from a senior technical representative of a nationally operating US company, that he had not come across UV tracking dust; they seemingly do not have it in the USA. I had long wondered if the US is the most technically advanced pest control market, and now I know the answer; it isn't.



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# Sub(way) story

Apologies New York. Although it is considered rude to criticise one's host, I simply cannot allow what might politely be described as a rat problem, to pass without comment.

It's not as if I am saying anything that isn't already well known, the city's problem having been documented in both print, the best-selling *Rats*, by Robert Sullivan, and on film, the identically titled Hollywood film of last year, directed by Morgan Spurlock, of *Super Size Me* fame.

Brown rats (or city rats as they tend to be known by locals) are, quite simply, everywhere. Darkened alleyways, public parks, private yards, vacant lots (lots and lots of vacant lots), rich areas, poor areas, above ground and below (subway workers refer to them, I presume not entirely without affection, as track rabbits). I really do mean everywhere.

In his talk at the summit, renowned rodentologist Dr Bobby Corrigan, a long-term enemy (and admirer) of city rats showcased a recent item in

the New York press (see image below). As well as the usual wild estimate of rat numbers, what is particularly entertaining in this image is the vacuum cleaner that each official New York pest controller appears to be armed with to counter their individual allocation of 307,407 rats! Perhaps a resistance to suction explains rat numbers?

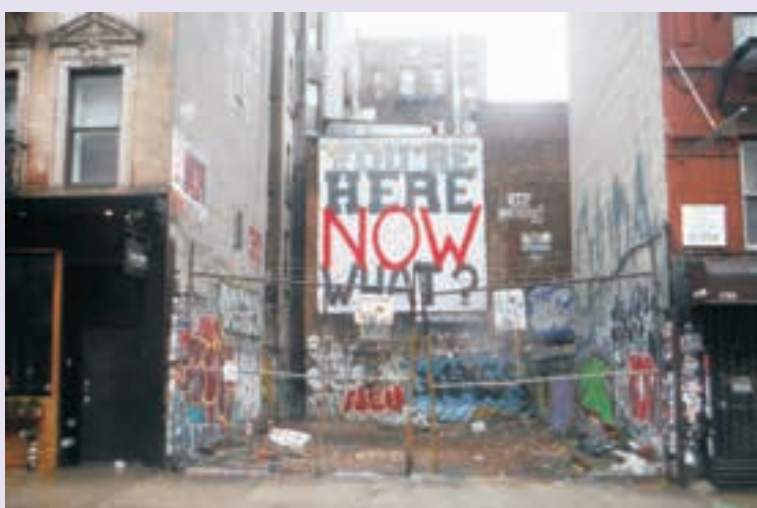
As a Londoner by birth, and with nearly 30 years' pest control experience, I am not entirely unaccustomed to seeing rats, but this was off the scale. The obvious question to ask is why?

Typically, the answer is relatively straightforward; food availability, or to give it its technical term, trash. Whilst most cities of the developed world have relatively sophisticated waste disposal practices, New York seems not yet to have progressed beyond the black plastic bag. Piles of these were evident, seemingly everywhere, every night. Coupled with an economy built on convenience foods and take-outs, the result is rat nirvana.

The experience is one I sincerely hope we never see in the UK, though it does make for fantastic entertainment on the subway.



The beautiful frontage of Brooklyn's Public Library but look carefully you will see rat holes at wall base



One of the many rat-infested vacant lots in New York



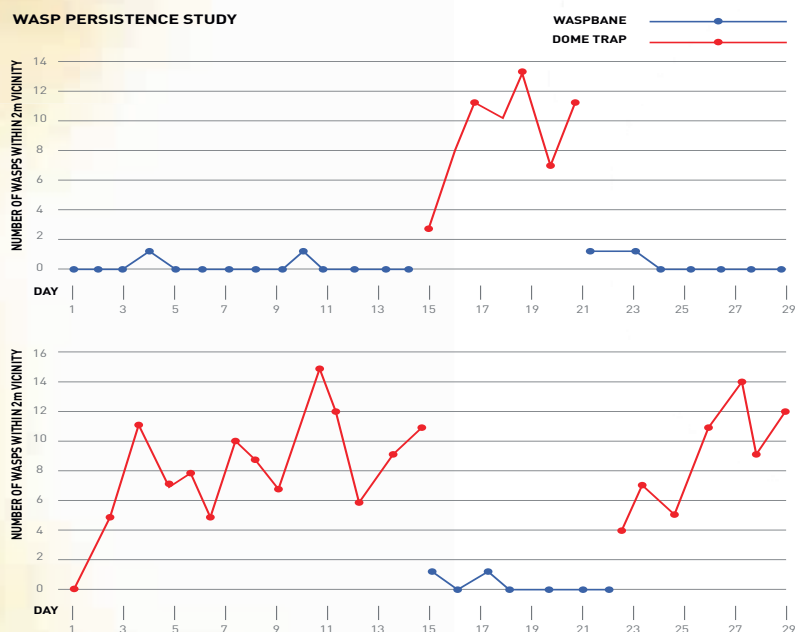
Rat-damaged trash bags in Central Park







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# People's science in action

## Operation Clothes Moth



English Heritage collections conservator, Caroline Rawson, investigates clothes moth damage to carpet at Brodsworth Hall, South Yorkshire

Pests that munch or terrify are notorious for catching the attention of the great British public. English Heritage has successfully tapped into this phobia with the launch of 'Operation Clothes Moth'.

English Heritage (EH) has been actively monitoring the spread of webbing clothes moths since 1997. Today it monitors at over 40 sites across England with the aim of preventing damage to over 500,000 historic artefacts in its care.

Over the past five years, EH conservators have seen the number of the common or webbing clothes moth (*Tineola bisselliella*) double, with a new species, not previously recorded, *Monopis crocipitella* (commonly

known as the pale backed clothes moth), beginning to appear for the first time in its properties in the South East and London.

### Free traps

To combat this increasing threat, EH is calling on the public to join 'Operation Clothes Moth' and help measure the extent of these moths. Anyone visiting an EH site will be able to collect a free clothes moth trap to place in their home to monitor the spread.



Clothes moth traps made for English Heritage by Russell IPM



Amber Xavier-Rowe, head of collections conservation for EH said: "At English Heritage we regularly monitor insect pest activity to ensure our collections get the best possible care but, any sudden change in species behaviour, or increase in numbers, is a concern.

"Many people around the country will no doubt know the exasperation of finding clothes moth damage in a much-loved jumper or coat, so we want people to come to our sites, collect a free clothes moth trap, and get involved! While we suspect factors



including warmer weather and the increased use of heating inside homes is partly to blame, we hope this campaign helps us learn how to combat the rise of the clothes moth and to monitor any further spread of this new invader, *Monopis crocicapitella*."

Traps are available from all EH staffed properties. Visitors are asked to place them in their homes and to feed back their findings to EH later this year via its website.

The campaign was launched in early April to coincide with the reopening of EH properties.

'Operation Clothes Moth' has scored a PR triumph as the story was picked up by virtually all national and regional media – in fact it has given EH the greatest coverage from any of its press releases.

The campaign succeeds on two counts – first it promotes the portfolio of EH properties and the care taken of them and, second, visitors to its properties are being encouraged to help record the distribution of these two moths. Just like the 'Great British Bird Watch' organised by RSPB, this is people's science in action.



Historic clothes moth damage to an artefact at English Heritage's Brodsworth Hall in South Yorkshire

## Another winged invader

We all regularly read about the arrival of new insect species. Last year colonies of Asian hornet were recorded for the first time and, in March this year, one solitary individual was found in a retail warehouse in the central belt of Scotland.

But, as Dave Pinniger, the consultant entomologist to English Heritage reports, he too has had an encounter with an insect new to his environs.

As Dave explains: "In 2010 when we were checking webbing clothes moth (*Tineola bisselliella*) traps in an historic house in London I noticed a few moths which looked very different. They were about the same size as *Tineola*, but dark, with a distinctive pale cream strip down the back. They were

identified by a specialist entomologist as *Monopis obviella*, which had been recorded previously in the UK from bird nests.

Colleagues working in the heritage sector also said that they had noticed a few of these moths, but had only ever caught them on webbing clothes moth pheromone traps."

Since then they have turned up regularly in museums and in historic and domestic houses, mainly in the south of England.

Because they are a difficult group to identify, all recent specimens have been checked by a specialist entomologist and found to be another *Monopis* species, *M. crocicapitella* (the pale backed clothes



Adult pale backed clothes moth (*Monopis crocicapitella*)



Adult webbing clothes moth (*Tineola bisselliella*)



A mixture of webbing clothes moth *Tineola bisselliella* and *Monopis crocicapitella* on a pheromone trap

moth). They have always been found on *Tineola* pheromone traps and it seems they must be attracted to the *Tineola* female pheromone.

"Although mainly found in bird nests, there are records of *Monopis* damaging wool and it is possible that this species could become a new pest. We need more information on its distribution and potential pest status so it is important for people to recognise the moth, record when and where they found it and whether it is causing damage," concludes Dave.

'Operation Clothes Moth' sets out to ask people to record *Monopis* when found on the pheromone traps given out by English Heritage.



# Introducing the Bayer Pest Solutions team

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- ☒ Pest identification  
& treatment





## Protected by lasers

Free range chickens kept outdoors 24/7 are being protected from coming into contact with wild birds that might infect them with avian influenza (bird flu) by an Agrilaser Autonomic system installed by PestFix. Yes, the chickens are outdoors whilst the laser beam is operational yet they suffer no harmful effect, simply moving out of the way when it passes. On the other hand, the impact on the wild birds is completely different – they are dispersed and held at bay by the laser technology. Quite amazing!

Restrictions implemented by the government in December 2016 to combat the outbreak of bird flu caused a real headache for free-range chicken farmers. First, all birds had to be kept indoors. A relaxation followed allowing birds to go outdoors subject to enhanced biosecurity measures. Netting was the protection method recommended. Then from 13 April 2017, all poultry keepers were told to continue to take active steps to separate their birds from wild birds, in particular from wild ducks, geese and gulls.



Karen and Daniel Hoeberichts

For Karen and Daniel Hoeberichts, owners of Orchard Eggs in East Sussex these restrictions were an even bigger challenge as they practice biodynamic agriculture – their chickens are kept in moveable houses throughout the orchard and allowed to roam freely 24/7.

As Daniel explains: "Our birds are housed across 50 acres of orchard so netting was not an option. Once we heard about the Agrilaser Autonomic it seemed like an ideal solution to complement all of our other biosecurity measures."



Matt England from PestFix supervises the Agrilaser Autonomic installation

## Pest Test 50

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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**. So, read through our articles on The biggest challenge (pages 14-16), Stewardship (pages 18 & 19), CEPA updates (page 20) and Operation Clothes Moth (pages 30-31) in this issue of **Pest** and answer the questions below. Try to answer them all in one sitting and without referring back to the articles.

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

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

- 1 Which of the following species of deer is genuinely native to the British Isles?
 

<input type="checkbox"/> a) Muntjac	<input type="checkbox"/> c) Chinese water deer
<input type="checkbox"/> b) Roe deer	<input type="checkbox"/> d) Sika deer
- 2 Matt Garwood used to use toxic bait in all bait stations but what percentage does he estimate now contain toxic bait?
 

<input type="checkbox"/> a) 10-20%	<input type="checkbox"/> c) 30-40%
<input type="checkbox"/> b) 20-30%	<input type="checkbox"/> d) 40-50%
- 3 How many CRRU approved farm assurance schemes are predicted to be in place from 1 January 2018?
 

<input type="checkbox"/> a) 5	<input type="checkbox"/> c) 9
<input type="checkbox"/> b) 7	<input type="checkbox"/> d) 11
- 4 In Hungary, how many months of practical & theoretical training is required to become a pest professional?
 

<input type="checkbox"/> a) None	<input type="checkbox"/> c) Two months
<input type="checkbox"/> b) One month	<input type="checkbox"/> d) Six months
- 5 How large is the fine in France if you use biocides without the correct qualification?
 

<input type="checkbox"/> a) Euro 10,000	<input type="checkbox"/> c) Euro 75,000
<input type="checkbox"/> b) Euro 50,000	<input type="checkbox"/> d) Euro 100,000
- 6 Which moth new to English Heritage was recently found and finally identified on their traps?
 

<input type="checkbox"/> a) <i>Trichophaga tapetzella</i>	<input type="checkbox"/> c) <i>Monopis fenestratella</i>
<input type="checkbox"/> b) <i>Tinea pallescentella</i>	<input type="checkbox"/> d) <i>Monopis crocipitella</i>

Name: \_\_\_\_\_

Organisation: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

PROMPT account number: 200 \_\_\_\_\_

## See today, here tomorrow

Events such as PestEx are ideal opportunities for developers to assess customers' interest in their products. For regulatory or manufacturing reasons these might not be available to purchase in the UK yet, but feedback on their desirability is invaluable. Three such developments were spotted by the **Pest** team.

### Rats now – mice tomorrow



Currently only available for use with rat traps, is the TrapSensor from Alert House in Denmark. At PestEx, the developers were surprised to discover the significance of mice, so a mouse version would seem to be on its way. Its objective of remote monitoring, via app or email, is similar to the other

systems now available, but what is neat is the SIM card is housed within the trap. As David Bregler explains: "It can literally be used to 'Plug & Play' as it operates without a base station or repeater. Just charge it and its active."

[www.trapsensor.com/en](http://www.trapsensor.com/en)

### Rats playing Ball

Used for real in Germany, the Ball-B-Box is an innovative product to control rodents in sewers in an ecological way – meaning without toxic bait getting into the sewage system. The plastic Ball-B-Box is lowered into the sewer. At its base is a float which simply rises and falls as water levels alter so the contents remain dry. The Ball is readily accessible by the rats who are initially encouraged to enter by the placement of what Petra Fürbeck (pictured) so delightfully calls a "super-delicious rat muffin." This can be exchanged for toxic rodenticide once the rats are used to visiting the Ball. It comes with a digital monitoring device to send data to your phone, tablet or PC.



[www.ball-b.de](http://www.ball-b.de)

### Birth control for pigeons



Already used on the Continent, this novel approach is based on the active ingredient nicarbazin. Pigeon populations are reduced by controlling their fertility through a pre-treated feed. It is claimed to be more efficient than trapping and culling, as these methods simply remove the birds, creating a vacuum that is quickly filled.

All that is required is for the pigeon to eat treated maize at the rate of

8-10 g of the active per day, for at least five days per week to totally inhibit egg hatchability. Population reductions are in the order of 30% year on year. The process is reversible – when pigeons stop eating, fertility is recovered. Nicarbazin falls under the veterinary medicines regulations and still has some way to go before UK commercialisation.

[www.pigeon.management](http://www.pigeon.management)

## Here now – LED technology

Imagine a light tube in your electronic fly killer (EFK) with a usage lifetime of up to 40,000 hours (equivalent to five years of use) – well imagine no more! The days of using fluorescent UV tubes are numbered. EFKs using light-emitting diodes (LED) are here.



Both the same output. Traditional left, LED right

Not only do LED lights cost up to 60% less to run, they emit less heat, are safer and kinder to the environment and they can also look great as the EFK machines can be of an ultra flat and smaller design. Unveiled on the Alchochem Hygiene stand, the LED lights from Philips are now available – some years in advance of initial predictions. In the interim, the bayonet fittings on the LED lights match the traditional ones so can be easily interchanged. Look out in the future for new ultra-stylish and compact EFK models.

[www.insect-trap.net](http://www.insect-trap.net)

### Fit for stewardship

A new rodenticide from Bayer, Racumin Paste, based on the first generation anticoagulant, coumatetralyl, will provide pest controllers with an effective alternative to second generation products, says Bayer. It is authorised for use around buildings and, importantly, in open areas. Because it is a first generation product it poses a lower risk for non-target animals so fits well with stewardship principles. Bayer says that in circumstances where there is any concern about what 'in and around buildings' means in terms of the distance away from a building then Racumin Paste with its open areas authorisation and better environmental profile will be a good option. With its highly palatable soft block formulation it's a ready to use product that reduces operator exposure.



[www.environmentalscience.bayer.co.uk](http://www.environmentalscience.bayer.co.uk)

### Sakarar Brodikill whole wheat

Containing 0.005% brodifacoum, Sakarar Brodikill whole wheat is, as it says in its title, rodenticide made from high quality, micronized whole wheat.

A single feed rodenticide, it is suitable for both rats and mice not only indoors but also in and around buildings.

It comes in both 20kg sacks and also in 10kg tubs, as displayed on the Killgerm stand by Louise Coldwell.



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





## For professionals

The A 50 from Swiss manufacturer Birchmeier, as demonstrated by Jorg Lembachner, certainly packs a punch!

This new two-wheeled battery operated sprayer comes with electronic pressure control, meaning the operator can set the pressure which is then maintained at a constant level. Plus, the electronic control system monitors important components such as the pump and rechargeable battery. It also has robust wheels with locking brake, 10 metre hose with three nozzle configurations, zero emissions and, says the manufacturer, is quiet and environmentally friendly to use.

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



## Quite a Sensation

Spotted on the Bábolna Bio stand was Protect Sensation – a unique and innovative rodenticide presentation, say the Hungarian manufacturers. It combines the effectiveness of fresh bait with the convenience of a wax block. The fresh pasta bait is the blue soft centre which is coated in a traditional red wax block. The block can be securely fixed into bait stations so preventing rodents from scattering it outside the station; something that can happen with the T-bag type presentation normally used for pasta baits. Available in the UK from 1env.

[www.babolna-bio.com/Eng](http://www.babolna-bio.com/Eng)

## Track, treat and track

Introduced to complement Talon Soft rodenticide, Syngenta has launched a new monitoring solution, Talon Track, as shown by Daniel Lightfoot and Aurelie Baillet.

Talon Track allows the identification and tracking of rodent activity. It has the same high palatability as Talon Soft, yet without any active ingredient. Once rodent activity is revealed with Talon Track, it can be replaced with Talon Soft – the rodent won't know the difference.

Once the infestation is under control, the user can, once again, revert to monitoring with Talon Track.



Email: [daniel.lightfoot@syngenta.com](mailto:daniel.lightfoot@syngenta.com)

## The first four of many



Hockley International was proud to have on its stand the first four of the eight products coming to the UK following their strategic alliance with Italian Bleu Line - B.L. Group (see page 24 of this issue). Marketing manager Peter Rosevere and Dr Cristina Porro, lead regulatory specialist, are seen here with Permex 22 E (a liquid insecticide concentrate containing permethrin and tetramethrin), TetraPiu Multipurpose, a ready-to-use permethrin and tetramethrin formulation, Piretrox, a pyrethrin-based concentrate and Piretrox PU, a ready-to-use trigger pack version of Piretrox.

[www.hockley.co.uk/environmental-health](http://www.hockley.co.uk/environmental-health)

## First time in the UK

Having been seen at exhibitions on the Continent, officially on display for the first time in the UK was the range of Xignal digital monitoring systems for rats and mice. All the digital equipment is neatly enclosed within the waterproof trap base plate, as Hans van Oosterbos demonstrates.

[www.dimosystems.com/en](http://www.dimosystems.com/en)



## Discretion is the name of the game

Working along the lines of already established bed bug monitor products, the 1st Terminus bed bug coaster, developed in Canada, takes its appearance one stage further. By being designed to look much more like a traditional coaster to go under furniture legs, it can be discreetly used in such situations as hotel bedrooms without giving the bed bug game away to guests. No bed bugs will be seen.



Once placed, an adhesive pad within the trap immobilises any bed bugs upon contact, preventing them from moving any further, then the removable top allows for easy and frequent inspection. Available in the UK from Sentomol.

Email: [info@sentomol.com](mailto:info@sentomol.com)

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The latest addition to the ROMAX® Venom Brodifacoum range includes the addition of three new products: **Lipogel**, **Wheat** and **Pasta** formulations. The expansion combines the potency of Brodifacoum within the range of several formulations giving professionals the selection and scope to control rats and mice both in and around buildings.

**ROMAX® VENOM  
WHOLE WHEAT 20 kg  
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This offer can only be redeemed by quoting the promotional code at time of order.

**PASTA**      **BLOCK**      **WHEAT**

Unit 4 Caxton Business Park, Crown Way, Warmley, Bristol BS30 8XJ.  
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[www.barrettineEnv.co.uk](http://www.barrettineEnv.co.uk)

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE.

## The impact of pests on business

Somewhat confusingly, Rentokil has produced two very similar 20-page brochures based on the same market research. On close inspection one (the version with the thoughtful woman) is more relevant to businesses in general, whereas the other is aimed at the food industry. Pick the scenario you are most interested in!

Commissioned by Rentokil Initial, the London-based Centre for Economics and Business Research (Cebr) surveyed decision-makers in over 1,000 companies across five developed economies globally to gain an international perspective on the business and economic impacts of pest infestations.

The results presented are worth reviewing, but you need to accept that the later parts of each brochure is designed to sell Rentokil's services. Key findings are the estimate that in 2014 alone, disruptions caused by pest infestations resulted in an increase of £5.8 billion in operating costs in the countries surveyed.

In the same year, revenues declined by an estimated £11.8 billion because of pest incidences.

The research identified a direct correlation between having a proactive approach to pest control and reducing the disruption to business. France and the UK were the two countries in the study where businesses were the least proactive on pest control, with 65% and 68% respectively claiming only to respond to problems when they occur. These two countries also reported some of the highest number of working days disrupted due to pest infestation – an average of six days per year.

Copies in the **Pest** Library.



## Range guides from Russell IPM

These two guides provide a comprehensive overview of the products available from Russell IPM.

The first is targeted at professional pest controllers as it includes the company's full selection of products for this market. It covers, in some detail, the range of Snap 'Em gels and tabs for rodents. The company's other rodent products follow and then those designed for crawling and flying insects.

The second guide covers the extensive Russell range of insect pheromone-based products including all those within the Xlure and Dismate range.

Copies in the **Pest** Library or from [www.russellipm.com](http://www.russellipm.com)





## New Lodi catalogue

For those who may have missed picking up a new 2017/8 Lodi professional products catalogue at PestEx, you can request your own copy from Lodi at [www.lodi-uk.com](http://www.lodi-uk.com)

Or you can find one in the **Pest** Library



## All you need to know about Racumin paste

This new guide from Bayer, the manufacturers of Racumin paste, has been produced to accompany the launch of this new rodenticide (see page 34).

The aim is to help users evaluate whether there is a need for a rodenticide, to introduce an effective approach to Integrated Pest Management (IPM) and to choose the right product from Bayer based on the given circumstances. Finally it aims to ensure that

Bayer rodenticides are used according to the directions on the label to ensure that risks to non-target species are minimised. The final pages of the guide contain a COSHH assessment form as well as providing space for bait treatment maps and bait programme examples.

Available from Bayer  
[www.environmentalscience.bayer.co.uk](http://www.environmentalscience.bayer.co.uk) or the **Pest** Library.



## App for Asian hornets

Asian Hornet Watch is an app designed to record and help the early detection of Asian hornets in the UK following the first confirmed sighting in September 2016.

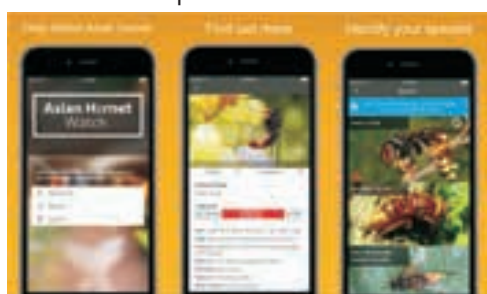
The interactive app, developed by the Great Britain Non-native Species Secretariat and the Centre for Ecology and Hydrology, will also make it easier for people to judge whether an insect may actually be an Asian hornet. It includes pictures of other insects that it could be confused with, plus helpful information about size, appearance and the times of year they are most likely to be spotted.

The app lets users record their sightings, but as insect identification can be difficult, it asks users to include a photograph with their report. The public is being urged to report any sightings quickly to allow inspectors to intervene. Just like 'Operation Clothes Moth' (see pages 30 & 31) this is another example of

People's science in action.

The app is available for android and iPhone.

Search online for Asian hornet app.



## Rodenticides. Which areas of use?

This fold-up to pocket-sized water and tear proof guide from Killgerm is a 'must have' item for all pest controllers.

Despite its small size, it clearly and concisely lists all the rodenticides sold by Killgerm and then details by active substance where they can, or more importantly, where they cannot be used – the relevant categories being: indoor; in and around buildings; open areas; waste dumps; sewers; and, finally, both indoors and outdoors.

To make it even more helpful, all the products are presented by type: acute; first and then second generation, along with details of each of their % active ingredient content.

The reverse features useful rodent identification drawings, which really, users of such a guide should be more than well familiar with already.

Copies from [www.killgerm.com](http://www.killgerm.com) or from the **Pest** Library.



## Know your way around fleas!

Gearing up for the summer season, this new flea guide from Bayer is perfectly timed. For some years, fleas have been a forgotten pest, but, recently, they have been making a comeback.

The guide contains plenty of up-to-date information on controlling fleas from advice on detecting the pest, to technical information on flea life-cycle and behaviour, to current pest management best practice guidance.

Richard Moseley, Bayer technical manager, says that it's an essential tool for any pest controller. "Although most pest professionals have a good knowledge of flea treatment, the guide is a great reminder for even the most experienced professional."

Pest controllers can also use the guide as customer information as it will help explain the reasoning behind control procedures. Details about non-toxic control measures and site preparation are also covered, including how practices such as hoovering areas that are at risk of infestation can greatly improve the success of the treatment.

Also listed are the Bayer products available for flea treatment with advice on how and when to apply them for successful infestation control.

A copy is inserted with this edition of **Pest** magazine, or it can be found in the **Pest** Library, or direct from Bayer at [www.environmentalscience.bayer.co.uk](http://www.environmentalscience.bayer.co.uk)



## Encore for Ecorex insecticide

Ecorex Action Plus is a concentrated water-based insecticide emulsion containing tetramethrin and permethrin.

It can be used against a wide variety of flying and crawling insects, offering residual control for at least three weeks, claims Tenv.

Its areas of use include domestic, commercial and outdoor situations including refuse tips, but not grain stores.



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

## A Deadline addition

Designed for professional use, so added to the Rentokil Deadline range, is Deadline woodworm treatment fluid.

It is a powerful, water-based permethrin formulation, for the control of wood boring insects including common woodworm and wood boring beetles.



It also prevents and controls wood rotting fungi and can also be applied on both indoor and outdoor timber. It is fast drying with low odour and comes in 5 and 25 litre containers.

Email: [products@rentokil-initial.com](mailto:products@rentokil-initial.com)

## Fresh bait... yum yum

Now available from Tenv is Muribrom fresh bait. Presented as a pasta bait, its oily texture, claims Tenv, proves irresistible to rodents and also prevents the bait from drying out.

It contains 0.005 % bromadiolone and comes in a 5kg tub.



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

## A new Addict

And they say the introduction of new active ingredients is drying up.... Always one for something new is Lodi UK, this time with a cockroach gel based on dinotefuran, a neonicotinoid new to the UK

Addict cockroach gel is alluring for fast acceptance by cockroaches and that includes both gel-averse and non-gel averse individuals. Its action is both contact and by ingestion.

Says Lodi, it is highly effective on all cockroach species quickly establishing control of the adults, nymphs and nests. This active has successfully been sold by BASF in the USA for some years as Alpine.



[www.lodi-uk.com](http://www.lodi-uk.com)

## Joining the Wedge family

The latest addition to the Wedge monitoring device system is the Smarttrap mouse box. As Killgerm explain, it is a low profile, compact yet sturdy box containing an inbuilt Mini Wedge transmitter.

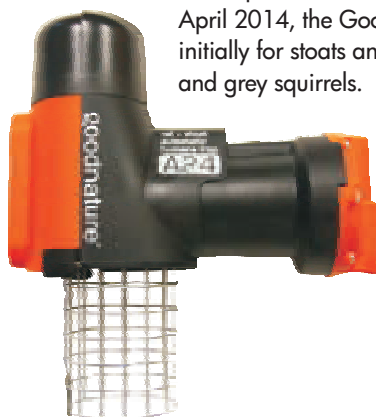
It successfully extends the use of the Wedge System to monitor and trap mice.

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



## Good by nature and by name

Developed in New Zealand, and first reported in **Pest** issue 32: March & April 2014, the Goodnature A24 trap is now available from Killgerm. Used initially for stoats and ship rats down-under, in the UK it is ideal for rodents and grey squirrels.



Rodents are lured to the trap with a long life, non-toxic attractant, then once the detector is sprung a CO<sub>2</sub> gas canister cartridge fires a bolt which instantly and humanely kills the rodent which drops to the ground.

A useful addition, exclusive to Killgerm, is a tunnel cage which improves safety whilst guarding users and the general public from trapping their fingers without affecting the traps performance.

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

## A trap for silverfish

The latest trap to be launched by Russell IPM is one dedicated to capturing silverfish.

Made of clear plastic to facilitate inspection, the station is pre-loaded with glue inside the base accompanied by a silverfish attractant in tablet form.

It can be used wherever silverfish are suspected – be it in the home, kitchens, attics, or in areas managed by the property conservation sector. Place the trap, ideally on a flat surface, where silverfish are suspected.

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







## Replicating a human

Designed to fool bed bugs into thinking it's a human, the PT Cim-Exo monitoring system attracts these pests by producing a combination of heat and CO<sub>2</sub>. The bugs are attracted to the monitor and then remain stuck on the surrounding adhesive surface, explains PestTrader.

CO<sub>2</sub> is provided continuously for four to six weeks, from approximately 24-48 hours after the CO<sub>2</sub> generator is activated. The integrated heating element heats the CO<sub>2</sub> to approximately 50°C. This heat dissipates continuously, so that there is an ambient temperature of approximately 25-30°C in the area surrounding the monitor.

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

## Prism – retail and professional

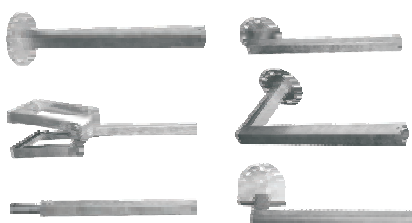
Designed primarily for the retail market, Prism from Insect-O-Cutor, can offer a useful add-on for professionals too.

The Prism unit is designed for use in domestic situations. The aluminium façade is stylish whilst optimising UV light output to maximise efficacy in attracting flying insects. With light output from the top, front and sides, the design ensures flying insects are caught quickly and efficiently, explains Carol Wong from Insect-O-Cutor.

Prism comes ready assembled and can be wall mounted or placed on a flat surface for convenience. The black glueboard supplied hides caught insects from view, offering the user utmost discretion.



[www.insect-o-cutor.co.uk](http://www.insect-o-cutor.co.uk)



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

## To support you!

A new bracket and stanchion range – known as the Netting Support System (NSS) – has been designed by Killgerm in a variety of sizes to eliminate the need for bespoke brackets.

Manufactured in the UK from hot dipped galvanised steel, they are strong, durable and resistant to rust.



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# A warm welcome!

There is a friendly rivalry between the organisers of the Italian event, Disinfestando, the French event, Parasittec and our own PestEx in the UK. After a magnificent event in Paris last November, the organisers of Disinfestando, the Italian trade association, ANID, had really upped their game. This was a first class event with a more international feel than in previous years whilst managing to retain it's core audience of Italian pest professionals.

Disinfestando 2017 was held in Rimini 8 & 9 March 2017 and it certainly got our vote for offering the warmest of welcomes. The majority of the 1,900 registered delegates were practical Italian pest controllers which pleased the exhibitors most of whom were also from Italy. In contrast the round table held on the afternoon of the first day was very international with speakers from across Europe addressing the topic of rodenticide regulation and in particular permanent baiting. You can read our full reports on Disinfestando 2017 on the **Pest** website.

read more  
on the web  
**pest**



**Pest** editors Frances McKim, left, and Helen Riby presented ANID's Sergio Urizio with a special cover of **Pest** to celebrate the association's 20th birthday



The show opened on International Women's Day so it was appropriate that the directors from Colkim, OSD, INDIA and Bleu Line, who joined the ANID president, Marco Benedetti, for the opening ceremony, were all women



Permanent baiting took centre stage in the conference room with a line-up of international speakers and simultaneous translation



INDIA had a 3D virtual tour of their catalogue



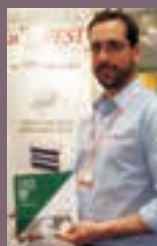
Bleu Line had a massive presence with a video wall at the entrance, a large stand at the back of the hall and their own seminar programme



Exhibitors from the UK were thin on the ground. Flying the British flag were Pelsis and PestWest



Lorenzo Toffoletto, left with Vincenzo Colamartino from ANID



The new In-Pest catalogue was on show



Just visiting? Frank Howard, left, Christina Porro and Tommy Gill of Hockley International. Their link-up with Bleu Line - the B.L. Group was announced at PestEx



Spray equipment manufacturers, Martignani were kept busy throughout the event



Do you fancy one of these for your van?



Bábolna Bio from Hungary had plenty of visitors to their stand

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# One-day workshop for practical pest professionals

"Reserve the date, Tuesday 11 July 2017, for an opportunity that doesn't come round very often," says Dr Matt Davies, chair of the International Conference on Urban Pests (ICUP), which comes to Birmingham this summer.

Including a special one-day workshop for pest management professionals within the ICUP programme is a new departure for what is the top scientific gathering for our industry.

"The workshop will focus on the more control-based research and is designed to appeal to practical pest controllers," explains Matt. "Of course, full delegates will also be welcome as it is included in the full delegate fee."

## Great value

For practical pest controllers who feel the full scientific conference is not for them, this is an opportunity to take part in ICUP, meet many of the leading researchers and scientists in the industry and hear from experts on a range of topics and all for a great value price of just £197. The workshop runs from 09.00 to 17.30

Matt continues: "The chance to attend a conference of this calibre, on one's doorstep, is an opportunity not to be passed up. The last time ICUP came to the UK was 1996, so these chances do not come around very often."

The one-day workshop dedicated to control-based topics has a strong grounding in good science offering the best of both the scientific and practical worlds. It will be chaired by the highly respected David Oldbury (NPAP CIEH). Half hour presentations will be given on subjects ranging from rodenticides to bed bugs, from mice to pigeons and mosquitoes. There will also be a session on a unique study on insects in homes, as well as on international pest management credentialing.

## CPD points, inexpensive overnight stay and more...

BASIS PROMPT CPD points will be available. The event takes place at Aston University in the heart of Birmingham. For those travelling from further afield, or those who simply want to soak up the conference atmosphere, convenient and inexpensive overnight accommodation can be booked in the comfortable and modern Aston University student accommodation. Parking can also be reserved and tickets to the conference dinner in the stunning setting



After the dinner, dance the night away to the sounds of 'The Subterraneans', a local rock band with an outstanding live set

of the Birmingham Botanical Gardens on the evening of 11 July can also be added to the booking.

Matt Davies adds: "Although the main attraction of ICUP 2017 is quite rightly the quality science relating to urban pests, there remains time to enjoy oneself away from the lecture theatre. Let it be known that the Organising Committee know how to throw a great party!"

In place of the usual and sometimes staid 'sit-down' meal, the dinner will feature a wide variety of British and international 'bowl food' served in a roving fashion to allow interaction between all delegates. Of course, there will be plenty of comfortable seating options, but guests will be free to circulate.



ICUP chair, Dr Matt Davies



## Diary dates

### 29 May 2017

**BPCIF - Barcelona Pest Control Innovation Forum**  
El Born Centre de Cultura i Memòria, Barcelona, Spain  
[www.barcelonapestinnovation.org/](http://www.barcelonapestinnovation.org/)

### 9-12 July 2017

**9th International Conference on Urban Pests (ICUP)**  
Conference Aston, Aston University, Aston Street, Birmingham B4 7ET UK  
[www.icup2017.org.uk/icup2017-venue/](http://www.icup2017.org.uk/icup2017-venue/)

### 28-29 September 2017

**Parasitec 2017**  
WOW Convention Center, Istanbul, Turkey  
[www.parasitec.org/](http://www.parasitec.org/)

### 24-27 October 2017

**PestWorld 2017**  
Baltimore Convention Center, Hilton Baltimore Baltimore, Maryland, USA  
[www.pestworld2017.org/](http://www.pestworld2017.org/)



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