

pest

The independent UK pest management magazine

Pigeons in the sun

Issue 49
February & March 2017

Curiosity catches the cat!



5

All about lasers at training day



12

Taking the biscuit with new monitoring aid



15

London calling! Get ready for PestEx



21



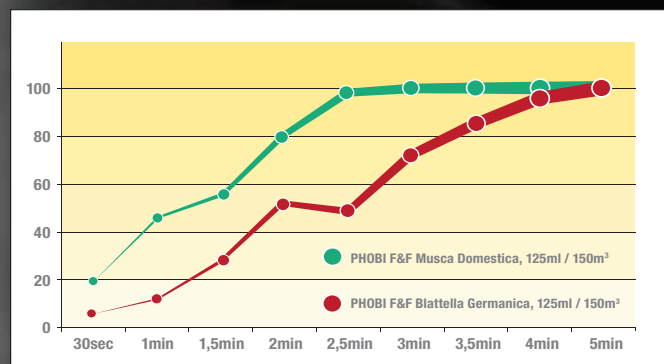
NEW! INTRODUCING THE PHOBI F&F ONE SHOT

AUTOMATIC FOGGING DEVICE

Proven 100% control within 3 minutes

The Phobi F&F One Shot fogging device is formulated with the proven combination of actives used in the Phobi range (Imiprothrin & Cyphenothrin). Faster and more effective than any other comparable product on the market. We are proud to release t of the test data that proves 100% efficacy against flies within 3 minutes and 100% efficacy against German cockroaches in 5 minutes. The increased strength and speed of control and large application area of 375m³ makes it an essential product in any pest controller's armoury. For use in all indoor situations against flying and crawling insects - simply press and twist the nozzle to release and all pests will be controlled in minutes.

Data showing the percentage of insects dead after the aerosol was activated



	PHOBI F&F Musca Domestica, 125ml / 150m ³	PHOBI F&F Blattella Germanica 125ml / 150m ³
30sec	18.3%	4.5%
1min	45.5%	11.1%
1,5min	55%	26.6%
2 min	80%	51.1%
2,5 min	98.3%	47.8%
3min	100%	71.1%
3,5min	100%	84.5%
4min	100%	95.6%
5min	100%	100%

LodiUK

For a scientifically proven solution to infestations, call Lodi UK on:

01384 404242

sales@lodi-uk.com
www.lodi-uk.com

Use biocides safely, always read the label and product information before use. Phobi F&F contains 0.11% Imiprothrin and 0.33% Cyphenothrin

See us at
Stand 91

BPCA
PestEx
The UK's premier pest control event
22-23 MARCH 2017 / EXCEL, LONDON

Editorial contacts:

Editor & publisher: **Frances McKim**

Associate editor & publisher: **Helen Riby**



Helen Riby

Frances McKim

Technical advisory board

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

Aims

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

Send us your news

Send your news or views to:

Email: editor@pestmagazine.co.uk

Tel: 01509 233219

Or write to us at:

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

Advertisers

Please contact the editor as above or visit our website at www.pestmagazine.co.uk

The legal stuff

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

© **Pest** magazine 2017. All published material remains the copyright of the publisher. No part of this magazine may be reproduced, stored in a retrieval system, or transmitted, in any form without prior permission of the copyright holder.

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

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

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

Contents

Industry news	4
Researching the researchers	7
2017 mood of the industry survey	9
Search begins for 2017 best new product	11
Laser guidance on PestFix training day	12
A lure to take the biscuit	15
Searching for the unseen	19
PestEx preview	21
The exhibition	22
First timers	23
Seminar programme	26
Smoking them out	29
Pigeons under the panels!	34
New resources	38
Products – what's new?	40
Diary dates	43
Take the <i>Pest</i> Test	43



Interesting times

Despite all the gloomy predictions following the Brexit vote last summer and, more recently, the election of Donald J Trump as the 45th President of the USA, for many pest professionals it has very much been business as usual.

The clamour for clarification on where the UK will be after it has extricated itself from the EU continues but, of course, that is an impossible question for any government to answer. We simply don't know. In the short term, the fall in the value of the £ is the aspect which is having the most impact on our sector, with a number of imported pest control products already suffering price increases and more may well be on the way. However, let's not forget that, more often than not, the biggest cost element in any pest control job is time.

So what's likely to happen to wages? At the beginning of the year some economists were predicting a pay bonanza however, more recently, the Bank of England has suggested that average pay settlements, far from strengthening in response to higher inflation, will decline in 2017. There is some anecdotal evidence of a shortage of skilled pest technicians and difficulties recruiting good staff, so there may be more upward pressure on pest control pay rates than on average. No doubt the interesting times we live in will be a popular topic of conversation when the industry gathers for PestEx at the end of the month. We look forward to seeing you there.

Frances Helen

Interpreting the news at www.pestmagazine.co.uk

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

read more
 on the web
WWW



Is it a burglar? No its a bird

Happily on his way to Sunday lunch out with his partner, pest controller Adam Leonard of Advance Pest Control Bristol received a panic phone call. Neighbours next to a house in Olveston had called the police because the burglar alarm was going off.

However, when the owner returned the 'burglar' turned out to be a jackdaw that had come down the chimney. The problem was that the owner had a total phobia about birds, hence the panic phone call to Adam. Fortunately he wasn't far away, so called round, caught the bird and went on his way to lunch. All in a day's work!

Also on the acquisition trail – Servest

Birmingham-based, facilities management company, Servest Group, acquired Dundee-based Pro-Check Environmental Services (Northern) at the end of January.

Hardly on a scale to rival the Rentokil acquisition of Cannon, Pro-Check consisted of two service technicians and one service manager. But maybe just a first move for Servest?

Happy birthday Check Services

On 10 February all the staff and their partners gathered for a gala dinner held at the Hotel du Vin in Birmingham to celebrate the company's 40th birthday.

Quite a milestone as Check now employs 40 people, based at their offices in Theale, and offers coverage throughout most of England and Wales – certainly a far cry from its humble start in 1977. As is often the way, Check owes its origins to a Rentokil takeover. In this case of Protim Pest Control where David Jenkins (father of current managing director, Lewis) was technical director. He saw the opportunity for a company capable of providing quality pest control services accompanied by a good understanding of the food industry.

The company's first premises in 1977 were a couple of rooms at 161 Oxford Road, Reading. Declaring a personal interest, it is here **Pest** editor, Frances McKim, first met David Jenkins: "As a very lowly trainee I was despatched to proclaim the benefits of Ficam W. Over the years I got to know David well. Not only did he build-up a very successful business, he was a firm believer in training and raising standards within the industry. He was the driving force behind the very first BPCA training courses and for ten years was chairman of the training & certification committee. The industry has a lot to thank David for.

"David was the epitome of an English gentleman, but died all too young in 1997 aged 59. He would be very proud to see how the company he founded has blossomed into one of the UK's largest, well-respected and still privately-owned businesses."



Rentokil acquisitions look set to continue

Announcing the company's preliminary results on 23 February for the year ending 31 December 2016, CEO, Andy Ransom said: "In 2016 we have continued to execute our strategy at pace. Our organic revenue growth of 3.0% is at its highest level for 10 years with accelerated growth in pest control and hygiene showing continued performance momentum. In addition, we have exceeded our financial targets, growing ongoing revenues by 12.6%, ongoing operating profit by 11.5% and delivering £156m in free cash flow."

Put into layman's language – basically the company has done very well. He noted that in the last year they had acquired 41 companies with combined revenues of £124m. This trend is likely to continue as he went on to say: "Cash proceeds will be reinvested and we intend to increase our spend on mergers and acquisitions in 2017 to at least £150m."

Some of this cash will be accounted for by the acquisition of Cannon Pest Control (part of the OCS Group) on 18 January 2017 and another lump sum, \$27million, on 1 February for Atlanta-based Allgood Pest Solutions. So, company owners thinking of selling-up, now might be the right moment!

Rodenticide rules reaffirmed to online sellers

It won't have passed readers by that it is online sellers that are the potential weak link in the UK Rodenticide Stewardship Regime's point of sale controls. Emphasising the need for online sellers to comply with the same stringent controls as all other outlets, the Campaign for Responsible Rodenticide Use (CRRU) has issued a guidance note for online sellers.

Essentially, prospective buyers of professional use rodenticides must provide either an approved certificate of competence, or documentation confirming membership of an approved farm assurance scheme, otherwise the seller cannot supply. Buyers self-declaring proof of competence, or assurance scheme membership, by ticking a box is not acceptable.

Rodenticides can only be sold online in original packaging. Only products authorised in the UK by HSE are legal to sell online and it is illegal to break down original packaging into smaller quantities. Products for sale online must show pictures of legally authorised packs. All advertising is required to comply with Health and Safety Executive rules.

If you spot any online sellers flouting the point of sale controls then we suggest you contact your trade association in the first place.

Timelines on new labelling

In the last edition of **Pest** Issue 48: December 2016 & January 2017 we reported on the reclassification of rodenticide active substances as 'toxic to reproduction' and outlined the implications for product labelling, amongst other things.

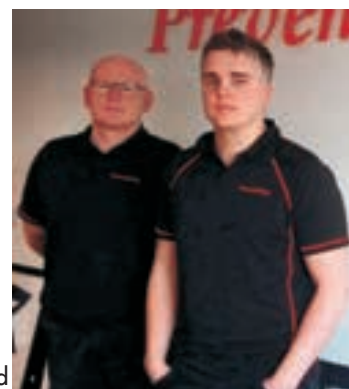
At the time of writing there was confusion about precisely when the changes will come into effect. We asked the Health and Safety Executive (HSE) for clarification. HSE told us that 1 March 2018 is the final deadline for products that were already on the market when 9th ATP (Adaptation to Technical Progress) came into force – that was on 9 August 2016. There is nothing to stop authorisation holders implementing the changes earlier. Users then have 180 days to use up stocks of the old labelled product.

In the same article we referred to Bayer's Rodlion range, containing difethilalone, as being the only products not affected. This is because the concentration of active ingredient in these is below the 30ppm limit that triggers the new labelling requirement. Our thanks go to Ton Abel from Zapi for pointing this out. Zapi own the registration for Muskil, which is a mixture of bromadiolone and difenacoum, both at 25ppm, so, also below the new labelling trigger level. Mixtures are currently under review, but for the moment, Muskil is exempt from the new labelling demands.

Ton also explained that like other rodenticide manufacturers Zapi has been working on new formulations for sensitive areas. In this case the company has already registered two 29ppm products – 29ppm Brodifacoum Sensitive Fluorescent Pasta and 29ppm Sensitive Brodifacoum Whole Wheat. As far as we can make out, these are not available as yet in the UK.

Prize winning PreventaPest

PreventaPest, a family run business based in South Wales owned and operated by husband and wife team Huw and Barbara Richards, has recently scooped three awards in the Best of Business awards 2017. These are based on the number of positive testimonials received over a year. So, the company was particularly proud to be awarded the best UK business in the pest control category.



PreventaPest owner, Huw Richards (left) with son Adam



Cat in a box

This young cat got herself well and truly stuck in a rodent bait box at Greenway Hotel in Shurdington, near Cheltenham. She had to be rescued by the RSPA. The theory is that she was pursuing a rodent but as any cat owner will tell you, it seems just as likely that she was just curious as to what was in the box!



**SMART
SOLUTION
for the
MODERN
PEST CONTROLLING**



www.martignani.com

MARTIGNANI SRL

Via Fermi, 63 - Zona Industriale Lugo 1
48020, S. Agata sul Santerno (RA) Italy
Tel. (+39) 0545 230 77 · Fax (+39) 0545 306 64
martignani@martignani.com



ELECTROSTATIC®
AGRO SPRAY SYSTEM

Ted – 90 years young

There's an old adage in the pest control industry 'once you're in, you're in for life!' Well, Southampton-based Ted Sainty certainly lives up to this as Ted, still active within the industry, celebrated his 90th birthday on 5 February. To mark the occasion his family and friends organised a surprise party for him.

As Ted explains: "I was introduced to public health in 1972. There was an advert in our local paper, the *Southampton Daily Echo*, wanting a representative to make calls on local authorities and pest control operators to offer their range of products and equipment. The position was with Wellcome Environmental Health Division, part of the Wellcome Foundation.



Ted's daughter Jane (left) was part of the team organising the surprise party for Ted and his wife Eunace

I got the job and spent the next 20 years with them until the Division was closed down.

Soon after that an ex colleague told me that a company in Liverpool was looking for staff.

This turned out to be Industrial Pesticides, who I worked with for 18 years until the business was sold to SX Environmental.

At this point I decided to retire, but was then contacted by the new owner, Richard Lunn, who asked me to carry on, part-time, phoning existing customers and looking for new ones – a role I still do for 1env Solutions."

Lucy joins BASIS



Joining the BASIS team, as the new marketing and technical manager, is Lucy Cottingham. Her role will include the PROMPT scheme, as well as the whole of BASIS Registration across the range of agricultural, other land-based industries and pest management.

Lucy, 29, joins BASIS from Frontier Agriculture, where she worked as an agronomist.

Lucy commented "PROMPT has made huge strides in recent years. We think more than half of the professional pest controllers in the UK are now members. But we're determined to continue that growth by delivering more benefits to existing members and building awareness of the register and the advantages that it provides."

Lucy will be working alongside Joe Mott who joined BASIS in September 2016.

New appointments at Hockley

Manchester-based pesticide manufacturer, Hockley International, has announced a number of management changes. Frank Howard, the company's founder, will step down as managing director and his role will be taken on by Tommy Gill, currently director of commercial operations, who joined the company in 2013.

Catherine Howard, the joint owner with Frank, will become financial director.

Frank's expertise is not to be lost as he will only be semi-retiring and takes on a new role as chairman, overseeing specialist projects and remaining as an adviser on the board of directors.

Frank has worked for over 50 years in the chemical industry, founding Hockley in 1991 (See **Pest** issue 16: July & August 2011).

As Frank explains: "The time has come to take life a little easier. I intend to travel more in order to meet my personal target of visiting over half the countries in the world and hope to meet our valued customers and suppliers along the way."



Frank Howard, seated, with the new managing director, Tommy Gill and co-owner Catherine Howard



Andy now with BASF

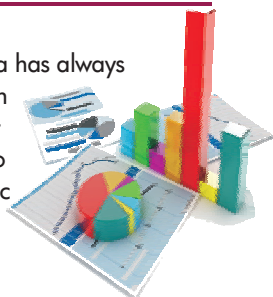
Andy Cawley has been appointed country sales manager UK, Nordics & Baltics for BASF. He took up his position on 1 February taking over from Gavin Wood who stays with BASF but is moving over to the horticulture side of the business.

An agricultural graduate Andy joins the BASF Professional and Specialty Solutions team from Dow AgroScience where he has held a variety of positions in the marketing and sale of non-crop products. Andy is no stranger to pest control, having been closely involved in the development of the ProFume fumigant, based on the active sulfurlyl fluoride, before the sale of the Profume brand to US-based Douglas Products.

Researching the researchers

Inundated with press releases on new market research about our sector **Pest** editor Frances McKim set out to discover why so many reports seemed to have been produced for a sector which has traditionally been largely ignored by market researchers.

Good quality, reliable and credible market data has always been somewhat lacking for pest control. Certain specialised companies have become known for their interpretive data, but this is often limited to the country in which they live and work – classic examples are Gary Curl of Speciality Products Consultants in the USA or Matthew Phillips of Phillips McDougall (now Informa) in the UK.



What has been amazing over the last few months is the number of press releases received announcing the publication of some new market report on our sector. The majority are international and at first sight, several seem to have identical titles. On careful inspection they vary slightly – or the years they cover differ – for example *Pest Control Services Market 2016-2026* and then *Global Pest Control Services Market 2017-2021*.

One report or many?

Having collated all the releases, the thought occurred – are these really all different reports from different companies? A few phone calls later, all is revealed – frequently they are actually the same report. What is happening is a flourishing market of report resellers with each new reseller issuing a new press release promoting the same report!

In truth there are a small number of market research companies generating the information – examples being Azoth Analytics and Future Market Insights. From our research most have a London office, a USA one and headquarters in India. In conversation with Hari Tiwari, the global head of sales for Future Market Insights, the company employs over 450 analysts, mostly business school trained, who do the original work.

To put pest control into perspective, a spokesman from the Dublin office of Research and Markets explained they had on their books between 1.2 and 1.5 million reports! These cover virtually every conceivable subject and are produced by around 1,700 different organisations ranging from large companies to one-man bands.

Sector-specific information

Also recently received have been press releases on sector-specific topics – insecticides, rodenticides and fly killing products. A telling observation is that the relative position of the servicing companies always features highly in these. This begs the question: Are the purchasers, of such reports actually financial analysts working on behalf of venture capitalists? In days gone by the buyers would have been the multinational product manufacturers.

For those contemplating the purchase of such reports (they aren't cheap – \$5,000 being an average price for individual use), care is needed. What you are purchasing is market information – rather than market intelligence which comes from hands-on experience of working in the market, a subtle difference! A better use of the funds might be to employ a consultant who actually knows the market!

One common thread

Readers might be wondering where this article is going? Encouragingly a common thread emerges from the reports. Without exception they predict a compound annual growth rate for the global pest control servicing market of over 5%.

All identify that the growing infestation of pests in public places and homes, improvement in technology and stricter legislation has resulted in higher demand for pest control services globally.

A key factor in this growth has been the increasingly global food & hospitality industries, as well as stricter laws and regulations aimed at maintaining hygiene and safety from pests, particularly in developed countries.

Added to this is the growing demand for pest control services among the rising middle class populations in developing countries. Asia Pacific is set to grow the fastest, mainly driven by increased demand in India and China, where stricter measures for eradication of deadly pests is predicted to drive the pest control services market.

Your chance to participate

Rather than relying on market data, there is no better way for you to express your views on what is really happening in the UK professional pest control market. Please take part in this year's National UK Pest Management Survey (see page 9) and let your feelings be known.

100mm x 4 pack
£200^{+vat}

STOP PRESS
extended offer
through
March

**Ratwall available
in 100 & 150mm
diameters**

- Unique installation with compression & friction fit
- Can be installed at ground level using installation pole
- External hinge means no loss of flow and stops device disappearing into drainage line
- Can be used in outlet and inlet positions (configured to outlet)

Purchase from Edialux on **0800 0851 451**
or info@edialux.co.uk

Available now from
EDIALUX
PROFESSIONAL PRODUCTS

Innovation for Construction
Ratwall

**NO PROBLEM
IS TOO BIG...**



**IF YOU USE
A LETHAL COMBINATION**

**PROTECT SENSATION®
2 IN 1 RODENTICIDE BAIT**

Active ingredient: 0.005 % w/w (0.05 g/kg) bromadiolone

Introducing the new patented bait concept developed by rodenticide innovators, Bábolna Bio. The unique 2 in 1 rodenticide bait combines the attractiveness of fresh bait with the security of a wax block. In this way Protect Sensation® increases consumption without the risk of bait being carried off. It's a very efficient and handy weapon to have in your armoury. Find out more at www.babolna-bio.com

BÁBOLNA BIO Ltd. 1107 Budapest, Szállás u. 6., Hungary
Phone: +36 1 432 0400 E-mail: info@babolna-bio.com

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



PATENT NO.:
EP 2806735
US 9314016 B2
AU 2012367809

Bábolna Bio

Mood of the industry

Online questionnaires for the seventh annual National UK Pest Management Survey will be dropping into the mailboxes of pest professionals week commencing 6 March. Associate editor Helen Riby explains why it's so important that as many pest professionals as possible find the time to take part.

Every year since 2011 when we launched our annual 'Mood of the Industry' survey, there has been comment about the uncertainties facing the general economy and the likely impact of these on the mood of pest professionals.

Throughout that time we have found that, overall, pest professionals have been a pretty resilient bunch. For example, as local authority units have been forced to scale back we have seen many individuals, previously in local government, establish their own successful businesses.

If anything 2017 has kicked off with even bigger clouds on the horizon. Predicting what's in store for pest management over the short and medium term will be more difficult than ever. What will Brexit mean for professional pest control? What surprises does the Trump presidency have in store? What impact is rodenticide stewardship having now that it is finally with us? This is why we need all of you who receive the invitation, to take part in the 2017 survey.

Not everyone gets the invitation

Consultants, manufacturers and distributors are deliberately excluded. We often get to hear what these groups think. This invitation only goes to **Pest** readers who are either self-employed, or owners, managers, technicians or field biologists in private pest

control companies, or local authority pest control units.

For those who haven't taken part before we don't ask any difficult or trick questions. All the information you provide is treated as confidential and no comments are attributed to individuals, so you can go ahead and say what you really think. The questions ask about your pest control activities in the previous 12 months, for example how much of your time is spent on which pests and where your pest control activities take place. It then goes on to ask about the prospects for pest control in the immediate future and over the next five years. We also ask about the outside factors that influence your pest control activities the most.

Don't worry if you don't receive the email, or can't find it, as long as you are a UK-based pest professional working at the sharp end of pest management you can still take part. Go to www.pestmagazine.co.uk/en/2017-survey and follow the link. The aggregated results are made freely available to all pest professionals and will be featured in a summer issue of **Pest**.



- Don't miss the chance to let your views be known.
- The more people who participate, the more reliable the findings.
- Please take part this year.



ServSuite™

SERVSUITE™

YOUR ALL-IN-ONE SOFTWARE SOLUTION

SEE YOU
AT PESTEX
BOOTH
NUMBER 31



- Marketing Solutions
- Office Automation
- Mobile Apps
- GPS Vehicle Tracking
- Scheduling & Routing
- Online Payments
- Visual Mapping
- ...and Many More!

Call 020 8816 7164
globalsales@servsuite.net
www.PestControlSoftware.co.uk



ServicePro™

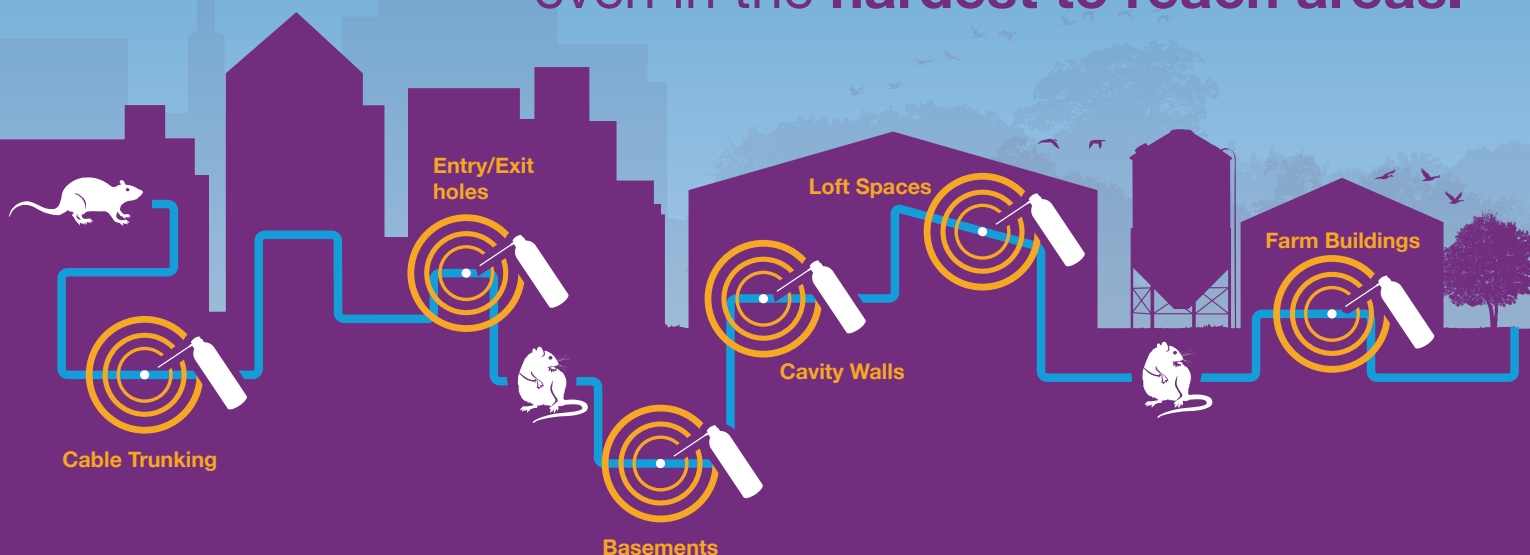
Visit the
Pest Solutions Team
at PestEx 2017

Stand
88



Expand your rodent control...

even in the **hardest to reach areas.**



Innovative rodenticide. All new formulation.



Racumin® Foam is an innovative, non-bait rodenticide from Bayer. Applied in known rodent runways, the foam sticks to the rodent's coat and is ingested through grooming.

- ☑ Quick and easy to apply; ready to use product
- ☑ Tackles palatability and bait shyness issues
- ☑ Can be placed in areas where traditional baiting methods are not possible



Racumin® FOAM

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. PAY ATTENTION TO THE RISK INDICATIONS AND FOLLOW THE SAFETY PRECAUTIONS ON THE LABEL. For further product information including warning phrases and symbols refer to product label or www.environmentalscience.bayer.co.uk. Racumin® contains 0.4% w/w coumatetralyl. BPR:UK-2014-0860, IE/BPA 70160. Racumin® Foam is a registered trademark of Bayer CropScience Ltd. © Copyright of Bayer 2016. Bayer CropScience Ltd, 230 Cambridge Science Park, Milton Road, Cambridge CB4 0WB Tel: 00800 1214 9451 Email: pestsolutions@bayer.com www.environmentalscience.bayer.co.uk

Image of can for illustration purposes only, the design of the can is subject to change.

Search begins for 2017 best new product

best
product
award
2017
pest

The search is on to find the product that **Pest** readers will crown the best new product when they vote this autumn. Yes, nominations are now been accepted. So what's impressed you so far? Do let us know.

Calling all readers. It's time to start thinking about which products you want to nominate for the **Pest** Best Product Award 2017.

Products launched between 1 January 2016 and 31 August 2017 are eligible, so there is plenty of time to make your nominations. But, don't forget, you can nominate as many products as you like, so don't hold back. If something better comes along later in the year you can simply nominate that as well.

What we are looking for is the product that you feel has made the most improvement to your working life and/or working practices as a pest professional.

Pest associate editor, Helen Riby, commented: "Now in its eighth year, we have had some truly fantastic winners in previous years. In 2016 there was something of a bird theme with first and third place going to bird management products. You can read more about the Agrilaser Autonomic, the winner in 2016, on pages 12 & 13 in this issue.

For the 2017 award, any product introduced commercially during the qualifying period of 1 January 2016 up to 31 August 2017, can be put forward, with one exception. Products which achieved a first, second or third place in last year's award cannot be nominated for a second time. So for 2017 that means **you cannot nominate** Agrilaser Autonomic, nor Aura Black and SX Dotz from Pelsis, nor Defender Post & Wire system from Jones and Sons.

"Don't worry if you're unsure about exactly when your favourites were introduced. We'll double check that for you," adds Helen.

Pest readers are in the driving seat. You nominate the products (if you don't want to deface your copy of the magazine, photocopy the form or go online to www.pestmagazine.co.uk/en/nominate) We'll then produce a shortlist and invite you to vote for the product you feel is the most innovative.

The winners will be announced at PestTech in November.



2016 winners, PestFix, for Agrilaser Autonomic

Timetable

- **27 February 2017**
– **Pest** Best Product Award 2017 launched;
- **27 February to 8 September 2017** – **Pest** readers nominate products;
- **11 September 2017**
– product shortlist drawn-up;
- **11 September to 10 November 2017** – readers vote to find the winner;
- **13 November 2017**
– votes counted;
- **15 November 2017** – winners announced at PestTech.

Nomination form

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

1

2

3

4

5

Name:

Organisation:

Tel:

Email:

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

All the rules are at: www.pestmagazine.co.uk/en/bpa-rules

best
product
award
2017
pest

Laser guidance on PestFix training day

The Agrilaser Autonomic was voted by **Pest** readers as the winner of the Best Product Award 2016. Obviously a favoured product with professional users, **Pest** editor, Frances McKim, went along to a recent one-day training course organised by the product's distributors, PestFix, to learn more about this popular, but pricey, piece of kit.



Opening the day's proceedings, PestFix director, Matt England explained that over the two years PestFix has been distributing the products in the UK: "What started as a trickle has now turned into a flow as the Agrilaser Autonomic has become better known. Our objective now is to train as many people as possible, so they too can go out and install for themselves this unique piece of kit."

This stated objective seemed to go down well with the nine other delegates assembled at the Holiday Inn just outside Birmingham in mid February. All were keen to learn more – to become familiar with the safety requirements, the suitability of problem bird sites, how to set-up and use the kit and, most importantly, how they could profitably include it in their pest control activities. All these points Matt handled in a very professional, yet friendly, manner, fielding numerous questions as the day went along, but also allowing adequate time for each delegate to get their hands on the laser and to learn how to program it.

Suitable locations

First Matt outlined the types of location most suited to the installation of the laser – around airports, renewable energy sites, in agriculture e.g. vineyards, orchards and fish farms, at water treatment works and, perhaps the most common for pest controllers, on industrial roofs and buildings, especially prestigious ones.

Birds that flock, such as sea gulls, geese and starlings, are the most sensitive and easiest to scare, whereas solitary birds, such as

pigeons, are the hardest. In his round-up of problem areas, some pictures of gull guano build-up were shown which quite shocked even the experts present.

Unique benefits

Whilst the laser approach does offer several unique benefits, such as long range, silent, immediate results, none habituation and animal friendly, Matt is the first to admit it's not a 'one size fits all' solution to every bird dispersal problem. As is often the case, an integrated approach, within which the laser would form a significant part, is often the best solution.

In use, the laser has to comply with all safety standards. This means there are some situations where birds are an issue yet its deployment would not be appropriate. These include on airfields, in areas frequented by pedestrians, around residential buildings, especially those with lots of windows, or around water, where reflective light would be an issue. Choosing the right model is essential to generate a laser projection with sufficient contrast for effective bird dispersal. Another thing to consider, if organising a demonstration on a clear sunny day is that the beam will not be seen at its brightest.

Safety is certainly something to take seriously, especially when Matt reminded us what Laser stands for – Light Amplification by the Stimulated Emission of Radiation. So no toy here. Lasers are classified by class, ranging from laser pointers (class 1) right up to class 4 for metal cutting gear.

Agrilaser re-classified

Recently, the entire Agrilaser product range, as manufactured by the Dutch Bird Control Group, has been re-classified from laser class 2m to laser class 3b. This includes the two smaller hand-held models in the range. With this comes the benefit of more powerful laser products which will increase the range and effectiveness of the lasers on light absorbing surfaces and in bright sunlight. However, it also brings with it stringent safety precautions. PestFix can advise on risk assessments and safety precautions such as warning signs and systems to shut down the laser before entering the controlled area.

Having explained the constraints on use, Matt covered site surveying and installation. One very helpful tip when dealing with any slightly unsure customer was to lend them one of the hand-held models for them to trial – the benefits of using a laser to disperse birds would soon become apparent.

Depending on ambient light conditions, the laser beam has a maximum range from 1,000 metres up to 2,500 metres. It is vital to take into consideration bird behaviour which varies between seasons and also between day or night roosting species.



Matt England (right) points out the controls to Dave Brake from Powmatic and Ray Fretwell of Falcon Environmental



Tim Eden of Somerset-based Birdteq has a go at programming the path of the laser beam under Matt's watchful eye

The Agrilaser Autonomic can be powered by either mains electricity, battery or solar power. Once erected the machine is programmable from your own laptop.

There are 16 different patterns which can be programmed with up to 100 way points within each – these are set-up to direct the laser beam around the target area and control the on/off timing.

The Agrilaser Autonomic itself isn't cheap,

but for those who don't wish to purchase one immediately Matt explained: "We can also arrange a lease package, so users can 'try before they buy'. Part of these fees can then be credited towards the purchase price if the unit is subsequently bought."

The day, which counts for 12 PROMPT CPD points, was rounded-off by a short 15 question multiple choice exam.

Certainly, if pest controllers are seriously considering adding Agrilaser technology to their bird deterrence armoury, a PestFix training day would be well worth attending. Further courses are planned around the country.



The day concluded with a multiple choice exam worth 12 CPD points



Pest editor France McKim dons the safety glasses and tries out the handheld laser

Tip of the bird iceberg

A news story appeared on the BBC News website on 17 February 2017 stating that the amount spent on ridding streets of pigeons and gulls by local authorities had almost doubled in the past three years.

About two-thirds of England's councils responded to a BBC Freedom of Information request on bird control. In the news story the BBC said that the council responses revealed the amount spent rose from £452,000 in 2013/14 to £830,000 in 2015/16. Scottish councils spent £950,000 over the past three years compared with £43,000 in Wales and £9,519 in Northern Ireland.

Big spenders

The biggest spender on bird control in the period 2013 to 2016 was the London Borough of Southwark at £393,000, with Stoke-on-Trent City Council the biggest spender outside London at £75,000. The money was spent on activities ranging from pigeon-proofing buildings to clearing up guano and removing dead birds.

However, readers of **Pest** magazine will know that councils are not legally bound to manage birds and that, as a whole, far more bird management work would be done, anything up to ten times as much, via facilities management companies and bird control contractors. Moral of the story – don't take everything at face value – even if it is from the BBC!

Sizewell A gets the laser treatment



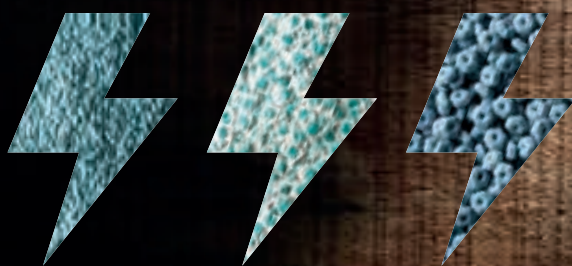
Matt England (left) of PestFix programming the laser alongside Ian Parkinson, service and operations manager from Abate

Sites such as nuclear power stations are ideal for the installation of an Agrilaser Autonomic, a conclusion Norfolk-based Abate Pest Management Services recently came to. Situated next to the sea and away from ground predators, Sizewell A offers an ideal spot for gulls and pigeons to nest and roost. To prevent a build-up of guano, staff were continually having to work at height to keep the areas clean and to prevent nesting material from blocking drains.

Working with Actavo, the building contractors for the site, an Agrilaser Autonomic was installed by Abate. This now scans across 16 roofs keeping the birds at bay. What's more it can be remotely controlled from the power station.



Storm[®]. Powerful, fast and effective.



Mini bits

Pasta

Secure



Available in Secure and two new formulations, Pasta and Mini bits.

- The most potent rat killer
- For use around as well as inside buildings
- Effective even against resistant strains
- Palatable formulations for every need

www.pestcontrol.basf.co.uk

 **BASF**
We create chemistry

Storm[®] contains flocoumafen. Storm[®] is a registered trademark of BASF. Use biocides safely. Always read the label and production information before use.

A lure to take the biscuit



Dr John Simmons

Dr John Simmons is managing director of Acheta consulting, independent pest control auditors in the food, pharmaceutical and allied sectors and a member of the **Pest** Technical Advisory Board. He has been testing a new lure for biscuit beetle, *Stegobium paniceum*, and he's impressed. In this exclusive article he explains why.

Biscuit beetles (*Stegobium paniceum*) are one of the most common species of stored product insect pest encountered in the global food industry. Their food preferences are wide ranging, encompassing cereal-based foods such as dry dough, dry pet food, soup powders, breakfast cereals and (unsurprisingly) biscuits.

The common name used for this species in much of the world, the drugstore beetle, highlights that it is a species that will devour most materials of plant origin, including such toxic plant materials as strychnine. Their wide-ranging taste in dried plant matter also makes them a potentially highly destructive pest in museum and herbarium collections.

Biscuit beetles are excellent flyers, even at relatively low temperatures. They are closely related to, and look very like, the woodworm beetle (*Anobium punctatum*) and, like that species, both adult and larvae have well developed mouthparts.

As a result, they are excellent penetrators of food packaging



A biscuit beetle infested dog biscuit

materials, including paper, plastic films and foils. For the scientists amongst you, biscuit beetles harbour symbiotic yeasts that produce B vitamins. These yeasts are deposited on the eggs as they pass through the oviduct of the female beetle and are consumed by the larvae during egg hatch. These yeasts enable the larvae to feed and survive on foods of poor nutritional quality.

In short, this is a highly adaptable species, which is found widely in commercial, industrial, leisure and residential environments. In the food industry, it is found right through the supply chain.

Pheromone attractants

Like many stored product insect species with a short-lived adult stage, the female biscuit beetle produces a pheromone to attract males.

Unlike the storage moth sex pheromones, this pheromone, stegobinone (2,3-dihydro-2,3,5-trimethyl-6-(1-methyl-2-oxobutyl)-4H-pyran-4

– one for the scientists) has a

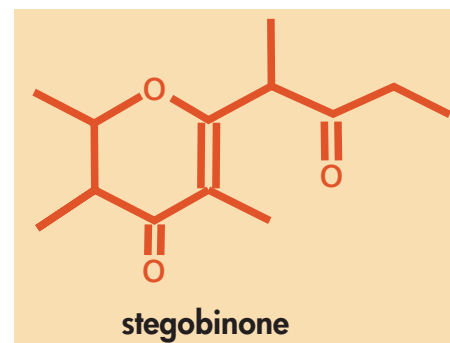
complex structure and, conversations I have had with those who know much more about such matters than me, indicate that it has proved very difficult to synthesise in sufficient quantity to be used for commercial monitoring purposes.

There are a small number of commercially available 'pheromone' lures on the market which specifically target biscuit beetles.

It is generally unclear from the manufacturers' literature exactly what the attractant is. The feedback we have had from our contacts in the museums sector is that these lures are not very effective and that they are very much in need of a good reliable lure and trapping option for *Stegobium*.

Japanese solution?

In 2014 I attended the *Fumigants and Pheromones Conference* in Krakow, at which a speaker from the Fuji Flavour Company (part of the Japan Tobacco conglomerate) introduced their Hiresis trap and



lure, targeting biscuit beetles.

This contains a 'pheromone mimic'. I was dubious, but interested. Having subsequently obtained some free samples, they sat in my drawer for a year. I then resolved to do a proper trial using some fresh stocks, so picked up a number of lures when I met with the Fuji representative at the *Fumigants and Pheromones Conference* in Adelaide earlier this year. (We do work when we go to these events you know!)

The Hiresis lure is designed to be used with a purpose designed trap. However, this trap is of cardboard construction and, from a food industry viewpoint, this is probably not the best design of trap to use. I therefore decided to use the lure in conjunction with a Demi-Diamond trap containing the glue-pad used for crawling insect monitoring.

This trap is certainly acceptable in the food industry and it is easily suspended; an important consideration for this good flyer.

To test the efficacy of these lures we set up trials at three sites that we know to have *Stegobium* present. Traps were sited in pairs, with one of each pair containing the lure, the other without. Pairs were hung at between 10 and 15 locations in each site.

- Site one: a large bread bakery;
- Site two: a large animal feed plant;
- Site three: a nationally important herbarium collection.

Traps were maintained in position for between four and six weeks, collected and the catch counted. The results are shown in the graphs on the right.

An effective combination

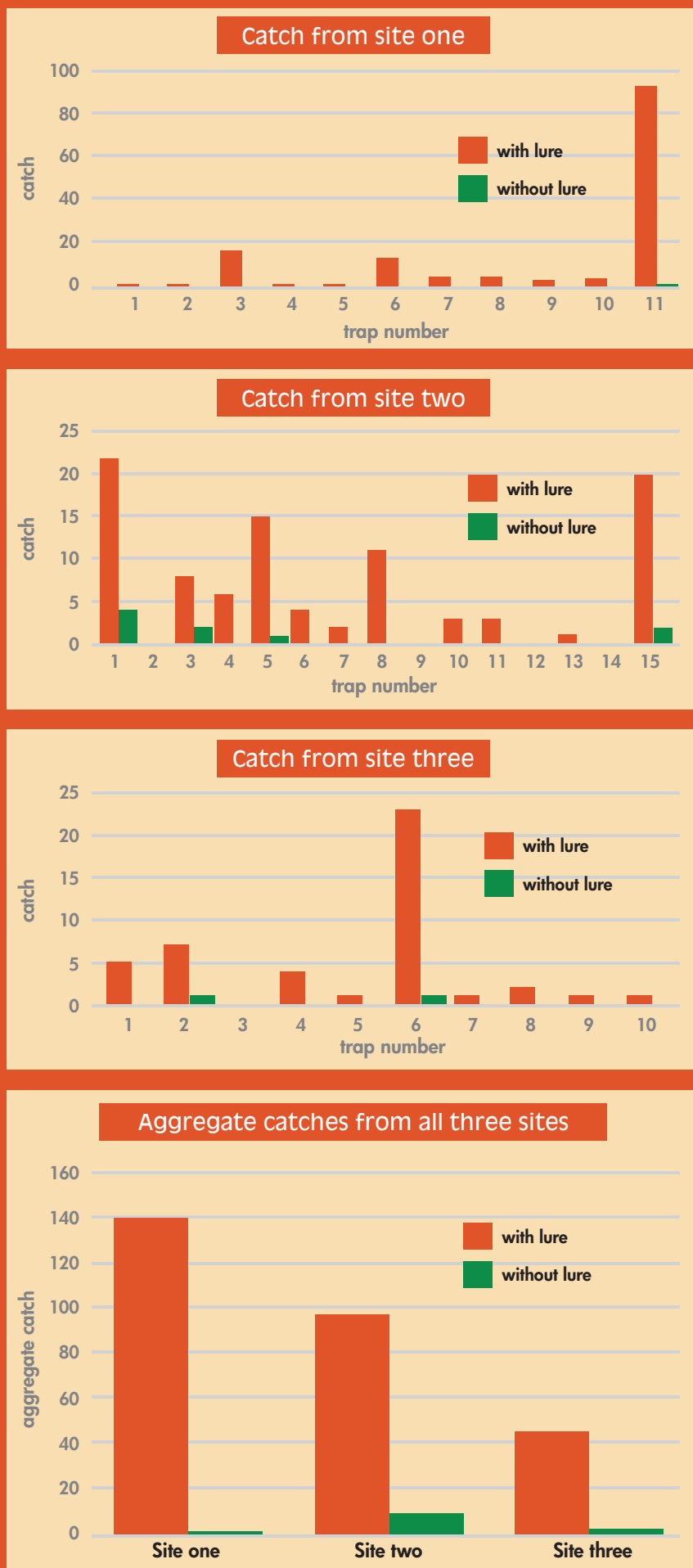
It is only too obvious that this is an effective lure and trap combination.

There was however a slight inconsistency with the performance of the traps without lure in site two. These traps actually caught a small, but still significant number of beetles. Why was this?

When setting up these trials the intention was that the traps within each pair should have been hung a metre or so apart, so there was no chance of the pheromone attracting beetles to the trap without the lure. This was done at sites one and three but, at site two, we suffered a breakdown in communication. The paired traps were hung close together. I suspect that some traps without lures caught beetles that were attracted by the traps with the lures.

Practical uses

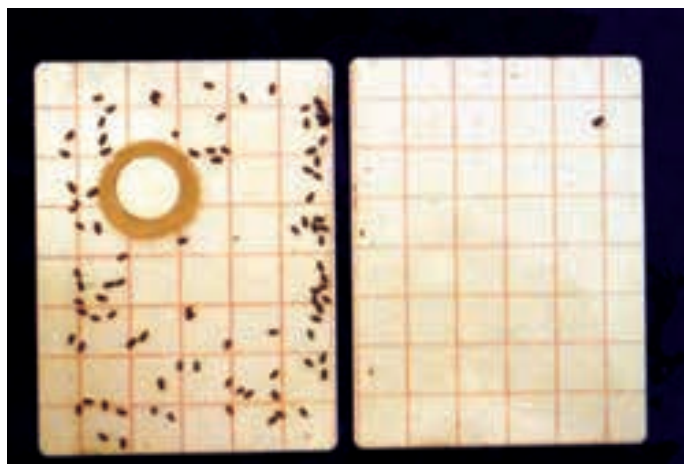
From a practical viewpoint, what use are



these lures? We know that biscuit beetles are very common in the food industry and are often found in significant numbers in the catch of fly control units. Finding the source of infestation however can be very difficult.

The photo below shows trap pair 11 from site one. This location was just outside a bread cooler. It very clearly highlights this plant as a hotspot of activity and one that had been missed during plant shutdown inspections specifically for stored product insect activity.

In food manufacturing sites, infestation is often buried in old food residues deep within process equipment, or on awkward to reach parts of the building fabric. In heritage collections, they may be



The above results from trap pair 11 at site one show just how effective the new lure is

hidden away amongst specimens in closed cabinets and drawers.

Biscuit beetles are extremely destructive and, like the storage moths, are a common source of consumer complaints. Monitoring of storage moths, using a synthetic analogue of the sex pheromone of those species, is common practice within the food industry on a global basis. With a tool now available that is known to be effective for monitoring *Stegobium*, there is no reason why a monitoring programme cannot be a feature of those sites known to have, or be vulnerable to, infestation by this species.

At this time, the lure is not commercially available from any European distributor and must be imported from Japan. It is suspected that, with the publication of this article, this will be a situation that will soon change.



John Simmons used the Demi-Diamond trap which is more suited to the food industry than a cardboard trap

Know your beetles

Both *Stegobium paniceum* and *Anobium punctatum* belong to the family group Teredilia, which is split into Bostrychidae (powder post beetle), Anobiidae (woodworm), and Ptinidae (spider beetle).

The larvae of the Teredilia are all eumeric (segmented), eucephal (with head capsule) oligopod (with three pairs of legs) and scarabaeoid (with a curved body). They are adapted to a life in a solid tissue like wood, seeds or other dry vegetable tissues. *Anobium* and *Stegobium* larvae are very similar, but *Anobium punctatum* tunnels only in wood and *Stegobium paniceum* only in dry stored products of vegetable or animal origin.



© Dr Reiner Pospischil



© Dr Reiner Pospischil

Anobium punctatum, the woodworm beetle



© Dr Reiner Pospischil

Stegobium paniceum, the biscuit beetle

AWARD WINNING DEFENDER BIRDTM SOLAR PANEL SPIKES



Doesn't Touch the Solar Panel!
Doesn't Invalidate the Panel's Warranty!

Best Stand
In Show
PPC^{LIVE}
2016

Comes ready
assembled and
delivered with the
metal posts inserted.

Available ready
assembled in 4 heights -
150, 125, 100 and 75 mm.

Along the base of the spike are
8 breakable sections that can
be simply snapped apart with your
fingers. Allowing the spike to be
easily shortened to various lengths.

Position anti-topple stabilisers pointing
under the panel, so that birds can't push past.

A completely free standing strip that does not
touch the solar panel, therefore there is no
chance of invalidating the panel's warranty.
Simply sticks down with neutral cure silicone.

**SPRING
PROMO!**
Valid Until **30TH JUNE 2017**

ALL SOLAR PANEL STRIPS
REDUCED
FROM £3.80
NOW ONLY £2.80
Valid Until **30TH JUNE 2017**
Not valid with any other offer.

Call us for more information and free samples!

Tel: 01626 835055 **Email:** trade@jonesandson.co.uk

Searching for the unseen

David K Mueller is president of Insects Limited in the USA, a company he has built from scratch over the past 35 years. The company develops, manufactures and distributes top quality pheromones and trapping systems for stored product insects pests. In this article, originally published in the company's *Fumigants & Pheromones* newsletter, Dave shares his thoughts on what to look out for when it comes to insect pests.



Dave Mueller of Insects Limited

Insects are a symptom of a condition. If you offer them the ideal temperature, food, and harbourage they will thrive – reproducing hundreds of offspring in four to six weeks. If you take one of those conditions away, you may still have insect pests but they may not thrive. If you take all of these ideal conditions away, they will die or go away. That is pest management in its purest sense.

We as humans often have a hard time imagining what an ideal condition is for a tiny beetle or moth. But in fact it is somewhat the same: sex, food, harbourage and moderate temperatures.

The food source can be as little as a dusty surface where flour beetles graze like cattle on grass, or it can be spoiled food trapped in a drainage pipe where fruit flies are reproducing at a rate of hundreds a week.

Temperature: is the one factor that can accelerate insect growth and development. For every 10°C you get a doubling of respiration and activity. So from 10°C to 20°C to 30°C to 35°C you get a 16 fold increase in insect activity. Like insects, humans become stressed in hot weather. Place an insect in your hand for a few minutes. Watch it increase in activity as it warms up. This stressed activity can help the pest manager increase mortality faster with less insecticide or fumigant.

Harbourage: Insects can live outside and inside. Native populations of Indian meal moths are an example of how this public enemy number one can contaminate a grain bin, a food or seed warehouse with the doors open while loading trucks, or fly into your garage to infest your stored bird seed or pet food. If you want to find out if you have outdoor pest insects, place a pheromone trap in a tree, or on a fence line, and check it for yourself. Sometimes it's not what you see, it's what you don't see.

As you perform your job of lowering customer complaints, start looking at things differently. For example, what if you check a pheromone trap and it is empty. What does that mean? Are there no pest insects in this area? Or does it mean that the insects that the pheromone trap is targeting are present but not flying yet.

Pest managers create dozens of small oases under outdoor rodent bait stations and can't see them. Moisture and organic debris seep under these bait stations and attract a multitude of miscellaneous insects and arthropods. Look under a bait station and see for yourself. These oases can be eliminated by simply moving the traps a foot or so away from the environment that they are thriving under. This is especially true in the hot summer months if moisture is scarce.

Poor record keeping: So often I see that the technician has written a check on a pheromone trap that states: 0-4, 5-9 or 10 or more. Really! I was in a multi-million-dollar court case where this type of poor record keeping was used. The warehouse was said to be 20°C in Texas (year around). The pheromone traps were capturing beetles. In some areas ten or more per week

"Pest management is not just what you see but also what you don't see!"

per trap. During the court proceedings I asked the question of what does ten or more mean? They couldn't answer. Was it 11 or was it a 1,000? They lost the case. It is what you don't see that is important. I recommend removing the captured insects every week and don't write on the trap anything except the date the pheromone lures were placed.

Finally, practice this when you drive your car down the highway. When the temperatures are above 18°C to 21°C the insects hit the windscreen and when it is lower, they are not flying. So when you hit a 'bug' on your windscreen, think pest management and how the insects are becoming active in your facilities and homes.

One of my favourite days of the year is when I see my first insect hitting the windscreen. I shout for joy because we start to be busy again!!

As you walk into a room, with no preconceived idea of what type of pest issue exists, it is important to train yourself to look for the unseen

Does the building have positive or negative pressure?

Does the roof ever leak?

Is the temperature warm and moist or cool and dry?

What's the temperature in all sections of this warehouse in the winter months?

Are the lights on or off?

Are there trails in the dust or no trails?

Why are the pheromone traps empty?

Are there spider webs or no spider webs?



pelsis

**COME AND SEE US AT
PESTEX 2017!**

**22nd-23rd
March 2017**

Excel, London

Stand 44

**VISIT OUR STAND TO SEE OUR
NEW PRODUCTS, NEW CATALOGUE
AND MUCH MORE!**

 **EDIALUX**
PROFESSIONAL PRODUCTS

**NEW
CATALOGUE!**



**NEW
PRODUCTS!**

NETWORK



**LEADING
BRANDS!**

INSECT-O-CUTOR®



It's that time again

In this seven page preview we bring you the detailed PestEx 2017 exhibition plan, a full listing of the organisations exhibiting and the complete seminar timetable. There's also an introduction to some of the PestEx first time exhibitors together with all the practical details of where, when and how to get to the event.

We kick off, however, with a review, by **Pest** editor, Frances McKim, of the journey PestEx has been on. She tracks its development from relatively humble beginnings to today's international event but concludes with a note of caution for the future.



Congratulations go to the organising team at the British Pest Control Association (BPCA) for building up this event. From its somewhat humble origins in 1995, the show has grown and grown. Back then when the very first PestEx was held at the Novotel in Hammersmith, it was basically an add-on to the BPCA conference.

Now, with over 100 exhibition stands booked into the 2017 event it really does live up to its reputation as the largest professional pest management trade show in Europe.

An interesting comparison lies with PestWorld, the similar event, held annually in the USA and also organised by the main trade association – the National Pest Management Association (NPMA). Servicing a far larger target home market, the American event hosts only around one-third more exhibitors, although several of the stands there are truly massive. Historically, PestWorld has been the prime international showcase for products, but increasingly PestEx attracts senior managers from US companies keen to gain a 'snapshot' of what's happening in the European market. So, watch-out PestWorld, PestEx is now not far behind.

Fortuitously for BPCA, this bumper PestEx coincides with the association's 75th anniversary. To mark this milestone, an informal celebratory dinner is to be held on the middle night (22 March) of the exhibition at the futuristic venue of the East Wintergardens at Canary Wharf. At the event, BPCA will be hosting the inaugural British Pest Management Awards (BPMAs) and presenting the prizes to the worthy winners.

This is all good news for BPCA. Not only does the association enhance its reputation as an industry leader in the UK, the far from insignificant financial rewards should not be overlooked – all funds



PestEx 2017: Where, when and how?

Where?	When?	How?
The prestigious ExCeL exhibition centre, Royal Victoria Dock, London E16 1XL	The event takes place over two days 22 and 23 March 2017. Opening times are: 09.00 – 17.00 on Wednesday 22 March and 09.00 – 16.00 on Thursday 23 March Entrance is free. You can register in advance via the PestEx website	By car there's plenty of parking, although it's not cheap. For SatNav use E16 1XL For the Docklands Light Railway (DLR) use either Royal Victoria or Prince Regent stations (both a bit of a walk) as Custom House for ExCeL will be closed. By air, London City airport is a short taxi ride away.

available for furthering the cause. A quick glance at the NPMA accounts, for example, reveals that their exhibition provides over one-third of their annual income.

Wide range of exhibitors

It's always fascinating running your eye over the participating exhibitors. As to be expected there are those key players we all know and love – both manufacturers and also distributors – who justifiably appear at such events. Frequently new products are held back so as to be revealed on their stands. For example Bayer is launching a new first generation rodenticide product and, from Hungary, Bábolna Bio will have their new combination rodenticide, Protect Sensation. **Pest** is also aware of at least two further companies with product launch plans all in place, save the final regulatory approval. But watch-out for the increasing number of exhibitors who offer either pesticide free products, or who supply services – they don't need to reveal their hand until the very day.

There is always a turnover of companies exhibiting at PestEx. Some come one year, never to be seen again, and are in effect replaced by a selection of first-timers dipping their toe in the UK, or we should really say European, water. A quick glance shows nearly 30 companies exhibiting at PestEx for the first time – see the rundown on these that **Pest** has put together on pages 24 and 25.

Some of these newbies, such as Cliverton, Inspector Pipes and LAPA Canine Search have appeared at PestTech before, but not PestEx. Some are trying the UK, or maybe more likely in their view, the European market for the first time. Many are familiar names to

those of us within the industry who attend exhibitions on the Continent, such as Biotrap, BRC, Ecotrampa, Ital Tiger and Panko.

In addition to the totally 'new boys' are those previously well-known companies in 'new clothes'. One such example this time around is Curtis Gilmour. Headquartered in the USA, the company is bringing together, under one banner, the four organisations now owned by them – B&G Sprayers, Curtis Dyna-Fog, Agrisense and Silvandersson.

Risks faced by the organisers

However, one very noticeable trend is the ever rising number of companies, approaching 10% of exhibitors, coming from the Far East – be it China, Taiwan or Singapore. The key UK-based exhibition for the crop protection industry went through a very similar trend some years ago with Chinese companies selling generic products. The end result was a virtual take-over of the exhibition space by the Chinese before it was decided a better use of resources was to build-up their own event in China. The end result was a near collapse of the UK crop protection exhibition – so be warned BPCA!

This rise of overseas exhibitors (and one must not forget the overseas visitors who now come in ever increasing numbers) is something of a two-edged sword. The event is organised by a British trade association – not a European association. Many of the loyal UK-based exhibitors aren't interested in the international aspect of the event – they want to see and influence their UK customers. Likewise, is your average pest controller, say from the likes of Manchester, Newcastle or Bristol, prepared to travel to London to be faced with an array of exhibitors from all four corners of the globe basically looking for international distributors to stock their products?

Technical and business seminars

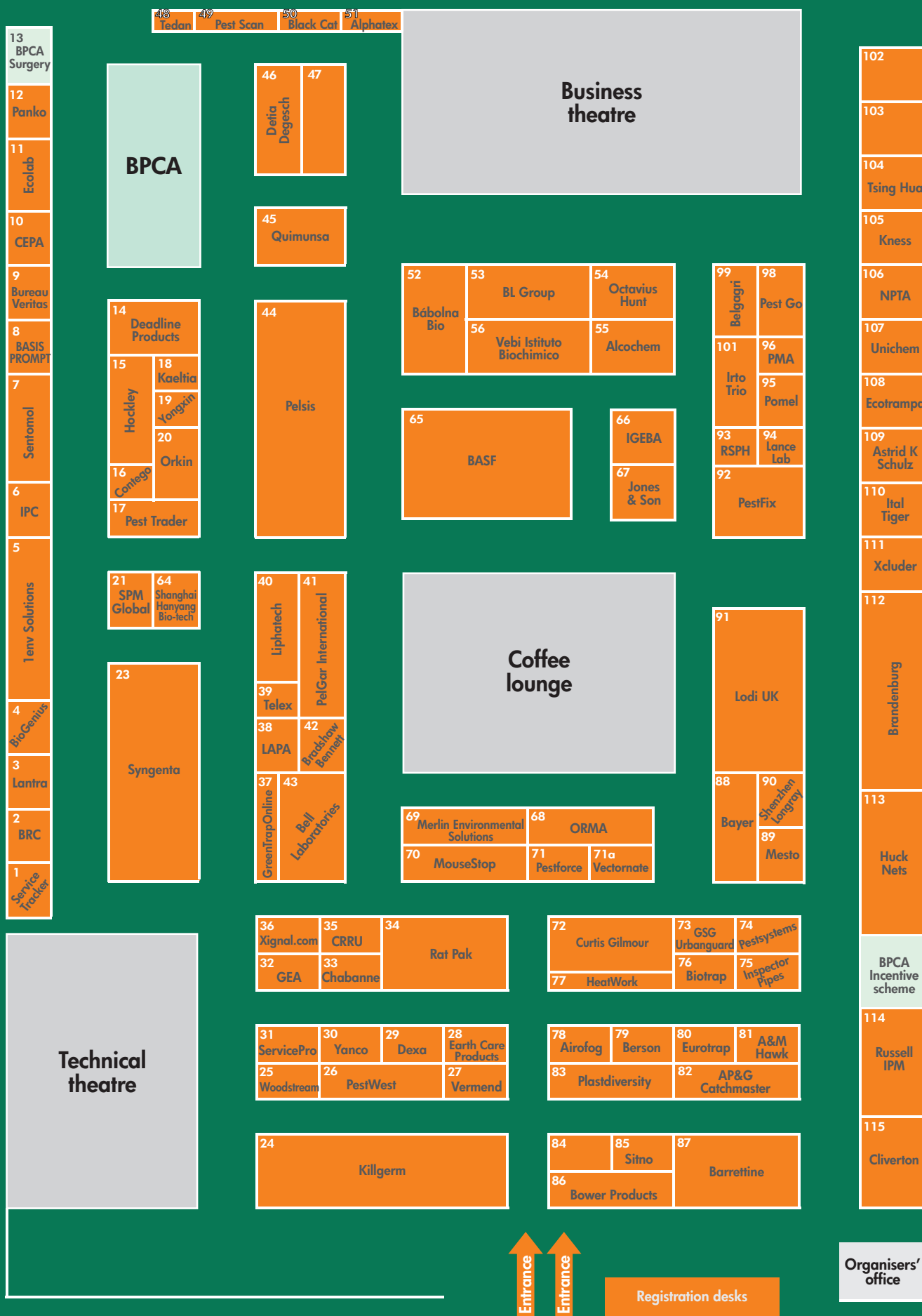
Whilst the exhibition may be getting ever more international, the seminar programme running concurrently throughout the event is clearly targeted at a UK audience. These will be held in two theatres; the first running a series of topical technical talks and the second covering more business-orientated subjects. See the programmes on pages 26 and 27.

Once again, delegates will be issued with headphones to listen to the presentations – meaning they can hear what is being said without deafening those on the surrounding stands. Places are on a first-come-first-served basis, so be there in good time for the popular sessions.



Exhibitors and their stand numbers

- | | |
|---|--|
| 5 Ienv Solutions | 3 Lantra |
| 78 Airofog Machinery | 38 LAPA Canine Search |
| 55 Alcochem Hygiene | 40 Liphatech |
| 51 Alphatex | 91 Lodi UK |
| 81 A&M Hawk UK | 69 Merlin Environmental Solutions |
| 82 AP&G Catchmaster | 89 Mesto Spritzenfabrik |
| 109 Astrid K Schulz | 70 MouseStop |
| 52 Bábolna Bio | 106 National Pest Technicians Association (NPTA) |
| 87 Barretine Environmental Health | 54 Octavius Hunt |
| 65 BASF | 20 Orkin |
| 8 BASIS PROMPT | 68 ORMA |
| 88 Bayer Environmental Science | 12 Panko |
| 99 Belgagri | 41 PelGar International |
| 43 Bell Laboratories | 44 Pelsis |
| 79 Berson (Insectron) | 71 Pestforce |
| 4 BioGenius | 98 Pest Go |
| 76 Biotrap | 17 Pest Trader |
| 53 BL Group | 26 PestWest |
| 86 Bower Products | 92 PestFix |
| 13 BPCA surgery | 49 PestScan |
| 42 Bradshaw Bennett | 74 Pestsystems |
| 112 Brandenburg | 83 Plastdiversity |
| 2 BRC | 96 Pest Management Alliance (PMA) |
| 9 Bureau Veritas | 95 Pomel |
| 10 Confederation of European Pest Control Associations (CEPA) | 45 Quimunsia |
| 33 Chabanne | 34 Rat Pak Pest Control Products |
| 115 Cliverton | 93 Royal Society for Public Health (RSPH) |
| 16 Contego | 114 Russell IPM |
| 35 Campaign for Responsible Rodenticide Use (CRRU) | 7 Sentomol |
| 72 Curtis Gilmour | 31 ServicePro |
| 14 Deadline Products | 1 ServiceTracker |
| 46 Detia Degesch | 22 Shanghai Hanyang Bio-technology |
| 29 Dexa | 90 Shenzhen Longray Technology |
| 28 Earth Care Products | 85 Sitno |
| 11 Ecolab | 21 SPM Global |
| 108 Ecotrampa | 23 Syngenta |
| 80 EuroTrap | 48 Tedan |
| 32 GEA | 39 Telex (Hong Kong) Industry |
| 37 GreenTrapOnline | 50 The Black Cat Company |
| 73 GSG Urbanguard | 104 Tsing Hua Environmental |
| 77 HeatWork | 107 Unichem |
| 15 Hockley International | 56 Vebi Istituo Biochimico |
| 113 Huck Nets (UK) | 71a Vectornate |
| 66 IGEBA | 27 Vermend |
| 75 Inspector Pipes | 25 Woodstream Europe |
| 6 International Pest Control (IPC) | 111 Xcluder |
| 101 Irto Trio | 36 Xignal.com |
| 110 Ital Tiger | 30 Yanco |
| 67 Jones & Son Pest Control Supplies | 19 Yongxin |
| 18 Kaeltia Compliance Services | |
| 24 Killgerm Chemicals | |
| 105 Kness | |
| 94 Lance Lab | |



First-timers

Here's our run down of the companies that we believe are exhibiting for the first time at PestEx this March. We hope it helps you decide which of them you should be talking to.

pestsystems

Stand 74

Pestsystems is a young bird control enterprise from Germany offering many different types of pigeon and gull spikes with accessories at, it says, great prices! The product range includes high quality proven pigeon spikes on polycarbonate strips as well as a variety of stainless steel bird spikes. Pestsystems also supplies special glue and primer to mount the bird control spikes quickly and easily.

www.pestsystems.de

LAPA Canine Search

Stand 38

At LAPA we understand that bed bugs are a growing problem and we stress the need to have a strategy before problems occur. Using trained search dogs and vetted handlers we determine where bed bugs are and, just as importantly, where they are not, getting hotel rooms back online quicker, saving your customers' money by limiting the areas infected, cutting treatment costs and lost revenue. LAPA is fully accredited by NASDU and the Bed Bug Foundation.

www.lapacaninerearch.co.uk

YONGXIN

Stand 19

Yongxin was established in 1999 and now has 17 years experience in developing, manufacturing and selling electronic flykillers (EFKs), glue and bug traps. The company says it is China's leading manufacturer with an annual output of up to 2.8 million units. Products are sold all around the world and hold certifications including CE, GS, CB, ROHS, REACH, CCC, PSE, SASO and UL.

www.philite.com

A&M Hawk UK stand 81

A&M Hawk UK specialises in flying hawks and falcons for bird dispersal. The company's working birds like nothing better than chasing away flocks of nuisance birds. Its white-label service gives all the advantages of an in-house falconry team and an additional revenue stream, without you needing to be a falconry expert. A family run business, with a large flock of working birds and a team of dedicated falconers, the company says it is committed to providing a stable and consistent service.



www.amhawk.co.uk

XCLUDER
RODENT AND PEST DEFENSE

Stand 111

Xcluder is a leading innovator and manufacturer of rodent and pest exclusion products. Xcluder offers a full range of exclusion products from the patented Fill Fabric, for filling the small holes and gaps that rodents use to enter, to rodent proof door sweeps for garages and loading dock door seals. Xcluder offers solutions suitable for both commercial and residential applications and is trusted by pest control professionals worldwide.

www.getxcluder.com

KÆLTIA
COMPLIANCE SERVICES

Stand 18

Kaeltia is a regulatory consultancy formed by experienced PhD and MSc scientists. It offers an efficient regulatory service in plant health, animal health, environmental and human health. It has a worldwide network of partners to provide clients with up-to-date knowledge in specific country legislation. Its online IT systems allow biocidal and plant protection formulators to cooperate in the preparation of registration dossiers and share the costs.

www.kaeltia.com

Tedan stand 48

Tedan is an online wholesale and retail seller of pest control products under the brand Pest Control Store. Alongside traditional products, the company offers a selection of eco products, such as sticky traps and pheromones used for selective trapping of pests. The company says it works with important research institutes specialising in the development of effective methods of pest control, as well as with major manufacturers of pheromones in Europe.

www.pestcontrolstore.eu

Pest Control Store

Inspector Pipes stand 75

The use of inspection cameras for pest control applications is increasing. Inspector pipes brings its experience in low-cost drain survey equipment to this market offering a small camera system for as little as £995 and a pole camera for under £600. Given the environment the equipment is expected to operate in, the company also offers its service and repair knowhow and a comprehensive array of spare parts available ex stock.

www.inspectorpipes.co.uk



Octavius Hunt stand 54

Octavius Hunt is a UK manufacturer of smoke generators which effectively treat pests and diseases in any enclosed area. It provides commercial and domestic public health solutions with knockdown and kill effectiveness, total area coverage and low operator exposure. With over 40 years' experience in pesticides it also offers R&D expertise for collaborative projects across a range of markets in the UK and overseas. See pages 29 to 32 in this issue for an in-depth profile of Octavius Hunt.

www.octaviushunt.co.uk



Heatwork stand 77

HeatWork is an established Norwegian manufacturer of heat treatment products. At PestEx it will introduce its new system for the extermination of bed bugs and other pests. The company says that by using the innovation of CliWi, which produces hydronic heat, high temperatures can be reached more quickly. The HeatWork concept is a green, smart and innovative heat treatment that removes pests without the use of chemicals and all with lower emissions and cost. It also improves the working atmosphere for technicians and reduces the risk of fire.



www.heatwork.com/en

Ital Tiger stand 110

Ital Tiger is a leading Ukrainian manufacturer of rodent and insect products founded in 1999. It was the first company to produce rodenticide pasta bait in the CIS countries. High quality standards and active ingredients purchased exclusively from Activa, Italy, means the company has around 65% of the rodenticide market in Eastern Europe. Indeed Ital Tiger claims to be the biggest pasta bait producer in Europe and has distributors in 14 different countries. The company is now looking to find new partners in Western Europe, the Middle East and North Africa.



www.italtiger.com/en

Contego stand 16

Contego pest control specialises in falconry response and bird proofing in urban locations. At PestEx 2017 we will be introducing our specialist sub-contracting services to other servicing companies. We have in-house teams across the country so are well placed to support and complement your business needs. We also provide account management, full digital reporting, uniformed trained staff, support and a fixed pricing structure.



www.contegoresponse.com

Signal stand 36

Signal.com offers reliable, remote rodent trap monitoring with the devices built into the rat and/or mouse trap. Signal detects the trap status: armed, unarmed or unarmed with catch and uses advanced LoRa technology that runs via your private or public network giving 24/7 reports on rodent activities to your mobile or laptop.



www.signal.com



Stand 115

Come and see us at PestEx and talk to us about your pest controller insurance needs. We've been looking after our clients for over 40 years and have a deep understanding of insuring against the business risks you are exposed to. We offer competitive premiums, market-leading products and amazing service from our team of friendly insurance experts.

www.cliverton.co.uk



Stand 30

Based in Liverpool, Yanco develops and manufactures innovative, sustainable and affordable insecticide products which help combat a range of diseases across the world. The company says that its revolutionary products include a highly effective, portable and low cost insecticide paper that kills mosquitoes and its unbreakable mosquito coils. Building on the success of the 'Rambo' brand within West Africa, Yanco continues to develop its range and also offers private label manufacturing to a global client base.

www.yanco.co.uk



Stand 29

Polish company, DEXA, manufactures high quality polypropylene rodent bait stations using what it calls a new 'deep-dark' technology which refracts the light so that rodents are not afraid to enter the boxes.

DEXA says its products are already popular in many countries including Germany, Spain, Italy, Holland, France, Russia, Chile, Peru, Lebanon, UAE, Saudi Arabia, Malaysia and Australia.

The company is also a distributor of a range of pest control equipment.

www.dexa.pl

Other first-timers

- Astrid K Schulz www.aks-schulz.de
- Biotrap www.biotrap.eu
- Ecotrampa www.ecotrampa.com
- Panko www.panko.pl
- Telex (Hong Kong) Industry www.telexpest.com
- The Black Cat Company www.theblackcat.com.sg
- Tsing Hua Environmental www.pestcontrol.com.tw

Wednesday 22 March – Seminar & Technical Programme

Business theatre		Technical theatre	
10.00	Retention versus recruitment: The costs and key factors to an engaged and productive workforce – Barry Nicol , consultant Stallard Kane	10.00	Biting the bait – Dr Matthew Davies , Killgerm Chemicals
11.00	Making the most of your BPCA Membership: A practical workshop – the BPCA staff team	11.15	Tailoring your pest control for a farming environment – Dr Kai Sievert , Syngenta Crop Protection
12.15	Pest control in the food service industry: A necessary evil or an essential service? – Andrew Archer , Dewberry Redpoint	12.30	An overview of bed bug treatment in the US: Using science to create progressive protocols – Jeff White , Bed Bug Central (USA)
13.30	Moving to the next step; taking on your first employee – Phil Halpin , BPCA Servicing Committee	14.15	Pest control and food allergy – Peter Littleton , Klenzan/Allergy Action
14.45	Adding value to your pest control contracts – Kevin Higgins , BPCA	15.30	Insecticides - the future of stewardship – Richard Moseley , Bayer Environmental Science
15.45	Customer complaints: A bug in your business? – David Quinton , Which? Trusted Trader & Alexandra Dobocan , Dispute Resolutions Ombudsman		





Expertise in the Authorization Jungle

INSECTIGIDES

REPELLENT

RODENTIGIDES

DISINFECTANTS

WOOD PROTECTION

ANALYTICS

EFFICACY

SHELF LIFE

APPLICATION TESTS

SAFETY DATA



Visit us on booth 4 at



How It works.

www.biogenius.de

Thursday 23 March – Seminar & Technical Programme

Business theatre		Technical theatre	
10.00	Attracting spiders: Improving your search ranking through SEO – Rose Judson, independent SEO & online marketing professional	10.00	Urban gulls: Keeping within the law – Jess Chappell, Royal Society for the Protection of Birds
11.00	The field biologist: More than a technician in a tie – Paul Westgate, Westgate Pest Control	11.15	Revolutionising fox snaring – Dr Mike Swan, The Game & Wildlife Conservation Trust
12.00	BREXIT: The impact on the UK pest management sector – a panel discussion featuring Julie Girling MEP	12.30	An Introduction to laser technology for bird control – Steinar Henskens, Bird Control Group
13.30	Contract Sharing Network (CSN) launch: Is this the game changer? – Ben Massey, BPCA	13.45	Invasive species: Should we run or fight? – Clive Boase, The Pest Management Consultancy
14.30	The benefits and implementation of British Standard EN16636 – CEPA certified – Natalie Bungay, BPCA & Jessica Morgan, Bureau Veritas	15.00	The UK Rodenticide Stewardship Regime: A progress report – Dr Alan Buckle, CRRU UK



Leading the way in **Global pest control**

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

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

www.pelgar.co.uk

3 ACTIVES, 7 FORMULATIONS, YOUR CHOICE.

PelGar International is trusted across the world as the **number one choice** for rodenticides. Our customers benefit from advanced research and development, excellence in manufacturing and full regulatory support.

Visit us
at **PestEx, London**
March 22-23
Stand 41



Use rodenticides safely. Always read the label and product information before use. Robax contains 0.005%w/w difenacoum. Rodex contains 0.005%w/w bromadiolone. Vertox contains 0.005%w/w brodifacoum.

NEW!



WHICH CAPTURE WOULD YOUR CUSTOMERS RATHER SEE?

HIDDEN KILL™ MOUSE TRAP



- ▶ A value-priced, quick set, hidden kill mouse trap
- ▶ Fully enclosed capture area keeps mouse hidden inside
- ▶ Stealthy design blends into surroundings
- ▶ Easy "no-touch" disposal
- ▶ Two way entry allows mice to enter from either direction
- ▶ Innovative design allows for optional corner placement



THE WORLD LEADER IN RODENT CONTROL TECHNOLOGY®

www.belllabs.com | emea@belllabs.com

Smoking them out!

Smoke generators are tools that many pest professionals only use occasionally, if at all, but is that by choice, or because they don't realise quite how useful they can be? Associate editor Helen Riby travelled to Bristol, the home of Europe's largest smoke manufacturer, to find out more.

Visiting Octavius Hunt in Redfield in the suburbs of Bristol I soon discovered that there's a lot more to smoke generators than you might think. I also heard about the fascinating history that has brought Octavius Hunt to its current day position of Europe's largest producer.

The company was established on the current site in 1870 by a Mr Octavius Hunt. The eighth son in his family – hence Octavius – he was also a keen footballer, playing in goal for an early incarnation of the Bristol Rovers. Octavius set up his company to manufacture a then pretty modern invention, matches.

From these beginnings the company developed an expertise in pyrotechnics. It was the first British company to produce sparklers, moving on to become a firework manufacturer. Today the company is Europe's biggest producer of smokes.

So what is a smoke? Technical director Nick Dale has been at Octavius Hunt for 26 years

so he was definitely the man to ask. He explained that a smoke comprises four elements: an active ingredient, a fuel source, an oxidant and an inert or bulk carrier. These four components are mixed together in precise proportions and either packed into suitable containers, sealed and labelled as smoke generators or compressed into smoke pellets.

The active ingredient is often a biocide or a pesticide (natural or man-made) but it can also be a disinfectant. Indeed the product being manufactured at the time of visiting was Fumite OPP containing 2phenylphenol, a general surface disinfectant. This particular batch was destined for Turkey for use in confectionary factories. For servicing companies with a strong food sector portfolio could the use of such smokes be an add-on service?

Products containing no active ingredient are also manufactured.

These include smoke pellets used by plumbers to check that chimneys are drawing correctly, products to detect leaks in drains and even novelty smokes generating coloured smoke for parties and the like!

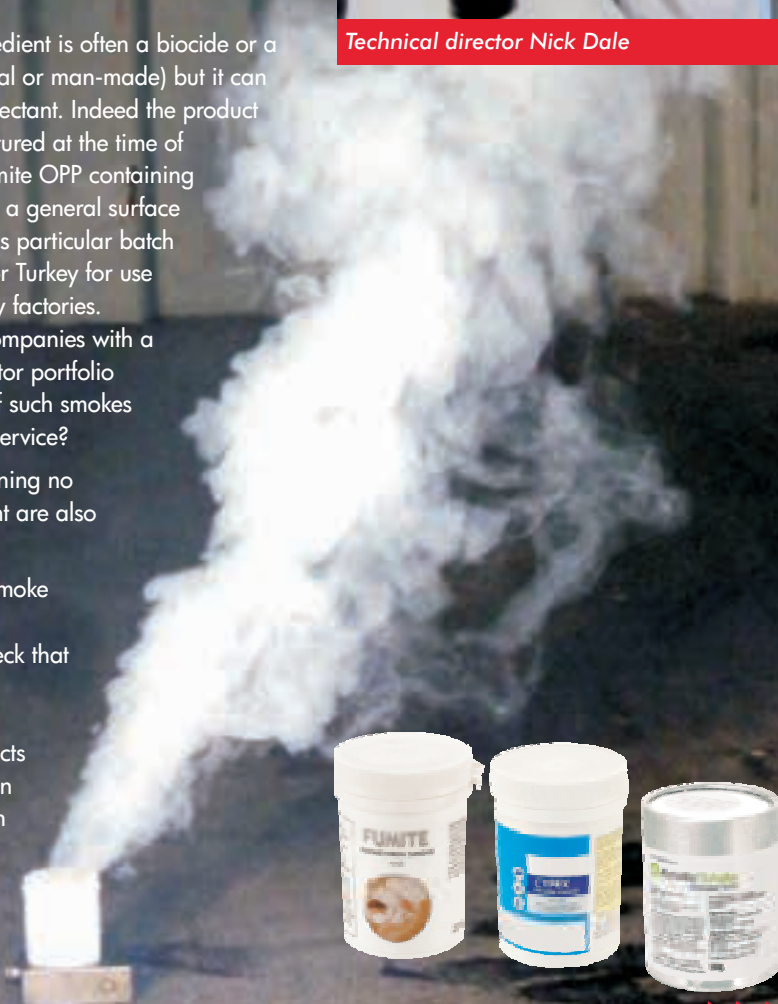
Octavius
HUNT



Technical director Nick Dale



The finished product comes off the production line



Pest control catered for

Products for the public health pest control sector include Fumite, a permethrin smoke generator and Cypex, a cypermethrin-based product. These come in a variety of sizes depending on the space to be treated. Cypermethrin smoke tablets are also manufactured with one tablet being sufficient to treat a room of 25 cubic metres. The company also contract manufactures own label products for many other businesses and lists many blue chip companies amongst its partners including the likes of Bayer, Syngenta, Pest-Stop, Certis, Elanco and Bob Martin.

As Nick commented: "Often pest controllers don't think about using a smoke but, adding it into an integrated treatment package, for example, as a first treatment to knock out heavy infestations of crawling and flying insects in domestic or industrial premises, before moving in with other treatments to deal with eggs etc, makes a lot of sense and all for very little additional cost. The addition of smokes allows a belt and braces service to be offered giving customers peace of mind.



Products containing no active substance

"Smoke products are easy to use with no special training or equipment required and smoke, unlike an aerosol spray, has a very small particle size so it gets into all the nooks and crannies in buildings and machinery. You could say it reaches the parts other pesticides can't reach!"

Where to buy

Octavius Hunt products can be purchased through an extensive distributor network. Fumite is an Octavius Hunt trademark however as the company provides an own-branding service you may already be familiar with their products under another brand. Within the UK they work with such companies as Bayer supplying the Coopex smoke generator and other brands such as Insecto, Critterkill and Pest-Stop.

A data package is currently being put together to obtain EU regulatory approval for a new mole repellent product. The product is part of a new range of natural smokes being developed under the Biofume brand. It was on display at PestWorld in the USA, where it already has EPA approval and Parasitac in Paris where it aroused a great deal of interest.

Increasingly professional pest controllers are being called in to treat grain stores for farmers. Octavius Hunt is well established in this sector as the manufacturer of the Actellic smoke generator. The active ingredient pirimiphos-methyl comes from Syngenta with Octavius Hunt providing the smoke generating technology.

The company's smoke generators are also widely used in the horticulture sector to



Managing director Seamus Butler

fumigate greenhouses and for crop storage with products to control fungal diseases as well as insect pests.

Recipe for success

The onsite laboratory not only serves as a quality control check – the company is ISO 9001 accredited with full traceability from raw material to finished product – but is also used for product development. New 'recipes' are devised here and burn tested in the pilot plant. It is the 'recipe' that is the technological heart of smoke production.

As Nick Dale explained: "It is the mixture which controls the temperature and so the rate of the burn. In some circumstances the smoke needs to disperse slowly and keep low for a longer time, for example where crawling insects are the main target. At other times, such as in a large grain silo, the smoke must disperse rapidly right up to the very top of the silo. Different 'recipes' deliver these different characteristics."

Exciting times

Seamus Butler is still the 'new boy' having joined the company as managing director in October 2016. However, you don't need to spend long with him to realise he has ambitious plans for the future development of Octavius Hunt.

The first steps have been to recruit a business development person and to rationalise the product range. Gone are the imported fireworks and paint ball product lines. The focus is now clearly on what the company manufactures at its Bristol site, namely smoke generators and pellets.

Since the arrival of Jo Scutcher as product/marketing manager in 2013 changes have also been made on the marketing front, with a new modern corporate logo and image being created, a revamped website and new literature.

Looking further ahead Seamus has significant plans for new investment in the manufacturing plant with more automation of the production process and

Where it all began - match production



Matches were manufactured at the Octavius Hunt Redfield site from 1870 until 2015. It is still known locally as 'the Match Works' and has the distinction of being the last matchmaking factory in operation in the UK.

Originally producing everyday phosphorous matches, including many famous brands as shown in the photograph above, in later years the company specialised in handmade speciality matches. These included windproof and waterproof matches supplied to the Ministry of Defence and to camping and leisure suppliers, Fusee matches for detonation and ignition purposes and Bengal Lights, novelty matches burning with a red or green flame.

The health and safety of the workforce is a priority. Production areas are zoned red, amber and green with appropriate PPE used in each zone:

- 1 Rafal Chojnacki, production manager in the 'green' zone
- 2 Jo Kolodziejczyk operating the pellet machine
- 3 Mixing is a red zone so Andy Taylor wears the full protective kit
- 4 Sally Ball operating the labelling machine in the green zone
- 5 George Dale in the quality control and development laboratory
- 6 Eniko Csiki inserts fuses – an amber zone activity
- 7 Alex Hermanska filling the containers with the smoke mix – another amber activity



increased capacity. This he sees as going hand-in-hand with the development of new international markets along with expansion into new areas within existing markets.

Brexit uncertainties

As a specialist manufacturer Octavius Hunt already exports 30% of its production. Mainland Europe is the biggest outlet and the Brexit vote is, not surprisingly, causing some concern.

As Seamus explained: "The biggest hurdle for our business is the uncertainty it is causing. We are committed to offering professional products with full regulatory approval. But what happens the day after Brexit, will our products still be approved throughout Europe? And what about those currently going through the system?"

"At the end of the day it may just mean more paperwork and with plenty of experience exporting to countries outside the EU – Australia, New Zealand, the Middle East and Africa – we are already in a better position than many other businesses."



Jo Scutcher and Seamus Butler on exhibition duty at Parasitec



Could Brexit mean more 'paperwork' for the admin team? Left, purchasing administrator, Dee Burt with sales administrator, Carol McCarthy

Developing bespoke products for particular circumstances and/or customers has become something of a speciality over the years and the company has a deserved reputation for problem solving. Historically, much of its new product development has been in response to customers asking for help. As well as continuing to respond to these requests there is now a drive to be more proactive.

A new product development (NPD) programme has already unearthed some unique smoke products. Additionally the company is now committed to a regular process of new product registration.

Seamus says "We know that by getting closer to customers and end-users and understanding what problems they face, better solutions can be found. Exhibiting at Parasitec last autumn and at PestEx this spring is all part of that drive."

Find out more about smokes by visiting Octavius Hunt at PestEx

Company milestones

- 1870 company established by Octavius Hunt to manufacture matches. The business remained in the Hunt family until 1912;
- 1912 sold to Bryant and May;
- 1930 sparkler production began. Sparklers continued to made at the Bristol site until 1992;
- Early 1970s Bryant & May sold Octavius Hunt to its management in what was one of the early management buy-outs. Octavius also purchased another division of the group, Pains Wessex, and transferred its production of smoke pesticides to Bristol;
- 1982 Mr Sparkle fireworks launched;
- 1991 acquired by the defence business, the Chemring Group;
- By the mid 1990s fireworks were the growth area. The company became the first major importers of Russian fireworks into the UK. Fireworks were also being imported from Malta, Spain and China;
- 1998 following a second management buy-out Octavius Hunt once again became a private family owned business;
- 2008 Biofume natural smoke range launched
- 2015 match production ceased
- Today, Octavius Hunt employs 35 people. 12 are management/office-based with 23 production workers.





"When it's my company's reputation on the line I only use PestFix bird control netting to ensure quality and reliability. Their customer support is second to none".

Richard Marsh
Owner of The PestAway Group

Find us on
Stand 92
at PestEx



22-23 MARCH 2017

For more information please call:

+44 (0)1903 538 488

sales@[pestfix.co.uk](mailto:sales@pestfix.co.uk) www.pestfix.co.uk

Pestfix, Unit 1d, Littlehampton Marina, Ferry Road,
Littlehampton, West Sussex, BN17 5DS. United Kingdom



Pigeons under the panels!

Solar panels have become an every day sight in our towns and cities. Drive into the countryside and you're also likely to spot them arrayed on a commercial scale in the fields. Whilst they are all helping to reduce our reliance on fossil fuels, they have also provided an unexpected boon to pigeons and other pest species.

Opportunists such as pigeons have found that the solar panels now adorning the roofs of Britain radiate heat and so provide a warm spot for loafing. They have also discovered that the void underneath the panels offers a sheltered nesting site. On solar farms, the lip on the raised edge of the panels is an attractive vantage point. Grey squirrels have also been found taking advantage of this new facility.

But, with the pigeons comes fouling that not only disfigures the panels, but also blocks gutters and, worst case scenario, reduces their electricity yield. Ever inventive, our industry has come up with a number of solutions.



Jones & Sons

David and Kursty Jones, inventors and directors at Jones and Son Pest Control Supplies have adapted their novel Defender Post and Wire system, which took third place in the 2016 **Pest** Best Product Award, to provide a neat solution to the solar panel problem.

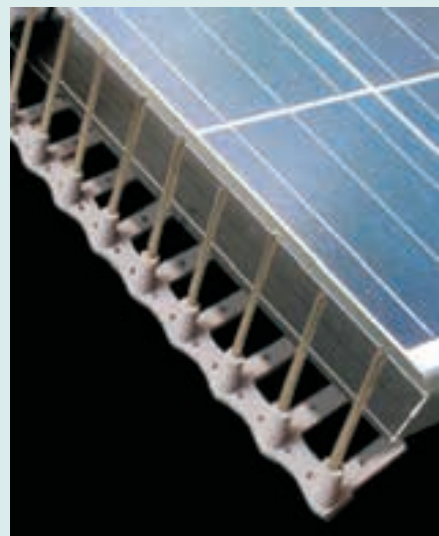
As David explained: "A couple of years ago we started getting calls from pest controllers, solar panel installers and home owners asking us if we had something they could use to stop pigeons nesting under solar panels.

"They had tried using our existing Defender Bird Spikes around the edges of the panels however, these were not as successful as we hoped because the four inch tall pins were often not long enough to cover the clearance between the roof

and the underneath of the solar panel. Other solutions were trialed including attaching the spikes to the panel itself, something which was likely to affect the manufacturers' warranties," he added.

Kursty set about calling some solar panel manufacturers as Jones and Son wanted to invent something that would work but not affect the solar panel warranty. Kursty explained: "I concluded that we would need to invent a Defender spike that did not touch the panel in any way, so we opted for a free standing solution."

The innovative Defender Solar Panel Spikes are now patented and available for purchase. The new system comes ready assembled for easy installation. There are four different spike heights: 75mm, 100mm, 125mm and 150mm.



The new Defender Solar Panel Spikes

The system has the same snap off points along the base that have become such a popular feature on their Defender Bird Spikes.

The sections are glued down with a neutral cure silicone and David has added anti topple stabilisers which point under the solar panel so the pigeons cannot push past.

Since launching the Defender Solar Panel Spikes in 2016, Jones & Son say they have had to increase production several times to meet demand. David and Kursty have even had to rope in their children, Harry, 17, Alice, 15 and Olivia, 12, to help assemble the units to keep up with demand.



The whole family is involved. From left: Harry, Kursty, Olivia, David and Alice Jones

www.birdspikesonline.co.uk

Pest Trader

Pest Trader supplies the original solar panel clips invented and developed by Bird Barrier Inc, the leading supplier of bird management products in the US market, along with their specialised black PVC coated mesh. This system is available to pest controllers through many industry distributors.



Rob Fryatt

The PVC mesh comes as a 15m roll. The clips can be adjusted to the exact length required and snapped off to give a smooth line with the mesh. As well as supplying the pest management sector, Pest Trader also sells into the solar panel installation market where many companies see the use of mesh and clips as an incremental sale when installing panels that sit above traditional tile roofs.

One regular user of the Pest Trader mesh and clips is Techfor Energy based in Guildford, Surrey. Glenn Ashby, technical director said: "The bird mesh protection kit looks good and blends well with black framed panels. It does not detract from the panels' good looks. It is easy to fit and does what it says on the tin! It's long-lasting, sorts out existing bird problems and prevents future ones. We find it is most economically fitted during the installation to prevent issues, rather than retro-fitting later, due to the use of existing labour and access equipment."

Rob Fryatt of Pest Trader told us that demand for both the specialist clips and mesh increased substantially in 2016 over the previous year. "A lot of this is down to professional bird management companies seeing and handling the product on display at industry events and recognising the potential of this market."

Roof tiles can present a particularly challenging environment so one of the advantages of mesh and clip systems is that they avoid the need to glue anything to the tiles themselves.

www.PestTrader.com



© Techfor Energy

Network

Network, part of the Pelsis Group, has developed two special clips to allow its Avipoint and Avishock bird deterrents to be fitted to solar panels.

As the company's Mark Wenman explained: "Both versions of the AviClip can be either screwed, or glued into place allowing the Avishock track, or the Avipoint spikes, to be securely clipped in. Both are made from UV stable polycarbonate and work equally well on panels on



Mark Wenman

domestic roofs and at solar farms."

In Mark's opinion the use of weldmesh and clips can be: "Very hit and miss. The clips can snap off at the neck and they do not fit onto the photovoltaic (PV) panels with a vertical lip. For the vertical lips installers use either girder clips, or, sometimes, clamps, to attach the mesh. I've also seen plastic cable ties used. Whilst these will be OK at first, they will degrade with UV over time.

"I have seen a couple of jobs where the skirt of the panel had been drilled to attach the weldmesh and that could have an impact on any warranties."



Above, Avipoint and below, Avishock, fitted to solar panels with the appropriate AviClips

AviClip for Avishock



AviClip for Avipoint



www.networkbird.net

PestFix

PestFix manufactures and distributes the SolarFix bird exclusion system. The company's Dan England explains: "The SolarFix system creates an impenetrable, continuous apron of wire mesh around the entire perimeter of the solar panel array, providing an effective physical barrier to both pests and leaves."

"Its clip design negates the need for any mechanical fixing into the solar panel, or bonding of adhesives to the solar panel, which may void a manufacturer's warranty on a solar panel installation."

Though similar in design to other products on the market, the SolarFix clip has a number of unique features:

- The extra-long 20mm tip on the clip makes installation quicker and safer when working at height;
- The extra-large 35mm diameter locking disc used to secure the mesh onto the clip, has a double locking mechanism to prevent slippage;
- The extra-large locking disc allows

the user to install 25mm x 25mm square mesh, rather than traditional rectangular 12.5mm x 25mm mesh.

Not only is this more cost effective but it also makes cutting the mesh into 90 degree corners easier;

- SolarFix clips are manufactured in the UK using Nylon 7 virgin material, with a 10 year UV stabiliser added. This makes the clip incredibly hardwearing, supple and easy to work with;
- The SolarFix system is the only mesh-based exclusion system available in both galvanised steel finish and stainless steel finish, the latter being vital for coastal properties.



Dan England



SolarFix clips (front view above and back view below) are hardwearing, supple and easy to work with



www.pestfix.co.uk

MG Pest Control

Matt Garwood runs MG Pest Control covering London, Essex and Kent. He has come up with his own mesh-based solution.

"Currently we use 25mm mesh, bought in 1m wide x 6m long rolls, which we cut, on site, into 'L' shaped panels. We then cable tie these onto the panel roof bars and pre-drilled edging underside holes (where present). This means there is no cutting nor drilling nor sticking with silicone. The vertical part of the 'L' rests against the panel edge, the short bottom part of the 'L' sits on the tiles, pointed outwards away from the panels. It works a treat, and doesn't take long to fit! It's also a cost effective solution."

Matt adds: "One other thing, we always look for gaps between the panels. Sometimes these are large enough for pigeons to gain access. We fill these with the same 25mm mesh – taking a long piece, folded over in half, and pushing it down between the panels. It opens up when released, pressing against the panel edges – you can put some dabs of silicone on it as well, but normally, the mesh fits very snugly – job done."

Matt told **Pest** that he is aware of the concerns about UV degradation of the cable ties. To get round this he only uses black high quality ties, which are tougher and are known to last longer than the cheaper white ties. He also uses a lot of ties to allow for the possible failure of some of them.

He says: "On average on a job we will use a few hundred ties and we tie each area we are attaching at least twice, sometimes three times. Also, we cable tie all the mesh panels together, as well as to the solar panels. In addition, where the roof bars protrude out, we fit the mesh panels in a way to sit behind the



Above: Martin Gill of MG Pest Control attaches the mesh to the solar panels
Right: pigeon guano, nest debris and the like that can soon block gutters etc



roof bar clamps – which holds these mesh panels in. This is all cable tied as well."

Matt also explained that he has seen online discussions on the topic of how long cable ties last and, for the ties he is using, the belief is that they can last up to 20 years. "I reckon the cable ties will hold for a very long time. We have been doing this for nearly seven years now and none have failed yet. Several of these installs are six years plus old now. Some of these are near my home and I drive past them often. They still look good."

www.mgpestcontrol.co.uk

Barrettine
Environmental Health



AVAILABLE NOW

Ornaway

Bird Gel

Visual & Olfactory
Bird Repellent

- ✓ Leading UK Bird Repellent Gel
- ✓ Proven to be effective by the UK Pest Control Industry
- ✓ 2-5 Year Life Span

Available with: Gutter Clips, Window Clips & Magnetic Dishes



Developed by UK scientists.
Manufactured in the UK.



Quote 'PRESTORN2' and receive
a **FREE Avifix Adhesive**
with every order.

Barrettine Environmental Health

Unit 4 Caxton Business Park, Crown Way, Warmley, Bristol BS30 8XJ.

Tel 0117 967 2222 Fax 0117 961 4122 Email beh@barrettine.co.uk www.barrettine.co.uk

Updated glue board Code

In January the Pest Management Alliance (PMA) published a one-page updated Code of Best Practice on the Humane Use of Glue Boards.

It details the steps to take when considering and then using glue boards.

If when you read it you are not entirely clear what is 'an acceptable inspection interval' – the text suffers a little from too many fingers in the pie writing it – here's what the chairman of the PMA, Dave Oldbury, says: "The message is that glue boards must be inspected frequently to prevent any suffering to the animal and must as an absolute minimum be checked within 12 hours."

Download your copy from the **Pest** library.



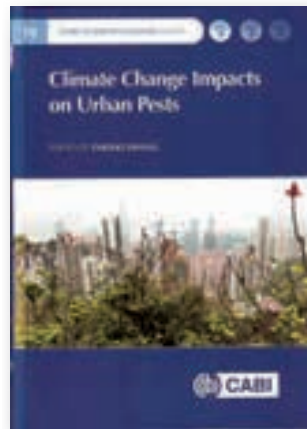
Climate change impacts on urban pests

This 190-page book lives up to its title as it reviews the influence of climate change on urban and public pests. Pests covered include mosquitoes, flies, ticks and termites with respect to population, distribution, disease, damage and control.

The book addresses how the impact of climate change on pests in urban areas differs from natural areas, focusing on the increased temperatures of urban locations, the effect of natural disasters, the manner of land use and the consequences of human habitation.

So far so good. But on closer examination, especially for a UK, or even a European reader, the chapters on urban pest dynamics, vector-borne diseases, flies and termites concentrate on North America – a reflection of the chapter authors.

Not surprisingly, malaria is discussed in a sub-Saharan situation with a further chapter on vector diseases in India. The final chapter, discussing innovative formulations, also proved a bit of a disappointment, as the main formulation covered (an adjuvant) is one the authors of this chapter have a commercial interest in.



The chapter on ticks gave some good coverage of their biology and behaviour, but geographic spread related very much to Eastern Europe – again reflecting the location of the authors (Poland).

The editor, Partho Dhang, who currently works as an independent consultant based in the Philippines, addresses this topic in the round finishing up by saying: "It can be safely concluded that climate change and resulting temperature regimens, will have a profound influence on urban pests and their management strategies."

Partho Dhang is one of the key plenary speakers at the forthcoming International Conference on Urban Pests (ICUP) in Birmingham in July 2017 (see www.icup2017.org.uk) so come and hear his views then.

ISBN 9781780645377 With 10% online discount
£67.50 from www.cabi.org/bookshop/book

DEADLINE®

PROFESSIONAL PEST CONTROL

THE 2017 DEADLINE RANGE

Grain Baits, Paste Baits, Mouse & Rat Blocks,
Alpha Express, Insectaban, Odorisers,
Cages, Mole Traps.

USE IT - DEPEND ON IT

Come and see us!

tel: 0800 313 4619

products@rentokil.com

Alpha-Express: alphachloralose 4% w/w. Paste/Grain/Blocks: bromadiolone 0.005%/Difenacoum 0.005%. Insectaban: Permethrin 0.23%. Use biocides safely. Always read the label and product information before use.

New Barretine website

Barretine Environmental Health has given its website a complete make-over and it even has a new address www.barretineEnv.co.uk

The company says it is now easy to navigate and to obtain up-to-date product and technical information as well as news.

The dropdown menus are compatible for both mobile and desktop formats.

Pages bookmarked include the **Pest** library, MINT membership and the Barretine online ordering system.

Bookings can be made online for training courses and users can review a selection of suitable products to resolve pest problems.



First CRRU Annual Report

This 50-page annual report details the background and progress made by the Campaign for Responsible Rodenticide Use (CRRU) in creating and implementing the UK Rodenticide Stewardship Regime launched in 2016.

As CRRU chairman, Dr Alan Buckle says in the foreword: "The UK Rodenticide Stewardship Regime is in operation. We believe it will provide a robust system for controlling rodenticide availability and improving use practices. But it is still in its early stages and much remains to be done."

The report charts CRRU's involvement with pest controllers, farmers, gamekeepers, the rodenticide supply chain and stakeholders.

As a pre-stewardship benchmark, an independent Knowledge, Attitude and Practice (KAP) survey was conducted in August 2015. This will be repeated as part of the regime's monitoring process, along with data on secondary poisoning, point-of-sale monitoring, training uptake, user competence and rodenticide resistance.

When examining these KAP results what hits you is the far greater awareness and training displayed by the professional pest control sector. For example 96% of PCOs said they held a formal rodenticide qualification compared to only 19% in the livestock sector and 37% of gamekeepers.

Download from www.thinkwildlife.org or the **Pest** library.



Collect your new catalogues

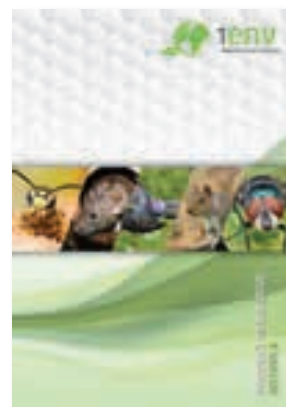
As to be expected, the main UK pest control distributors plan to have their new 2017 catalogues ready for you to collect at PestEx. Don't plan on collecting them all unless you have very long arms or have eaten at least two Weetabix that morning!

These are the first three out of the traps:

www.1env.co.uk

www.barrettineEnv.co.uk

www.killgerm.com



Delayed but now here!

In the last edition of **Pest**: issue 48 December 2016 & January 2017 we announced the arrival of the new Bayer pest guide. Well – printing got delayed.

Bayer advises us that this excellent publication will definitely be available to collect from their stand at PestEx. It even has a new cover design.



New pest control themed game

USA-based publishers, Spontaneously Combustible Games, has launched a Kickstarter campaign for 'Pests!', a pest control themed tabletop strategy game pitting exterminators against one another in a house infested with all kinds of critters.

Kickstarter is a global funding platform for creative projects.

Basically, backers pledge money to support a specific creative project. In this case it's \$39 to secure a copy of the game, once made, and the designer is looking for a total of \$9,500 for the first production run. The pledged cash covers delivery to the US, the UK, the EU, Canada and Australia. There's a 30 day window in which to back the project which opened on 21 February. More information at www.kickstarter.com/profile/scgames



QUALITY, DESIGN AND PRICE,

The three main reasons to contact Europe's largest producer of high tech bait stations.

plastdiversity

rock

rat bait station



WITH KEY



- ✓ Realistic imitation of a stone
- ✓ Ideal to use in gardens
- ✓ Well camouflaged
- ✓ New drawer system for rodenticide placement
- ✓ Can be fixed in permeable soil with a stake
- ✓ Can be fixed in impermeable soil with screws



PEST CONTROL PRODUCTS

www.plastdiversity.com

CONTACT US FOR MORE INFORMATION!

COMERCIAL@PLASTDIVERSITY.COM

PRODUCTS

What's new?

Strong and durable trap

Made of high density green plastic to create a strong, durable and easy to camouflage trap the Vermin Trap Box offers a cost effective and longer lasting alternative to traditional wooden trap boxes.

It also has a unique side-loading design that makes setting the spring trap easy and safe, claims Edialux. This design ensures that squirrels are only trapped by the head or neck resulting in rapid and humane dispatch.



www.edialux.co.uk

Venom from Barretttine

Three new rodenticide products have been added to the ROMAX range. All based on brodifacoum, they come in three different formulations so as to give professionals a choice for use both in and around buildings.

Presented in a 250g tube, Lipogel gel bait is unique, explains Barretttine, as it combines an increased water activity over traditional rodenticide baits with excellent field efficacy. The other two formulations include a pasta bait, plus a wheat-based product packed in either a tub or larger sack.

www.barettineEnv.com



Black Pearl now in a tube

Already available in 1kg tubs as either a granular bait, or as a paste, the Black Pearl range has been extended to include a handy 270g caulking tube containing the paste.

This paste formulation, containing alphachloralose, allows it to be quickly and easily applied into mice bait stations ensuring, says Lodi, the instant control of mice.



www.lodi-uk.com



PEST
CONTROL
DOWN
TO A
SCIENCE.

AMAZING GLOBAL OPPORTUNITY FOR COMPANIES AND INDIVIDUALS IN THE SERVICE INDUSTRY!

The world leader in the pest management industry wants to do business with YOU.

As a franchise partner you will be joining a company with one of the most recognizable brands in the service industry.

WHY BECOME A FRANCHISE PARTNER WITH ORKIN?

- 400+ Operational locations in more than 45 countries
- Services over 2.1 million Commercial, Industrial & Residential customers
- Generates over \$1.4 billion (U.S.) in Revenue
- Over 114 years of experience in the pest management field
- Strong brand recognition and service consistency to customers

WHAT'S IN IT FOR YOU AS AN ORKIN FRANCHISE PARTNER?

- Essential Services
- Recurring Revenues
- Low Capital investment
- Strong Profit Margins
- Recession Resistant Business
- Access to numerous customers in diverse industry networks

Orkin stays at the forefront of developments in the pest control industry. We develop customized pest control solutions based in science. That means as a franchise partner you have the tools to protect your customer's reputation from pest risks.



CALL US TODAY!

JOIN THE WORLD LEADER IN PEST MANAGEMENT SERVICES

To learn more about this unique opportunity contact:

Marcello Romeiro-International Business Development Director
mromeiro@rollins.com * Cell: +1-404-861-5027 * Office: 1-404-888-2050

Tom Luczynski: Group Vice President- International Development & Franchising
tluczyns@rollins.com* Cell: +1-404-725-1536 * Office: +1-404-888-2360

2 in 1 Sensation

This unique bait combines the attractiveness of fresh bait with the security of an extruded wax block.

The two formulations are cleverly combined with the fresh pasta bromadiolone bait inside the extruded wax block to provide excellent weather protection. It comes with an internal hole to allow the safe fixing of the block.



www.babolna-bio.com



Ready-to-use disinfectant

This PX ULV disinfectant is a ready-to-use space spray effective for the control of bacteria, viruses and fungi. It is formulated for use in homes where rodent and bird infestations can cause a risk to health.

www.killgerm.com

Rodents discouraged

A new aerosol spray has been introduced by Lodi to provide long-lasting protection against rodent damage. Ideal for domestic or agricultural use, Anti-Rodent Spray contains a specially formulated, colourless solution which vaporises to form a durable film that remains effective for up to six months. It can be applied to any surface which needs protection, so discouraging rodents from damaging the treated area.

www.lodi-uk.com



Gaps sealed

This flexible bristle strip seals gaps around doors and windows so impeding rodents, birds and insects from gaining access. It also can prevent draught, dust and noise pollution.

www.killgerm.com

A new solution to an old problem

This one way Green Drain valve creates a seal to eliminate odours from drains, as well as restricting breeding sites for drain flies and other drain-related insects. It will not impede water flow and is ideal for use in the likes of sinks, shower drains, public toilets and laundry rooms. It is available in four sizes.


www.killgerm.com





Russell IPM

INTEGRATED PEST MANAGEMENT



Dismate^{PE}

Management by confusion!

The mating disruption system with 17 years practical experience.



www.confusedmoth.com

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



UK Quality

LONG-LASTING CONTROL. LONGER LASTING SATISFACTION.

Demand® CS uses state-of-the-art microcapsule technology to provide user-friendly, long-lasting control of all key public health insect pests.

- ▶ Excellent residual action
- ▶ Broad insect pest spectrum
- ▶ Easy to use
- ▶ Cost effective
- ▶ High performance on a wide range of surfaces
- ▶ Fast results

FOR LIFE UNINTERRUPTED™

 **Demand® CS**
Insecticide

syngenta®

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. Demand® contains lambda-cyhalothrin. Demand®, ICAP technology,™ For Life Uninterrupted,™ the Alliance frame, the Purpose icon and the Syngenta logo are trademarks of a Syngenta Group Company.

© 2015 Syngenta. Syngenta Crop Protection AG, Basel, Switzerland.
Email: ppm.eame@syngenta.com. Web: www.syngentappm.com

Diary dates

22-23 March 2017

PestEx 2017

ExCeL, London E16 1XL

www.bpca.org.uk/pages/index.cfm?page_id=104&title=about_pestex

2-4 April 2017

2017 Global Summit of Pest Management Services

New York Hilton Midtown, New York, NY 10019, USA

npmapestworld.org/education-events/upcoming-events/2017-global-summit-of-pest-management-services/

10-11 April 2017

PestWorld East

The Ritz-Carlton Dubai International Financial Centre
Dubai, UAE

npmapestworld.org/education-events/upcoming-events/pestworld-east/

11-12 May 2017

ConExPest 2017

Hala Stulecia (Centennial Hall), Wroclaw, Poland

conexpest.pl/en/conexpest-2017-2/

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/

28-29 September 2017

Parasitec 2017

WOW Convention Center, Istanbul, Turkey

www.parasitec.org/

Pest Test 49

Now also
online

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 Laser guidance (pages 12 & 13), A lure to take the biscuit (pages 15 to 17) and Searching for the unseen (page 19) 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 What does LASER stand for?

<input type="checkbox"/> a) Light Amplification by the Stimulated Emission of Radiation	<input type="checkbox"/> c) Light Associated with the Stimulated Emission of Radiation
<input type="checkbox"/> b) Light Amplification by the Stimulated Emission of Radiation	<input type="checkbox"/> d) Light Amplification by the Stimulated Erosion of Radiation
- 2 The complete Agrilaser product range has been reclassified as?

<input type="checkbox"/> a) Laser class 1	<input type="checkbox"/> c) Laser class 3b
<input type="checkbox"/> b) Laser class 2m	<input type="checkbox"/> d) Laser class 3r
- 3 What is the common name for *Stegobium paniceum* in much of the world?

<input type="checkbox"/> a) Drugstore beetle	<input type="checkbox"/> c) Dry dough beetle
<input type="checkbox"/> b) Biscuit beetle	<input type="checkbox"/> d) Powder beetle
- 4 Why have companies found it difficult to synthesise Stegobionone in commercial quantities?

<input type="checkbox"/> a) They haven't tried because the market is too small	<input type="checkbox"/> c) The pheromone mutates and changes every year
<input type="checkbox"/> b) Symbiotic yeasts have interfered with the process	<input type="checkbox"/> d) It has a very complex structure
- 5 What is the main difference between *Stegobium paniceum* and *Anobium punctatum*?

<input type="checkbox"/> a) Only the larvae of <i>Stegobium</i> are segmented	<input type="checkbox"/> c) <i>Stegobium</i> larvae only tunnel in dry stored products
<input type="checkbox"/> b) Only the <i>Stegobium</i> larvae of have three pairs of legs	<input type="checkbox"/> d) <i>Stegobium</i> larvae only tunnel in wood
- 6 What change in insect respiration and activity does Dave Mueller tells us occurs for every 10°C increase in temperature?

<input type="checkbox"/> a) None at all	<input type="checkbox"/> c) A tripling
<input type="checkbox"/> b) A doubling	<input type="checkbox"/> d) A quadrupling

Name: _____

Organisation: _____

Tel: _____

Email: _____

PROMPT account number: 200 _____

You know when
you're in safe hands!

www.killgerm.com



New products that
make a difference

Visit www.killgerm.com/newproducts
to view our new products

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

Supporting you with **NEW**
tools for your success!

Sometimes it's the little extras that can
turn a long and tricky job into one that is
completed quickly and effectively without
sacrificing quality. Recognising the value of
your time, Killgerm manufacture and source
new products that make the difference,
making your life a little bit easier.

Here when
YOU need us!