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The independent UK pest management magazine

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Issue 60
December 2018 & January 2019



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

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Saying what we think...

Readers may have noticed that increasingly within these pages we are not frightened to raise an issue, or pass an opinion on industry activity where we feel it is justified. Rest assured, each one is debated between the two of us to check we both agree with the sentiment, and then further researched with relevant industry leaders whose opinion we respect. Frequently they correct any misconception we might have, or add to our understanding. More times than not, any organisation mentioned is contacted, with somewhat mixed results, for their take on the subject, prior to anything being written.

We do not set out to be confrontational; we just make a point where we feel it is justified. Maybe it is just a symptom of the two of us getting (some would say 'got') old and grumpy, but at the end of the day **Pest** is a truly independent publication, so we can set our own agenda and we find ourselves increasingly praised for doing this.

This issue contains a round-up of the events we have attended and the news we have discovered, plus all the usual news and yes, views! This just leaves us to wish all our readers a restful Christmas and prosperous New Year. We look forward to seeing you all again when the pest control merry-go-round starts again in 2019!



Frances Helen

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Acquisition of Mitie by Rentokil rumbles on

As reported on the **Pest** website, the announcement was made on 1 October 2018 that Rentokil Initial was acquiring Mitie Pest Control Limited for £40 million in cash.

An update was posted on October 9 saying, not surprisingly, that the Competitions and Markets Authority (CMA) had served an initial enforcement order under section 72(2) of the Enterprise Act 2002. The objective of this is to ensure that the two businesses are kept separate for the duration of the CMA investigation.

Checking the CMA website, at the time of going to press in early December, two derogation orders, which specify certain activities which are permitted, have been issued.

However, judging by the length of time taken by the CMA to conclude their investigations on another current Rentokil acquisition investigation (the washroom activities of Cannon Hygiene which commenced in February this year) it could be several months before the Mitie investigation is completed. Watch out for news on the **Pest** website.

BASF fights Guinea worm

At a recent meeting held in Georgia, USA, Saori Dubourg made a promise to former US President, Jimmy Carter, of continued support from BASF in the ongoing eradication of Guinea worm disease.

Jimmy Carter has been committed to eradicating Guinea worm disease since the 1980s through his organisation, The Carter Center. BASF has supported his efforts since 1988 by supplying Abate larvicide at no cost.

The Guinea worm is a parasite found in Africa which burrows through the skin, causing extremely painful wounds. The decades of commitment have paid off as cases of Guinea worm disease have reduced by 99.9%.



BASF executive board member, Saori Dubourg (left) with Jimmy Carter and Ted Bonertz, vice president professional & specialty solutions

Dangers of working as a pest professional highlighted in three recent cases

Three recent incidents have brought home the risks faced by practical pest controllers undergoing their routine work.

First, the tragic incident (as reported in **Pest 59**: October & November 2018) which caused the death on 4 October of two pest controllers from Ecolab Pest Elimination going about their work at Banham Poultry in Attleborough, Norfolk

Very sadly, a skilled and qualified technician from a major pest control servicing company died this summer from an allergic reaction to wasp venom immediately after treating a wasps' nest. It is not currently clear whether it was due just to anaphylaxis or whether Kounis syndrome played a part. He had had two stings two weeks earlier and not reacted at that time. The full details are yet to be released from the coroner.

Finally, the risks posed by contracting Weil's disease (leptospirosis) are always mentioned, but maybe too easily discounted by technicians. It is a bacterial infection and is caught by coming into contact with urine from infected rats. In the **Pest** office we have recently heard of a case where a very knowledgeable and articulate member of the industry caught this disease but nearly died, as it proved impossible to persuade the medical profession that this was what he was suffering from. It was simply dismissed as a bad case of flu!

If you are concerned over the risks posed, have suffered from this disease personally, or know of someone who has, do get in touch with the **Pest** office at email: editor@pestmagazine.co.uk

Signing up to PROMPT

Signing up to go onto the BASIS PROMPT register at PestTech 2019 are National Pest Technicians Association (NPTA) members, Clive and Tracy Welling from Hertfordshire-based WellPest and Deb and Steve Smyth from Lancashire-based Green Care UK.



Left to right: Clive Welling, Tracy Welling, PROMPT register administrator Chrissie Webster, BASIS chief executive Stephen Jacob, Deb Smyth, Steve Smyth and Natalie Thresher also from BASIS

Bird netting to the rescue

Inventive readers find unusual uses for all sorts of products, but this must be one of the most charming and worthy recorded.

The ladies from St George's church in Staybridge, Cheshire had been mega busy crocheting red poppies to commemorate this year's Remembrance Sunday celebrations but were stumped as to how they were going to display them around the war memorial.

However, when the call came to Trevor Young of Pestop Environmental Services in Wythenshawe from one of his customer, Trevor had a bright idea.

He remembered he had about ten metres of black feral pigeon bird netting left over from a previous job and said they could have it.

Trevor thought no more about it until the phone rang just before Remembrance Sunday. The ladies at the church would like to thank him for the netting with a cup of tea and to show him how it had been used.

Arriving at the church Trevor was bowled over by what had been achieved. A cascade of poppies, each individually made and attached, had been sewn onto the bird netting. As Trevor explained: "I took these pictures, but to be honest they don't do justice to what they had achieved. It was quite amazing."



A cascade of poppies thanks to some old pigeon netting



Not just Boris that goes to work on a bike!

Paul Westgate and his team at Westgate Pest Control have been taking advantage of the social bikes – maybe better known as 'Boris bikes' – that are available in Brighton. Paul simply registered online, setup an account and then issued login details to his staff. They can now pick up a bike, cycle to their destination and drop it off at one of the city's hubs.

The scheme offers several advantages, namely savings on parking fees along with reduced environmental impact.

But, maybe more significantly, as Paul explains: "Our customers love it. We encourage our staff to talk to their customers and they love telling them about the bikes. We service a lot of clients who have strong environmental beliefs. This helps us, a pest company, show that we too share their passion to minimise our environmental impact. It's good for our staff too. It helps keep them fit (fitter?), gives them a break from driving, along with a bit of fresh seaside air, which in the summer can be great mood changer.

"Obviously we don't use the bikes when treating wasps' nests, or when spraying is required. And we do anticipate that our usage will decrease over the winter.

"On balance for routine days, surveying, popping into town for a meeting or the like, the scheme has enormous benefits.

I would encourage others to look at alternatives to using their vans. I know of other social bike networks in London and Derby, so maybe next time we are visiting or attending PestEx at Excel, you may just see us on a bike!" concludes Paul.



On the road again. Matt Hornsby of Westgate Pest Control takes to the pest control saddle

All in a day's work...

Richard Walters (as seen in the picture below) of West Wales Pest Control got something of a shock when he was called out to collect what he was told was a grass snake in a garden in Pembrokeshire.

What he found certainly wasn't a grass snake! It was three to four feet long and by the markings he thought it might be a deadly coral snake. Well protected wearing his wasps' nest gloves, he cautiously captured the potentially venomous victim and took it to be identified at his local vets who luckily had a member of staff who specialised in reptiles.

All ended well. It was fit and healthy and turned out to be a harmless milk snake. If not claimed, it was bound for a local reptile experience display.





Second Queen's award for Innovation

Russell IPM was presented with the second Queen's Award they have won for Innovation at an event held in Cheshire on 26 October – the first award was in 2013.

Seen here is Russell managing director, Dr Shaker Al-Zaidi, being presented with the award from the Lord Lieutenant of Cheshire, Mr Henry Fetterstonhaugh.

PestConect wins innovation award

The PestConnect system from Rentokil Initial has won the Innovation of the Year Award at CBRE's annual supply chain innovation competition. 'The Great Idea'. CBRE is the world's largest commercial real estate and investment firm. The award recognises service providers in its supply chain who demonstrate innovation and best practice.

PestConnect is a 24/7 real-time pest control monitoring service, enabling Rentokil technicians to manage rodent activity remotely. The CBRE judges were impressed by the solution, which was effectively used to control a mouse infestation in a 21-floor building in London's financial district.

Celebration time for Beaver

It was best foot forward for Beaver Pest Control as they gathered with other local businesses to celebrate at the sixth annual Wandsworth Business Awards dinner organised by Wandsworth Chamber of Commerce and held at the Roehampton Club on 16 November.

To their delight, Beaver beat off all the competition to win the top prize, Business of the Year, as well as the Best SME award, plus they were commended in the Employer of the Year section.

Commenting on this triumph, Julia Pittman, head of sales, said: "People often ask me, what our unique selling point (USP) is. I always reply saying that we have not just one USP but 60 USPs – each and every member of our staff who works so hard to make Beaver the company it is."



Beaver staff collecting the Business of the Year award. Left to right: David Brown, Julia Pittman, Monica Orlebar and Ozzi Yusuf with (third from left) headline sponsor from McDonalds, Mike Smith

Cleankill not to be out done!

Continuing on their run of awards, Cleankill Pest Control was named Croydon's Best Employer in the 2018 Croydon Business Excellence Awards, as well as also being commended in the category for Best SME at the ceremony held in October.

Commenting on the award, managing director Paul Bates said: "We are extremely pleased to have been recognised as a great employer."

When Cleankill was set-up it was with an ethos of being a good, proactive place to work that provides excellent customer service.

To have this acknowledged at the Croydon Business Excellence Awards means a lot to us."



A proud moment for Cleankill with their award. Left to right: Ian Miller, John Whitehead, Clive Bury and Paul Bates



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Greenway scoops national environmental award

On 12 November, it was off to the House of Commons in London for Andrew Hancock of Greenway Integrated Pest Management as the company had won the National Green Apple Gold Award for Environmental Best Practice.

Winning this was no mean achievement for a small Newcastle-based pest control company, as this is a national award, with competition from several well-known national companies. Their award recognised the company's efforts to reduce chemical use, especially with regard to rodenticide use and carbon footprint reduction.

Managing director, Andrew Hancock said: "Environmental impact is always a prominent consideration in all of our operational protocols and practices. Increasingly consumers are looking at the environmental and sustainability credentials of companies as part of the supplier selection process. This award is testament to our green credentials to an increasingly environmentally aware public."



Greenway managing director (above right), Andrew Hancock, being presented with the award by Phil Williams of Plan-It Eco

PestTech prize winner

Richard Williams, pictured, of Swindon-based Greenman Services beat-off all other competitors to complete all six challenges and take first prize in the BASF cube challenge held on the



BASF stand at PestTech in November. Daniel Allen from DA Pest Control in Cambridgeshire did the fastest bed bug.

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Tom Holmes to leave the industry

After 18 years in the industry, Tom Holmes from Pelsis is leaving the industry completely. Tom joined what was then a family-owned and run business, P+L Systems in Knaresborough. Over the years he has been through numerous company acquisitions and name changes, rising to head of durable product development for Pelsis. Asked what his finest achievement was, he rather modestly said: "I'm immensely proud of the product range the team has developed."

Resignations at BPCA

Tom's departure has had a knock-on effect for the British Pest Control Association (BPCA) as he is currently BPCA president – a role he has held since June 2017, but one he will have to surrender when he departs at the end of January.

BPCA has also suffered further losses as Rupert Broome (from Killgerm) has recently resigned his position on the Executive Board (a position he held as chairman of the Manufacturers & Distributors Committee). There is also another vacancy on the Executive Board as Howard Taffs (chairman of the Servicing Committee) is retiring, having just sold his Good Riddance pest control company to Surrey-based Cleankill.

Promotion for Claire at Pelsis

To help Pelsis CEO, Peter Mangion, drive the business forward (see page 9), Claire Larcombe has been promoted to the role of chief commercial officer. Essentially this position heads up the sales and marketing teams for the Pelsis Group.

Claire joined the company nearly 10 years ago as marketing manager and has played a key part in the company acquisitions made over these years. Commenting on her appointment, Claire said: "It's a really exciting time to be taking on this new role, especially whilst we bring the Curtis Gilmour business into the Pelsis Group."



New commercial director at Barretttine

The Environmental Health Division of the Bristol-based Barretttine Group has a new sales and commercial director, Richard Earl. He comes with previous commercial experience and a track record of successfully overseeing a wide variety of operational responsibilities, ensuring first class customer service and financial performance. He has previously worked for chemical manufacturer, Kilco International and Holchem Laboratories, a cleaning products supplier. When not at work, Richard enjoys playing competitive squash and is a fair-weather golfer.



Farewell Erika

Although Erika Erdei works for the Hungarian pest control products manufacturer, Bábolna Bio, she is a regular visitor to the UK and has attended more UK and European events than I dare say she cares to remember! So, we are sorry to announce that Erika is retiring at the

end of 2018 and won't be seen at UK events in future. Coming from the chemicals and glass industry, Erika joined the international department of Bábolna Bio in September 1996. She rose through the ranks and retires from her position as export manager for Western Europe – a post she has held for the last six years. Her retirement plans include more travelling, but to new places, as well as spending as much time as possible with her grandson.

Stepping into Erika's shoes is Ildiko Mar who only joined in September this year. Pest control is new to Ildiko, so she admits there is much to learn, having previously worked for Borsodchem, a manufacturer of raw materials which go into the production of PVC resin. Also a linguist, Ildiko speaks German and English, as well as Hungarian.



Bon voyage Erika



Welcome Ildiko

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International news

ANID no longer

Sergio Urizio, accompanied by Licia Rosetti Betti, were both at Parasitex in Paris promoting the forthcoming premier exhibition to be held in Italy – Disinfestando. Next year's event, running on 6 & 7 March, is at a new venue – the Milan Convention Centre.

Disinfestando is being organised by training and events company, Sinergitech, managed by Sergio Urizio. After more than 21 years, Sergio now has no further involvement with the Italian association, namely the Associazione Nazionale della Imprese di Disinfestazione (ANID). Since its formation, he held the position of chief executive of ANID and to many, he was 'the international face' of the Italian association. In addition, Sergio represented the association at Confederation of European Pest Management Associations (CEPA)

meetings and events. This is another role he will no longer play.

Licia Rosetti Betti and Sergio Urizio



CEPA ... who...?

What was happening? Or more to the point, what was not happening. This picture illustrates the sight that greeted you on the Confederation of European Pest Management Associations (CEPA) stand at the recent Parasitex event in Paris – see pages 28 & 29.

When we reported on the very upbeat mood at the CEPA business meeting held in Brussels last December (see **Pest 55**: February & March 2018) there certainly seemed to be plenty going on and new strategies proposed. So this forlorn pop-up with neither CEPA staff, nor representatives, present looked a very sorry sight.

Looking more closely, the familiar blue CEPA lozenge logo seems to have disappeared, to be replaced simply by rather boring capital letters and The Good Pest Manager hashtag? What message is this giving? Have we missed some press release detailing this change of image in the **Pest** office?

Come on CEPA, we're sure you've been jolly busy treading those EU corridors of power – but don't hide your proverbial light under a bushel – tell us what's been happening and keep that previous feel good factor alive.



Onward and upward...



Some of the team on the Pelsis stand at PestWorld. Left to right: Richard Ardron, Pelsis Group CEO – Peter Mangion, Steve Jackson and Francisco Nuche

Readers will recall that the acquisition of Curtis Gilmour by Pelsis was announced at the end of August this year. So, PestWorld was the first big trade show where the combined operation made an appearance.

Unfortunately it was too late for the two businesses to merge their exhibition stands, so two stands graced the exhibition halls some distance from each other. Both stands, more or less, reflected their combined product range, although, unsurprisingly the original Curtis Gilmour stand featured their brands of B&G Equipment, Curtis Dyna-Fog, Agrisense and Silvandersson more prominently, whereas the Pelsis stand majored on the Synergetic (US branded Insect-O-Cutor) and Network products.

It was a full team turn-out of staff though, and **Pest** editor, Frances McKim, was pleased to catch up with Peter Mangion, Pelsis Group CEO, to ask him how things were going.

"These are exciting times. As you know, I don't usually come to these events," said Peter. "But on this occasion it's important to be here. To get to know the team, as it is the first time we have all been together. I'm keen to spend time meeting the Curtis Gilmour staff, not to mention their long standing customers. It makes quite a change being out and about, rather than just looking at financial spread sheets," Peter explained.

Talking of finance, Peter was quick to detail quite how large the new combined operation has become. "The combined turnover of the business is \$150 (£120) million – \$40 (£30) million from Curtis Gilmour and \$110 (£90) million from Pelsis. And we employ around 450 staff. Quite a change from the company I originally joined in 2006 when the turnover was \$9 (£7) million. To me it's now much more than just a job – I'm an investor in the business too."

To help Peter consolidate and drive these businesses forward, Claire Larcombe has been promoted to the role of chief commercial officer – see page 8.





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New resistant rat hotspots identified



For the first time the L120Q gene responsible for the most severe form of resistance (the mutation first found in the Hampshire/Berkshire area) has been found in East Anglia and West Yorkshire. This gene renders all first generation anticoagulant rodenticides and two of the second generation groups – bromodiolone and difenacoum – ineffective. It is widespread across the whole of central southern England and now increasingly also found outside that area.

Another serious concern is that three different types of resistant rats are now found in West Yorkshire and on the Anglo-Welsh border. Also a worry is the almost complete lack of data from central England.

According to co-author of the University of Reading report, Dr Colin Prescott, it is not known whether resistance is present in the central region or not. He says: "The few samples we do have show that rats are mostly susceptible to anticoagulants, but we need many more to be confident of this."

Although the study covers mice as well as rats, only nine new mouse samples were sent to Reading in 2018. These continue to show very high incidence of resistance. Almost 90% of mice tested were highly resistant to anticoagulants.

The Campaign for Responsible Rodenticide Use (CRRU) chairman Dr Alan Buckle says more samples from both rats and mice are desperately needed. "We can only manage the spread of resistance when we know where it is," he says. "With so few mouse samples

and the void of rat data in the centre of the country, we are a long way from that.

Worst of all worlds

"Presently we have the worst of both worlds. Farmers, pest control technicians and gamekeepers are using products that are ineffective in places where rodents are resistant; and they are using unnecessary, resistance-breaking products where there is no resistance. Only more samples can solve this."

Professional rodenticide users interested in sending tissue samples for analysis should first contact the University of Reading at <https://research.reading.ac.uk/resistant-rats/>.

If rodents are surviving well-implemented control programmes, this may indicate the presence of resistance.

The monitoring study was commissioned by CRRU under its stewardship remit for the HSE-led Government Oversight Group. It was requested by the Government Oversight Group because new stewardship authorisations, the promotion of best practice through the stewardship regime and the emphasis in stewardship on the use of alternatives to anticoagulants, will all play a part in managing resistant rodent infestations, preventing their spread.

The report which is available from the CRRU UK website (thinkwildlife.org/downloads/) and the **Pest** library is updated and published annually as part of the UK Rodenticide Stewardship Regime's monitoring programme.

Come on the Midlands, get some rodent tails sent in!

The lack of data on the resistance status of rodents in the English Midlands is worrying. Given the levels of resistance found in the surrounding areas it seems highly unlikely that these counties are resistance free.

Definitive data on whether you are operating in an area where resistance is prevalent is incredibly useful so why is it that pest professionals in the Midlands are not taking part in the resistance research project? As we heard at PestTech, because Reading University has secured European funding, pest professionals sending in rat or mice tails from areas where data is currently lacking can get resistance testing done for free. So come on Midlands pesties what are you waiting for?

If you are interested in supplying tails then

email Emily Coan for full details on the requirements before you collect any tails. (e.e.coan@reading.ac.uk).

It's not difficult. Tail tips need to come from animals that have been live trapped, caught by dogs or shot i.e. no rodenticide used then as long as they are dispatched within 24 hours. They can simply be sent in sealable bags by first class post but you need to provide detailed GPS coordinates or post codes of where they came from. However do make contact with Emily to make sure you are eligible for free analysis and follow the correct protocol to avoid any cross contamination etc. This will ensure they and you can get valid results from the tail tips sent in.

Speaking with some of the delegates at PestTech they told us that they have set up



a simple system whereby their technicians have a supply of suitable bags and addressed and stamped envelopes so if they have tails they can just get on and send them in. The information that comes back on the resistance status of an area was described as invaluable. This seems like a system others could easily adopt.

Wider choice or lower standards?

Is the move by the British Pest Control Association (BPCA) recognising the Lantra Level 2 Award in Pest Management qualification a widening of choice, or a dumbing down of professional pest control?

BPCA announced its decision that the Lantra qualification would be accepted back in October. At that time, the association pointed out that the qualification requires fewer learning hours and that rather than having a stand-alone health, safety and legislation module, these aspects are incorporated throughout the qualification. BPCA stressed that in addition to the one-hour, 40-question multiple choice and short answer exam, the main difference between the Lantra qualification and the Royal Society for Public Health (RSPH) Level 2 Award is the use of a professional discussion as a method of assessment.

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Lantra Awards had a stand at the recent PestTech exhibition

It is this aspect that was welcomed by BPCA chief executive, Ian Andrew, who believes that pest management qualifications should include a more practical aspect. We agree. Pest management is a practical profession and the requirements for entry into the sector should reflect that, but is this Lantra qualification the answer?

At **Pest** we have some concerns. Lantra's Level 2 qualification in pest management may well appear on the Office of Qualifications and Examinations Regulation (OFQUAL) register at the same level as the BPCA/RSPH Level 2 Award, but that does not mean that it is relevant to most pest professionals. Lantra's remit lies in land-based skills, primarily agriculture and horticulture. Whilst there is undoubtedly some crossover between the two qualifications, are they really assessing the same skills?

Looking at the assessment criteria published on the Lantra website there are 61 assessment criteria. Of these, just four are on legislation and only two on Health & Safety. What's more, with only 40 multiple-choice and short answer questions, the written assessment cannot possibly cover all the assessment criteria. Combine this with a pass mark of 70% and it is perfectly possible for someone to achieve the qualification without knowing anything about pest control legislation and/or health and safety requirements. Making room for a 'professional discussion' by cutting back on the testing of legislation and health and safety knowledge really doesn't strike us as a move in the right direction.

The problem with a professional discussion is that the quality assurance of this assessment method is difficult unless you have two examiners present and that becomes very expensive and is not a realistic proposition. From what we have heard, Lantra does not intend to use this method of assessment for all candidates. This raises the question of how candidates would be selected for this assessment, at what stage in the process and if it is fair that some candidates are assessed differently to others.

In any case we already have a perfectly good qualification with a practical assessment element – the RSPH Level 2 Certificate in Pest Management. This qualification gives depth to the RSPH Level 2 Award by adding two additional modules on practical pest management techniques for vertebrates and invertebrates. Sadly, it has not proved popular, primarily because of the additional costs associated with the practical assessment.

To conclude, 15 years ago when BPCA and RSPH had separate qualifications there was confusion amongst pest controllers as to which...if any... they should choose. The merger of those two qualifications gave clarity. For the first time pest professionals had a clear target. It is to be hoped that this latest BPCA decision is not now muddying those waters again.

Don't shoot the messenger!



It's all change yet again for users of metallic phosphides Richard Strand from the Pest Information Consultancy reports from PestTech on the latest developments.

David Cross from RAMPS UK

A thorough overhaul of the way in which metallic phosphides could be sold and used was instigated some 20 years ago and culminated (so we thought) in 2015 with new labels, a formal Qualifications & Credit Framework (QCF) accredited qualification and the mandatory certification of users. It was a shock, therefore, when David Cross, the chairman of the Register of Accredited Metallic Phosphide Standards (RAMPS) (UK) reported at PestTech a raft of new measures that users would have to comply with.

This time the changes were brought about by the review of metallic phosphides under the Plant Protection Products Directive and the Biocidal Products Directive. These amendments were pan-European and formulated by Europe's designated competent authority on these products, Germany's Federal Institute of Occupational Safety and Health (BAuA).

Some of the measures do not necessarily reflect the views of RAMPS or of the UK's Health & Safety Executive's Chemical Regulation Division (CRD)! Amending anomalies, however, will take time and the winning of allies.

Getting the message out

RAMPS (UK), over the past 12 months, has done an excellent job of getting the message out to what is, in many ways, a uniquely isolated group of users. Training organisations and instructors also have taken on board the changes, and courses now include the amendments. However, there is, perhaps, a task ahead to convince those who have so recently achieved certification, that they already need to update their knowledge.

During his presentation David Cross reassured his audience that all of the news about the changes is now 'out there' and there were no further nasty surprises to be anticipated in the near future.

The task for RAMPS, going forward, is twofold. On the one hand they will work closely with CRD to amend, where they can, some of the anomalies, not least issues now surrounding dual labelling of the product under two separate regulations.

RAMPS other role is to offer practical guidance to users on how best to work with the new label requirements. The RAMPS Committee does realise that the product labels must be meaningful to the end-users so the Code of Good Practice is designed to make these instructions much more understandable. He said: "If we want people to 'do the right thing' then it has to be very clear exactly what that should be."

For example, David outlined how monitoring of the exclusion zone should be undertaken. He also addressed the question, perplexing many users, as to how to assess for, and set up, an exclusion zone, for example where the 25m boundary overlaps the 10m distance from a structure or standing water.

David had good news, too, about monitoring equipment. The Draeger PAC7000* which is currently recommended (the label specifies performance rather than a specific product, but there are few alternatives to the Draeger unit) is to be replaced next year by the Draeger PAC8000. This unit is considerably cheaper than its predecessor.

All of the new requirements are now contained on new tags on both Phostoxin and Talunex flasks. These ultimately will be incorporated into the product labels. These labels will also be rationalised so that contradictions between one label and the other are ironed out. Also the Manufacturers Safety Data Sheets (MSDS) will be 'extracted' from the label, avoiding the need for the current 'concertina' style label format and making it clearer and easier to read.

During questions Ian Pepper, also from RAMPS, urged users to read the labels and comply with the new requirements. He reminded us all that these products are potentially dangerous and need to be stewarded very tightly. He commented: "It's only by showing such a high level of compliance that we can safeguard their future...so please follow the labels... and if it's still not clear what to do ... ask."

**The manufacturers of the Draeger PAC7000 have confirmed that they will continue to support this device until 2026.*

Wildlife aware, unaware (or do we even care)!



Dave Archer, pictured above, from DKA Pest Control isn't happy at the way many so called pest professionals leave rodent bait stations with customers after they have lost the contract. Here's why this member of the **Pest** Technical Advisory Board is so het up!

In the modern age of rodent control, we as a collective industry are, more than ever before, legally bound to ensure that all our actions comply with relevant legislation. But more than that, we have a moral duty to ensure that any non-target species are considered before, during and after any treatment takes place.

It irks me therefore that, as an industry, we are still putting profit before wildlife considerations. All the relevant legislation and Codes of Good Practice, in particular the UK Code of Best Practice from the Campaign for Responsible Rodenticide Use (CRRU) are in place, plus there's the CRRU Wildlife Aware course and yet still wildlife takes a back seat.

Bait boxes abandoned

I will explain further. In over 40 years of providing pest control services, I have yet to find any pest control companies or individuals removing their bait boxes after the termination of a contract.

Bait boxes are left on site with poison still inside, with apparently little, or no, regard to any post contract non-target wildlife impacts.

On one new contract alone, I recently found 20 mouse boxes baited

with gel and five rat boxes containing grain. This was on a contract where (according to the contract record book) there haven't been any signs of rodent infestation for the past nine months!

Only the other week at a school premises, a teacher presented me with a mouse box (found outside I might add), which she informed me was one of my boxes and that the children had been handling it. Upon inspection however it was evident this was, once again, a previous company's bait box. This time it was empty. But had it started out like that. Had birds or voles been eating the bait? For too many pest control businesses this consideration appears to be an irrelevance.

Also, I can honestly say I have never come across any rodent monitoring blocks in any other companies' bait boxes, only poison. So, in reality, there is a twofold problem – lack of box removal and permanent baiting where no problem exists! The previous contract book is often left on site as well. The fact that in many cases the contractor's notes state no rodent infestations have been discovered backs up my findings.

To my mind this flagrant breach of all that is recommended and

indeed often legally required of the pest control industry can only be due to one thing; lack of profit from doing things right.

Actions speak louder than words

There is no financial gain in calling to premises where the contract has been cancelled, for the sole purpose of collecting boxes and a contract book. It seems that however much we all appear to be fully on board with good practice, in reality actions speak louder than words.

Unwittingly, clients asking the new contractor to remove the previous contractors' boxes further exacerbate this problem and throws up a whole batch of difficult questions:

- Does the new contractor remove the boxes as if they were their own controlled waste?
- Does the client simply put the boxes and their contents in their domestic waste?

- Does the new contractor use the old boxes with a company logo that is not theirs and which they most probably have no wish to be associated with?

None of these actions comply with current legislation. For myself, in response to the new customer's request I ask them to contact the previous servicing company to request bait box removal. Unfortunately no visit is ever made.

So what can be done?

Why should companies or individuals have to deal with another businesses poor practice?

Surely I am not the only pest controller who recognises this problem. I firmly believe that this matter needs addressing by the industry to ensure we are all compliant. I can find absolutely no excuse for it.

In our supposedly wildlife aware industry it makes a mockery of what, I hope, most of us strive to attain as professionals.

“ Forty years of practical pest control experience and I'm still waiting to find a single pest control company or self-employed pest controller who has removed their bait boxes after the termination of a contract.”

Dave Archer, DKA Pest Control

Do you agree bait boxes left behind is a problem?

Is this a something you've come across? What do you think can be done about it? Please get in touch with your experiences and ideas.

Email editor@pestmagazine.co.uk

How to label a bait station

Rodenticide bait stations have traditionally been labelled with a generic warning but that's all changing.

Judging by some of the comments overheard at PestTech however not everyone is up to speed with the changes. In particular, bosses at some of the bigger companies were expressing concern that the small one man/woman operations might not be following the new requirements.

So what should all rodenticide users be doing about bait stations and where has this new requirement come from?

The first thing to make absolutely clear is that this new requirement has got nothing to do with the Rodenticide Stewardship Regime. There's a tendency at present for us all to blame stewardship for every

change which is simply not fair. This time the culprit is the Biocidal Products Committee of the European Chemicals Agency (ECHA) based in Finland.

They have issued a document that manufacturers must follow when submitting label text for product authorisation and there is virtually no flexibility in the wording that must be used. Bait stations must be labelled as follows:

'Do not move or open'; 'Contains a rodenticide'; 'product name or authorisation number'; 'active substance(s)' and 'In case of incident, call a poison centre [insert national phone number].'

Since the UK National Poisons Information Service does not publicise a phone number, bait stations in England and Wales can



refer to NHS 111 and in Scotland to NHS24. For Northern Ireland contact a GP or a pharmacist can be used.

Make no mistake what's on the product label is legally binding so when this text is added to rodenticide product labels you must label all bait stations as instructed.

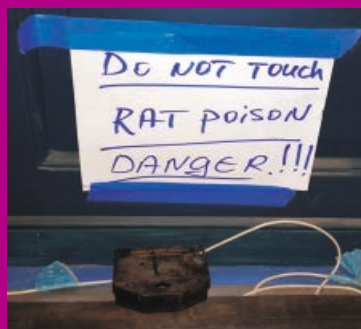
Fortunately as reported in **Pest 58** distributors have already started to supply suitable labels making it easy for all pest professionals to comply.

Our advice is don't wait for the product you are using to have these prescriptive labelling instructions on it. Get your hands on some suitable labels such as those from Killgerm or 1env, shown above, and start putting them onto bait stations now, ticking the correct active ingredient and adding the product name(s) as you go.

Not quite on message!

The supposed pest professional who labelled this bait station needs help. Not only is the labelling text inadequate, that's a mouse box he/she is using!

Our thanks to Steve Pratt from Steve Pratt Pest Control who posted this example of bad practice on the pest controllers' forum and kindly sent us the original to print from.



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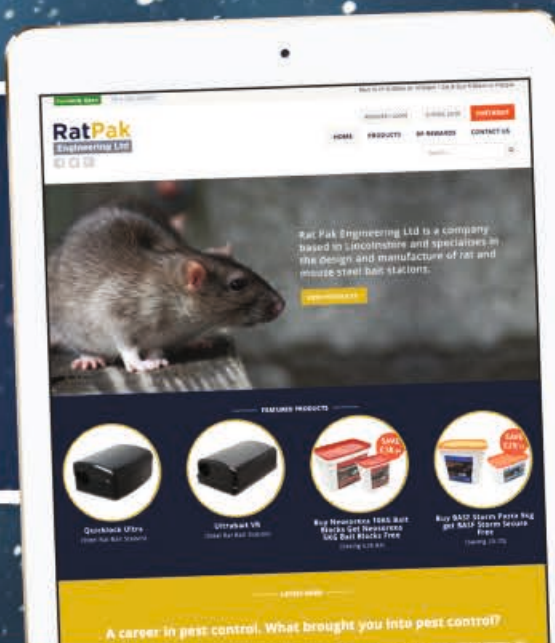


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Gee WIIS What a scheme!

The Wildlife Incident Investigation Scheme (WIIS) may not be a regular topic of conversation among pest professionals but its impact in providing evidence of misuse of pesticides and biocides has been felt by anyone using anticoagulant rodenticides. Data from WIIS is one of the reasons why the regulators asked the industry to implement the Rodenticide Stewardship Regime. Data from WIIS is also being used to monitor stewardship's effectiveness.

One of the more curious presentations at last month's PestTech concerned WIIS – the Wildlife Incident Investigation Scheme. Curious because in a world where everything changes relatively frequently, the WIIS scheme has been running, pretty well in its current format, since the 1960s. It is also curious because, despite its longevity, not many in the pest control industry, know much about its purpose or how it functions. Well done, the National Pest Technicians Association (NPTA), for shining a light on this subject.

WIIS follows up and makes enquiries into the death or illness of animals, that may have resulted from pesticide (or biocide) poisoning. Wildlife, companion, domestic animals and even beneficial invertebrates fall within the scope of the Scheme.

Monitoring is reactive. In other words, the site and potential poisoned animals are examined and possible causes are then investigated.

Providing information to regulators

WIIS's objectives are to provide regulators with background information on the risks that animals will confront resulting from the use of pesticides and biocides.

In addition the Scheme also assists regulators to enforce the correct use of these products by penalising their deliberate abuse or irresponsible misuse.

In this context the term 'abuse' implies a deliberate attempt to poison an animal in an illegal way, where 'misuse' relates to the careless or accidental use of pesticides/biocides, leading to harm but without the deliberate intention to poison.

The Chemical Regulation Division (CRD) hosts the day-to-day running of the Scheme with assistance from other agencies that will carry out field investigations, the post-mortem of samples and the analysis of samples for pesticide residues.

Enforcement when misuse or abuse is found, is undertaken by the Health and Safety

Executive (HSE) in the case of business premises and by the local authority in the case of domestic premises.

As well as enforcement relating to specific poisonings, the six decades of data that have been gathered by the Scheme also provides a wealth of background information on the interplay between animals and pesticide/biocide use.

This information can be used to inform on the need for, and direction of, future regulation. It also highlights long term trends. For example, if measures are taken to limit the opportunity for abuse/misuse of pesticides/biocides, the success or failure of those measures should show up in future data in comparison with historic long term trends.

What does WIIS mean for pest professionals?

The prime message is to stay within the law when using biocides. Always comply with the label. Be aware that the regulatory authorities are looking, in particular, for abuse or misuse of products.

You might well be following the conditions of approval but, however unlikely, accidents can happen. It is essential, therefore, that as a pest professional you can demonstrate responsible use. It may seem labourious at the time, but the paper trail is vital.

Risk assessments, COSHH assessments and, particularly environmental assessments must be done and **must be recorded**. Site plans



Iain Turner from NPTA stepped in to cover the WIIS presentation at PestTech

must be drawn and treatment reports must be written. These must contain all the essential detail that will be necessary in the event of an incident. These documents form your defence so it pays to be thorough.

The presentation at PestTech was to be made by Martin Ball from HSE. Unfortunately he was unwell on the day. NPTA's Iain Turner, armed with Martin's PowerPoint presentation, took his place. Being a pest professional himself, Iain was well placed to emphasise the potential impact on pest controllers.

Key findings from WIIS 1993 to 2013

- Number of incidents investigated is small relative to volumes of pesticide/biocides used;
- The majority of incidents where a cause was determined are the result of abuse;
- Anticoagulant rodenticides are the most commonly implicated compounds;
- Buzzards, foxes and red kites are the most common wildlife species affected;
- Many incidents involve companion animals;
- Main impact of abuse is against raptors (buzzards and red kites) even so there is no evidence of any adverse impact on populations of these birds. Both red kites and buzzards are doing well.



Rentokil's David Cross is sticking with PROMPT

Rentokil shows its support for BASIS PROMPT

Rentokil Initial has reaffirmed its faith in the BASIS PROMPT Professional Register by pledging to sign up its UK staff for another year rather than switching to the alternative scheme being introduced by the British Pest Control Association from 1 January 2019.

Rentokil has more than 700 pest technicians on its books and all are on the BASIS PROMPT register. BASIS also works with Rentokil giving advice on how to deliver the company's internal training programmes and guidance on what Continuing Professional Development (CPD) points participants should gain for taking part.

Rentokil's UK operations deliver more than 4,000 days of technical and sales training each year, while its Power Centre has three classrooms and seven scenario training rooms which match the environments in which its technicians work.

Head of Rentokil's technical training academy, David Cross, is also a member of the BASIS PROMPT Committee and says the company is committed to working with the register in 2019:

"If we spend money on making everyone a member of a

Professional Register, then that investment has to work for us and our association, with BASIS PROMPT most certainly does do that.

"The vast majority of our training is internal and BASIS PROMPT is extremely valuable to us because it helps us to weight the training. This makes sure that the correct value can be assigned in order to demonstrate that essential training and development is being undertaken.

"It also ensures that the learning everyone does, whether through a course or a team meeting, is recorded and registered. BASIS PROMPT is therefore a vital resource for us, so we will be signing up again for 2019."

"A great many of our technicians are really driven people who are looking for advancement and improvement all the time, while we also have to make sure that everybody, no matter how motivated they are, continues their development."

David added: "When people are trained, they believe in themselves and their behaviour is that of people who know what to do."

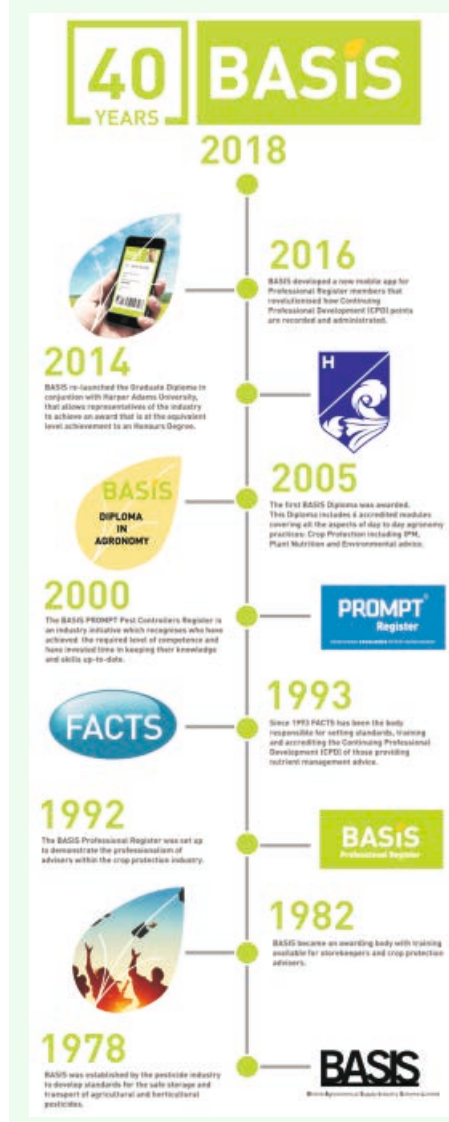
BASIS PROMPT recently celebrated signing up its 5,000th member and its chief executive, Stephen Jacob, said that it is heading into 2019 stronger than ever. The register is also launching a direct debit payment plan to make it easier for members to sign up.

Stephen said: "We have formed a strong relationship with Rentokil over the years and their continued support and cooperation has been integral to the development of the BASIS PROMPT register.

"We're delighted that they have chosen us to be their CPD partner in 2019 and we look forward to continuing our successful partnership in the New Year."



BASIS celebrates 40 years



2018 has seen BASIS mark it's 40th year.

From it's origins in 1978 as a voluntary auditing system designed to improve large-scale agrochemical storage, the organisation has always had the same objective at its core. Maintaining and indeed, extending professional standards.

BASIS continues to audit chemical stores to this day but along the way it has gained huge expertise in operating professional registers.

The first of these was established in 1992 for crop protection advisers, a second was added in 1993 for fertiliser advisers.

Little wonder then when the pest control industry was looking for an organisation to set up and run its professional register it chose to work with BASIS. That was in 2000 and it's fair to say there was a very slow uptake at first. But membership has steadily increased. Earlier this year it passed the 5,000 mark.

Today BASIS also operates a professional register for the amenity pesticide sector and one for drone pilots.

BASIS is a non-profit making registered charity. It has no direct commercial activities and it doesn't train anyone. It does set syllabuses and exams and it approves trainers as competent.

Because it isn't a trade association there are no pressures to develop business opportunities for its members.

What do points make?

Continuing Professional Development (CPD) is now firmly embedded in the professional pest management system and **Pest** is proud to have been a supporter, almost since launch.

As the graph alongside shows we have seen the numbers taking part increase over time.

If 2018 is anything like 2017, and there's no reason to think it will be different, there will be at least another 150 or so who complete a **Pest Test** in December bringing the likely 2018 total to around 1,780. That's a long way from the 157 entries in 2010; the first time **Pest Tests** ran all year. The very first **Pest Test**, however, actually appeared in issue 3 in June 2009.

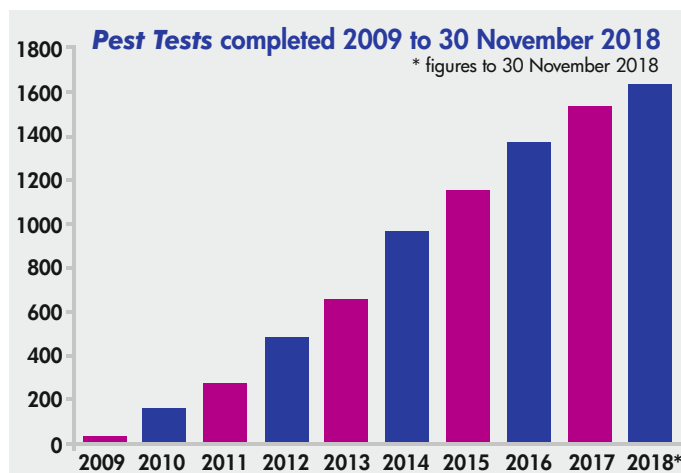
Wondering where your points are?

Which brings us to the increasing challenge we have at **Pest** of keeping up with your entries. Originally all tests were on paper and we still get a fair proportion of paper entries to mark – at a guess a good 10 to 15% still come via Royal Mail. Since the introduction of the online option, however, many of you have switched. Whilst in many ways the online tests have been a great innovation, it has encouraged everyone to think that their CPD points will appear automatically on their PROMPT training records.

Sadly, at present, that's not the case. We have to manually input every correct **Pest Test** received. That takes time and, especially at busy times of year, we do get a backlog. Fear not however, we promise that all points will be allocated before the close of the PROMPT year on 31 December.

More automation coming soon

The good news for 2019 is that we are already working on a way to automate the allocation of points. It's all a bit beyond us but our IT specialists are working with the IT guy from BASIS PROMPT, Andrew Boulding and between them they now have a cunning plan to allow the two systems to speak to each other. This will however mean that PROMPT account numbers will have to be inputted accurately by those taking the tests. Under the new system, if you accidentally input someone else's number they will get your points because the computer, unlike us, won't be able to check that the name matches the number.





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We liked it!

PestTech, the one-day event for pest professionals with a focus on those working at the sharp end, travelled south to the Arena MK, Milton Keynes on 7 November. For the second year running visitors and exhibitors alike had to get used to a new venue. Chatting to attendees it was definitely a case of: 'You can please some of the people, some of the time, but never all of the people, all of the time,' but we liked it.



Daniel Bamford from Ratwall, left, with Wayne Beck from The Pest Master



Bayer's Steve Bishop with Andrew Jamie from Robert Ayres Pest Control



Proudly sporting the NPTA logo, l to r: Frank Hayes, Matt Prowting and Ian Stone from South Coast Pest Control



Barrettine's Charles Phillips with Wiltshire Council's Claire Francis



Service Pro's Jacob Laubscher, centre with Paul Bates, left and Jonathan Whitehead of Cleankill

Visitor accessibility from the M1 was excellent, although there was no doubt the usual difficulties of getting up or down the M1 first thing in the morning, but the same could be said for the previous venues.

In terms of numbers, exhibitor stands at 50 were slightly down on 2017 when there were 54 stands but the number of visitors was essentially the same – 11 fewer according to organisers the National Pest Technicians Association (NPTA), so still over 1,000.

Access for build-up couldn't have been easier. For small pop-up stands it was a short, flat walk into the hall. The big displays had drive-in covered van access at the rear.

Parking for visitors was free and plentiful. OK, some people did a circuit of the massive stadium before finding the correct end to park but there will be fewer doing that next year now they know the way! And,

yes, we can confirm that PestTech will be at the Arena MK again in 2019. The date for your diary is Wednesday 6 November 2019.

Seminar arrangements worked well too. There was plenty of seating and, contrary to our expectations when we heard the seminars would be 'on the balcony', the acoustics were fabulous. No need for those listening to wear headsets – and, remarkably, there was zero background noise coming up from the exhibition below.

The programme was interesting but, unfortunately, two speakers failed to show. The lack of communication from Reading University about their speaker's illness meant the *Pest Control News* workshop was unable to run and that was a shame as the topic – Tales of resistance – is one that every pest professional needs to be aware of. The seminar area was packed for this session only to hear that it couldn't proceed.

Among the visitors we did hear some



The team from Lodi UK



All the seminars were well attended with plenty of CPD points on offer

mutterings about it being too far south – and some were suggesting that PestTech should follow the PPC Live format and become a travelling exhibition.

Our view is that taking it on the road would be counterproductive. Organising such an event is complex and the first time at any venue takes double the effort. Far better, we suggest, for NPTA to use its limited exhibition organising resources at a fixed venue.

All in all it was a good show. Congratulations to all concerned and, particularly, to the NPTA volunteers who stepped in at short notice to sort out the administration problems that frustrated exhibitors in the lead up to the event. We look forward to PestTech 2019.

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Syngenta's Daniel Lightfoot talking cockroach control



Russell IPM's Kieran Wyatt got into the PestTech spirit and had his caricature done. He's pictured with, l to r: Paul Sidebottom, Gina Taylor and Yasmin Latif



NPTA's Paul Burton and Iain Turner take a well earned rest!



Visitors were keen to talk Integrated Wasp Management with WaspBane's Karol Pazik left centre and David Brazier



The Wild Chef butchers a deer. It drew the crowds but wasn't to everyone's taste!



The Bell team, l to r: Arnaud Del Valle, Shyam Lakhani, with visitors Ad Wagemakers and Martin Cobbold



Good to see the stuffed animals made it to MK!



Deadline Fluorescent Tracking Gel took third place in the 2018 Pest Best Product Awards – see page 35



Charlotte Kendal and Richard Burton from the Royal Society for Public Health

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Clamp down on illegal online sales

The British Pest Control Association (BPCA) has worked with the Crop Protection Association (CPA) to secure an agreement with internet giant eBay to help stop unauthorised online sales of pesticides/biocides.

Well done BPCA for responding to the challenge of illegal online sales of biocides/pesticides. Illegal internet sales is a topic which has been high on the BPCA agenda for some years. It has certainly raised the hackles of many a **Pest** reader, especially since the tightening of the rules for professional rodenticide sales.

Following a number of meetings, eBay has clarified its policies for the sale of pesticides/biocides, meaning that now only authorised eBay shops may sell these products. Person-to-person sale of such products is prohibited and eBay shops will only be allowed to sell pesticides/biocides if they meet eBay's policies and UK law, including the UK Stewardship Regime requirements.

Wendy Gray from CPA explained that the meetings came about after a Freedom of Information request sent to the Chemical Regulation Directorate relating to the mis-selling of pesticides on the internet. The majority of the 106 cases raised related to the sale of non-authorised products including, products authorised elsewhere but not in the UK, products which were previously authorised in the UK but whose authorisation had expired and products which fall within the scope of the regulations but had no authorisation.

BPCA's technical manager, Dee Ward-Thompson, outlined how the two associations came to work together: "Wendy approached us early in the year and we decided that working together on this common goal would be a great thing to do and would hopefully get us the results we were looking for. This joint venture has been very successful. We could not be more pleased with how it has gone."

"eBay was very welcoming, helpful and supportive throughout the process. We're all confident that the changes we've put in place will help stop a significant amount of illegal pesticide/biocide sales."

The change in policy and the direct connection the associations have made with eBay, should make it much easier to stop unauthorised sales. However, with 13.4 million listings added weekly by mobile alone on eBay, it is a difficult job to monitor everything being sold on the site. Anyone who suspects a shop of doing something illegal should report it to BPCA (email: technical@bpca.org.uk) or CPA (email: info@cropprotection.org.uk).

EU activity on counterfeit product

At EU level, the focus is on counterfeit products sold via the internet. The Confederation of European Pest Management Associations (CEPA) is working to become a signatory to an EU Memorandum of Understanding on this topic. This is a voluntary initiative which brings together internet giants like Amazon and Alibaba, with companies like Adidas, Chanel, Procter & Gamble along with trade associations. The idea is that working together these organisations will be able to find practical solutions to the counterfeit problem.



Where next?

Both associations are aware there is still more work to do to stop illegal online sales, as Wendy says: "Although these meetings mark a big win, there's still a long way to go. Other large online retailers need to follow suit. It took us a fair amount of time to get our foot in the door with eBay, but now we'll be knocking on other retailers' doors and asking them to ensure the responsible sale of professional products online."

Dee adds: "Ultimately, irresponsible online sellers are getting their products from somewhere. We are asking all manufacturers and distributors to ensure purchasers are aware of their legal obligations along the supply chain. As for next steps – we are currently working on a guidance document for the reporting process which we hope to have ready before the end of the year. Whilst we have had a fantastic response from eBay, we have not had any success with other online sellers, as yet, but we are not giving up."

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Opening PestWorld 2018 is NPMA's chief executive, Dominique Stumpf



L to r: from Germany IGEBA's Joerge Heckel and Alberto Sabatini



From Brandenburg: Tracey Brooks and Mathew Kaye



ServeSuite from Service Pro is a market leader in enterprise software. Boss Andy Deering is with Magda Zavala from the Latin Division



PestWorld 2018 was held 23-26 October at the Swan & Dolphin hotel and convention halls in Orlando, Florida. That's the very same venue as four years ago. So has much changed? The answer is, well no not much. PestWorld is still organised by the American trade association, the National Pest Management Association (NPMA). Once again attendance records were said to have been broken with over 4,000 industry professionals from around 80 countries attending. Also as before, the exhibition is spread over two full-sized exhibition halls with around 200 companies exhibiting.

There were more than a hundred educational sessions, receptions, special interest group meetings and the like to choose from. Educational sessions covered an array of technical, business and management topics. What is strange to us Europeans is that the exhibition and the educational sessions do not run concurrently. This makes the number of hours the exhibition is open limited and the chance of doing justice to all the stands, slim.

The general sessions always include two outside motivational speakers and have the razzmatazz the Americans do so well. This year generally there was an even more upbeat feel to the event. The US economy is booming and unemployment at an all time low. This throws up recruitment and retention problems which are also being experienced on our side of the Pond.

In the exhibition hall there were two notable company changes. Corteva agriscience – formed from the merger of DuPont and Dow was displayed prominently. Hotter off the press though was the reorganisation following the acquisition of Curtis



Dave Clements from Pestokill in Lancashire made the trip to Florida



From Plastdiversity Ana Francisco, left, with PestWorld delegates Gordon and Carol Leikies



Consultant Dennis Snow (ex Walt Disney World) spoke on customer service and employee development



Pelsis was promoting all its brands with a strong presence for Project Neo

Gilmour by Pelsis. This only occurred in late August so the companies had to stick to their two individual stands, but products from both companies were on display on both.

New on the Pelsis stand was a very snazzy fly killer, Infiniti. Brandenburg also had a novel fly killer using the company's IoP (Internet of Pests) digital recording system to provide real-time fly count data. Both are coming soon. For more new products turn to pages 32 & 33).

PestWorld may be the flagship US event but it is also the pre-eminent meeting place for the global pest control industry. Next year it's in San Diego, California from 15-19 October, so mark your calendar, it's well worth a trip.

read more
on the web



David Helgesen, left and Howard White from Rat Pak with BPCA's Beth Reed who was at PestWorld to promote PestEx 2019



Pest editor Frances McKim, second from right with staff from the leading US magazine, PCT, I to r: Dan Moreland, Jodi Dorsch and Brad Harbison



The PelGar team, I to r: Nic Blaszkowicz, Vincent Russo, Dr Gareth Capel-Williams and Andrej Branc



Adam Flynn, left, and Murray Hern from Sumitomo with Constantin Schwarz, centre, from Rentokil



Representing PestWest from left: Sophie Newton, Rupert Broome and Sabra Everett



On the Kness stand, I to r: Joe Belcher, visitor Maarten Crezee, Nick Fugate, Kathey Wauson, Jessica Terry and visitor Jaclyn Fong



Brandenburg's impressive display focussed on innovation



Liverpool-based Yanko exhibited for the second time

Neosorexa® Gold

The UK's No 1 rat and mouse bait containing Fortec technology for increased consumption.



- Multi-purpose, cut wheat bait for fast, effective and consistent control
- Extremely palatable to both rats and mice with Fortec technology
- A lethal dose consumed within just one day
- Proven superior performance to ordinary baits
- Achieves superior control under a wide range of baiting conditions

 **BASF**
We create chemistry

From medicine to mats... **RATMAT**

In mid 2017 (**Pest 51**: June & July 2017) we reported on how a Cornish doctor with no pest control experience, yet with a flair for inventing things, had developed a system of electrified tiles to prevent rats from attacking his father-in-law's car. Unlike several of the new inventions we have reported on, we are delighted to advise that this product – RatMat – has made it to market. It made its debut outing at PestTech – see page 21 Here, in his own words, practising A&E doctor Toby Bateson describes this 'journey' to commercialisation.

I came up with the concept for RatMat seven years ago when my father-in-law had his vintage sports car damaged by rats. The damage came to £7,500, he wasn't covered by insurance and he was told these attacks were likely to happen again. I have invented several things over the years, including the world's smallest vacuum cleaner for which I have an official world record.

"Toby, I need you to invent something to stop this happening again," said father-in-law. I immediately realised that if the floor was electrified the rats wouldn't be able to walk across it to the car. I was very excited to find that no-one had done this before and set to work drafting a patent and researching the different ways it could be accomplished.

Design and funding

I became involved with Dufort Associates, a Wadebridge-based product design and development company, when I was struggling to find a practical solution. I had hit several hurdles which were looking insurmountable if I was to develop a bespoke conductive fabric which could be cut to shape and was flexible. Francis Dufort came to the rescue and persuaded me that a tile option would be more practical and we set to work on a prototype. Dufort have been highly insightful and creative in developing the design of the tile. It wouldn't be what it is without them.

For funding and to raise awareness, I launched a campaign on Kickstarter, the world's largest funding platform for creative projects. This wasn't successful as the product is too highly specialised and the website probably wasn't the right audience for it. But it did result in several private investors coming forward who successfully funded the project. The publicity push that went along with it was great for gauging public reaction and learning about the market place.

I'm truly indebted to **Pest** magazine for the exposure given to the project as it was in your pages that Killgerm spotted us. Without

your magazine we wouldn't have made such great progress. Killgerm has also been amazing in taking on the project and helping bring it to market. The UK team has demonstrated it to their international sister companies around the world and all of them are hoping to distribute the RatMat for us.

I was overwhelmed by the positivity and interest RatMat received at its launch at PestTech. People were excited about the potential of the RatMat, often suggesting that it could help in other areas where rodents are currently difficult to control.

The real day job

I still work as an emergency doctor in Treliske hospital in Cornwall. This has given me many of the skills I needed in order to develop the RatMat. It has made me problem-orientated and efficient with my time, as well as giving me experience in



Toby Bateson with his RatMat

project-managing a team and thinking ahead to predict and avoid problems before they cause difficulties. You have to truly believe that the solutions exist and that you simply realise them. Thomas Edison said that his inventions were '1% inspiration and 99% perspiration'. I would say that making mine a reality have been 1% inspiration and 99% communication. I couldn't have done it without the team.

Impressions of pest control market

It has been fascinating coming to the pest control industry through this unusual route. I find the industry very problem-centric and pragmatic and can see that several of its challenges are worsening. I can also see parallels between pest control and the use of antibiotics to treat infection. Both rodents and bacteria are intrinsic, highly integrated and adapted to their environments. Humans have blunt and dwindling tools to fight them. Antibiotic resistance is increasing and pest controllers are having their hands tied over the use of several mainstays of their arsenal. Now is the time for innovation.



The electrified RatMat keeps rodents at bay



The organisers from left, Jean Charles Pujol, Edouard and Pierre Kabouche



Ian Smith, left, explains the benefits of Bird Free 'en français'



Representing Tenv Solutions are Jurij Bilandžić Zajec, left and Patrick De Vos



From Syngenta, l to r: Gilles Garampon, Aurelie Baillet and Robertus Vink

Plenty to see at Parasitec

Parasitec returned to the French capital for a lively three days from 14-16 November. **Pest** editor Frances McKim reports from the last big pest management event of 2018.

Virtually without exception, visitors and exhibitors attending Parasitec 2018 declared it a great success. It was an ideal way to conclude this year's round of exhibitions.

The attendance figures highlight just how popular the event is – this year a record breaking 3,206 visitors attended – up on the figures of two years ago when 3,067 made the trip to Paris. As for the number of exhibitors, this was slightly down at 90, compared with 96 in 2016.

Speaking on behalf of the organisers, PC Media, the company which also published the French pest management magazine N&Pi, Edouard Kabouche said: "We are delighted. We have attracted more visitors, all the exhibition stands were sold and the exhibitors are very happy. We have listened to the comments regarding space, so maybe in two years time we will have more."

Although the Paris Event Centre at Porte de La Villette on the north west outskirts of the city is a good airy exhibition hall, the event remains a victim of its own success. The queues for the catering and lack of tables and seats was the same as in 2016. That said it's not clear how the organisers could squeeze any more catering facilities in and it's not too far a walk to a range of café bars outside the Event Centre.

Having said that, this is France and at this exhibition one of the most noticeable features is the abundance of food and drink on virtually every stand. Most prominent is the Lodi bar! The company's open generosity knows no bounds.

The aisles were full all day long and the staff on the exhibition stands were kept well occupied. Interesting to note, the number of international visitors seemed to be well up again – not as many as you get at PestEx in London, but not that far off.

Some of the exhibitors were making their debut and came from far flung places – for example Biopreparaty from the Czech Republic, IPM Square from Israel and NPO Garant from Russia. Add to this the large number of French and other European exhibitors – from



Brits abroad. Left and right: David Haskins and David Bowerman from Bower Products with Rupert Broome of Killgerm, centre



From BASF, l to r: Gavin Wood, Michel Degroote, Leon van Mullekom and Stéphane Olejnik



It's France so there must be time for champagne!



Magic on the Edialux stand. Serge Simon picks a card

both large and small companies – and you had plenty to inspect. Running alongside the exhibition for the first two days was a series of topical seminars. For most it was standing room only. On day three, the seminar area was transformed into a free of charge lunch.

Having been disappointed in the number of new products to see within the exhibitions at both PestWorld and PestTech, there was an improved number to view in Paris (see pages 32 & 33 in this issue).

Overall, the swish digital monitoring systems seemed less prominent – for example the Bayer, Corteva and Syngenta systems are remaining the other side of the Atlantic, for now at least.

New chemical means of control were thin on the ground. Sumitomo Chemical had a stand and their Pesguard Gel (clothianidine) for cockroaches was being promoted on the Aedes stand.

As for next year, it was announced the Parasitec roadshow moves onto Budapest, Hungary – at the earlier date in the calendar of 9-10 May 2019. See you there!

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



Wired for sound. The seminars have headsets for everyone but with simultaneous translation into English for international visitors



Three of the speakers, l to r: Anne Julliat, Dr Romain Lasseur and Dr Jean-Michael Michaux



Despite the long opening hours Parasitec remains busy all day



The new Lodi bait station named after the company's founder, Robert Lockman



Pest editor Frances McKim gets a close up



USA-based Bell Laboratories display attracted plenty of interest



The Bábolna Bio team l to r: Krisztina Magyar, Janos Daru, Dr Daniel Bajomi, Jacob Tamas and Ildiko Mar



Getting down to business on the Octavius Hunt stand



The Bleu Line – BL Group and Spray Team stand was always busy

Training, but not as we know it, Tim!

Most pest professionals would consider it's the salesman's silver tongue that will generate the most new business, but it's the eyes and, especially, the ears, that are just as important, according to Tim Bloomer and Richard Nowell, who run the Killgerm sales skills course.

"Understanding what will motivate a customer to buy you and your service, is all about listening to what they want to achieve and identifying the benefit they stand to gain," argues Killgerm's Tim Bloomer. "Find that and solve it for them, then you've a good chance of making a customer for life."

Over 120 delegates have already benefitted from the pair's intensive two-day sales skills course, drawing on years of experience and knowledge. The latest session, hosted at the Syngenta Jealott's Hill International Research Centre in Berkshire, attracted participants from across the industry – from sole operators, through to start-ups, local councils and larger regional companies.

Immersive experience

The format includes multiple sessions addressing all the anticipated business selling situations, which are actively brought to life through role-playing and interactive scenarios.

"It's a very immersive experience and delegates have to be prepared to get really involved to get the most out of it," highlighted Tim. "But when they go away they can be far more confident in putting what they have learned into practice, in developing their businesses for the future."

For some it can be a real epiphany moment, reported event host, Syngenta Business Manager, Daniel Lightfoot. "It's when pest control goes from being a last resort call from desperate individuals, to being a proactive partnership service that has a real benefit



Course tutor Tim Bloomer, standing, takes questions

for customers. It's extremely rewarding to see the development of the professional approach of the pest control industry and, giving the delegates the skills to build their businesses," continued Daniel.

Always popular

The sales skills course has always proved a popular part of the Killgerm Training suite.

Richard Nowell outlined why the course is so important for progressive businesses: "Often operators or surveyors are so busy concentrating on what they have to offer, or even thinking about how they are going to get on with the job, that they fail to listen to customers and could miss key information.

"That could mean a missed opportunity to identify what will make the customer want to buy or how the pest controller can develop


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Making good use of the excellent meeting facilities at Syngenta's Jealott's Hill R&D Centre, Richard Nowell, standing, and delegates on the Killgerm sales skills course work together in one of the small group sessions

extra income streams for themselves. In addition, listening will ensure that you have the information to adapt the offer to ensure it is best matched to what the customer needs, which will help in the development of a long-term business relationship."

More than just controlling the pest

"For one business an effective pest control strategy could be about saving money by avoiding fines or repairs, whilst another may be able to make money by meeting requirements that allow them to secure a new contract; others may just need to survive in the market place," he reported. "But it's only through developing a conversation and being able to identify the clients' specific needs that you can deliver the most effective solution."

Tim Bloomer identified that cold-calling is often the most challenging situation, but for most it's an essential element of generating new business. He said; "We look to change the approach from simply selling the features of a product, to developing a relationship such that, when the time is right, it will lead to a sale for the benefits it will provide to the customer."

Using the course to demonstrate a range of techniques, tips and practical advice, Tim and Richard can turn the cold-calling experience of sole-destroying repeated rejection, into a positive reception from potential clients.

They also spend time on the course to highlight areas for potential new business, which they see is around every corner. "You have to keep your eyes open to spot opportunities," advised Tim.

"Pest professionals have the advantage of knowing all about pests and their habits which is something that customers don't – that opens up selling opportunities," he urged.

Richard Nowell highlighted a couple of examples. Having put up bird proofing on one building, think about where the birds are likely to move to – and that's the next potential customer; or if you see a building already clad in scaffolding, there might be the opportunity to use it to offer bird proofing at a good rate as there will be no

access costs to pay.

And if the approach has been made in a proactive way, the course concludes with the all-important skill of closing the sale. They present different ways of doing that covering a range of different situations and styles, but crucially ensuring the client is tied in and both parties finish looking forward to working together.

The whole course is a very different style of training for the industry but it gets very positive feedback from delegates. Tim added: "Anything we can do to make life a little easier for our customers gives us a good feeling! Life is tough at times and helping our customers grow their bottom line is our ultimate goal.

Jealott's Hill R&D centre

Syngenta invests over £1bn a year in research and development (R&D), with Jealott's Hill the largest global site for new agrochemical discovery and product support in Syngenta's R&D network. The site employs over 800 scientists and support teams and has a long tradition of innovation, .

Key activities at Jealott's Hill include research into finding new active ingredients, new formulation technologies, product safety, technical support of the company's leading product range and seeds research.

The site is home to a number of centres of scientific excellence, both chemical and biological, that support worldwide R&D activities. It is also a key centre for collaborations – partnering with the UK and global research base to keep Syngenta science world-class.

syngenta®

Making international debuts

This autumn **Pest** has been to three large pest control exhibitions in the space of four weeks! It's a bit like a travelling circus, quite a few of the same people, especially from the international companies, were at all the events. Likewise, many new products are revealed at each and every event. However – not all are. There is still regional variation. Here is our round-up of what we saw that was new. Apologies if we have overlooked anyone. The flags indicate where they were seen.

PestWorld PestTech Parasitec



Controlled spraying



www.birchmeier.com

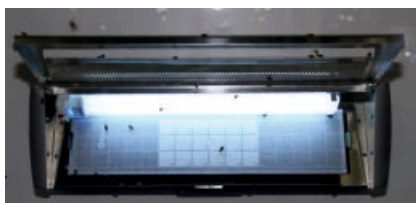
Swiss manufacturer, Birchmeier, had two new generation back-back sprayers – the Flox 10 and Iris 15 on display, as well as the AS 1200 battery spray blower. The latter offers spraying with pressure-controlled liquid supplied in an air stream and powered by an additional battery pack, in combination with one of the company's Accu-Power line sprayers.

Flies counted for you



On the Brandenburg stand, but only at PestWorld, was another novel fly killer, this one uses the company's IoP (Internet of Pests) digital recording system to provide real-time fly count data.

First seen at PestWorld in 2017, the system comes with light tube and glue board. It will be available in 2019.



www.b-one.com

Track those bed bugs



How many times are you unsure if those suspicious dots are bed bug spots or not? If they are, where are they coming from, or going to? Bluestar Cimex gives you the answer.

Simply add the tablet supplied to a small hand-held sprayer and apply it to the suspicious dots. Once in contact with any trace of haemoglobin (from blood), they become a luminescent blue. That makes them easy to see with the naked eye in the dark.



www.bluestar-cimex.com

All the way to Infiniti

Pelsis has a new and very snazzy fly killer but, unfortunately, it's not available to purchase until next year.

Called Infiniti, it comes with LED lights on two easily replaceable strips positioned behind a glue board.



Two years in development and covered by three patents and two registered designs, it uses 50% less energy than a traditional machine yet still catches the same amount of flies. The light strips only need replacing every three years.

www.pelsis.com



Maybe small, but a real pest

Fruit flies are annoying pests in areas where food is prepared and eaten. Although they do not bite, their presence is often indicative of poor hygiene, rotting fruit or drainage problems.



This colourful fruit fly trap from Plastdiversity, Portugal locates the source of the infestation. It captures both the common fruit fly (*Drosophila melanogaster*) and also the spotted winged fruit fly (*Drosophila Suzukii*). A lure is also supplied with the monitor. It provides a perfect tool for mapping infestation levels.



E: comercial@plastdiversity.com

Battery powered atomizer sprayer

The well known manufacturer of atomizer sprayers, Spray Team SRL, has added a new model to its popular Scout range.

The new Scout 300 offers additional environmental benefits. Rather than being powered by a diesel engine, it is powered by a 48 volt battery. It is designed for truck-mounting, so offers all the same



features and user benefits as the diesel powered machine, whilst being friendlier to the environment.



www.sprayteam.it

Cool, calm and protected

As all pest professionals know, treating wasps and, particularly, hornet nests, without either being stung or cooked to death by the heat in your protective suit are real issues.

British pest controller, Robert Moon (right), who now works in France has this summer been testing a new suit, especially when dealing with Asian hornet

nests. Made in Cornwall, the suit is constructed from a versatile high tec, fully ventilated 3D fabric designed to keep the operator cool and comfortable at work. The 5mm thick fabric, which is thicker than the length of a bee sting, protects against stings.

www.bbwear.co.uk/ultra-range



Granular application by drone

The Drone MG-1 and the Drone MG-1S – or octocopter – sold by Bleu Line – BL Group have already been accepted for the application of liquids – for example in mosquito control. A new addition is the MG Spreading System. This is specifically designed for spreading granules. It comes with a built-in stirring device and a precisely controlled hopper outlet which offers accuracy and delivery with reliability and few blockages.

www.bleuline.it/eng

Scout is out...

Within these pages we have written before on several occasions about the development of this bed bug monitor and lure from Nattaro in Sweden.

The was on display at all three events and the good news is it is now available for sale.



www.edialux.co.uk

Electric protection against rodents

The safe, scalable and transportable RatMat is an innovative, humane and cost effective solution to protect property from rodents. Using the principles of an electric fence, RatMat tiles can be a long-term solution to prevent rats and mice causing expensive damage to property and all types of items in storage. Seen here is the developer, Toby Bateson (left) accompanied by Rupert Broome, as Killgerm is to be the RatMat distributor, when available.

Read how it was developed by Toby on page 27.



www.killgerm.com



Patrol those borders!

The new Border Control product developed by PestTrader is a yellow and black highly sticky paper tape which provides an effective barrier, preventing any insect from crossing it.

It comes in a 20 metre roll, is easy to cut and put down plus it is chemical-free, meaning it can be used in food areas.

As an aside, it also acts as a barrier for mice. However for mice, daily monitoring is required.



www.pesttrader.com

Convenience to the fore

Compression sprayers widely used by pest controllers seem only rarely to benefit from significant new developments. German manufacturer, Mesto, however has two new squat stainless steel sprayers (6 & 10 litre capacity), both with large stable bases.

What catches your eye is the filling arrangement. There is an extra large, separate filling hole so making it easy to fill without any contamination of the surrounding area. The sprayer pressure automatically releases when the lid is removed.

www.mesto.de



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Readers choose Sakarat D Liquid



Proud winners of the Pest Best Product Award 2018. From left James Mendoza from 1env Solutions for Rotech Sentry, Louise Cauldwell from Killgerm for Sakarat D Liquid and Paula Kearns for Deadline Fluorescent Tracking Gel

Congratulations to Sakarat D Liquid from Killgerm which has been voted by **Pest** readers as the best new product for 2018.

This year there were 11 great new products nominated for the **Pest** Best Product Award. These covered the complete range of pest control activities – from fly killers to traps via monitors and insecticides. In the event however three products, all concerned with rodent management, stole the show.

Voted by readers into the number one position was the ready-to-use difenacoum-based formulation, Sakarat D Liquid bait from Killgerm. Louise Coldwell, head of sales and customer services, collected the trophy and winner's certificate on the **Pest** stand at PestTech on 7 November.

She said: "Everyone on the Killgerm team is delighted that Sakarat D Liquid bait has won the **Pest** Best Product award. This is a truly innovative product, being the only liquid rodenticide available on the market. It is great to see its success being recognised by all those who have used it. Killgerm has a proud history of bringing innovative new products to customers and it is wonderful to have won this award. I would like to thank all those who voted for this product for their support."

In second and third place

Having won the top spot last year, 1env Solutions was, once again, amongst the prize winners. This time the 1env Rotech Sentry metal bait stations took second place. This is quite an achievement given that the product was only launched a couple of months ago.

A delighted James Mendoza, operations director for 1env said: "The Rotech Sentry is the latest product in 1env's growing range, so to come second after only being on the market for a few months, just goes to show how popular this metal bait station is already. This new box meets all the needs of the modern day pest controller in an ever-changing industry."

Yet another rodent management product claimed third place, but this time it was a gel – Deadline Fluorescent Tracking Gel from Deadline Products. So, put all three prize-winning

best
product
award
2018
pest

products together and you have a ready-made rodent management arsenal!

Collecting the award on behalf of Deadline Products was Paula Kearns who detailed that developing and introducing new and innovative products is very much one of the company's driving goals.

Paula said: "To get this kind of positive feedback from users is extremely rewarding. I would like to thank our team members who formulated this product and completed most of the 'work', namely Billy Dealing and Mark Kernan. Without their efforts we wouldn't be able to bring this kind of innovation to market and make it available to our industry."

Also scoring well with readers were Digraim C40 from Lodi UK, along with two relatively special use products, the Goodnature A24 trap and the Nattaro Scout bed bug monitor.

As Helen Riby, associate editor at **Pest** explained: "Once again we had a record number of votes cast by readers. Far and away the majority of these came electronically via the voting form on the **Pest** website.

"We would like to thank all the readers and companies who supported this year's **Pest** Best Product Award.

"Look out for details of how to nominate products for the 2019 Award in the New Year," concluded Helen.



The winning product, Sakarat D liquid

FRESH BAIT IN A BLOCK A LETHAL COMBINATION

WAX BLOCK

Attracts rats to gnaw and keeps the fresh bait secure

FRESH BAIT

Very attractive to rats providing rapid take-up

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

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Bábolna Bio

Update on world malaria situation

The *World Malaria Report*, published annually by the World Health Organisation, provides a comprehensive update on global and regional malaria data and trends. The latest report, released on 19 November 2018, tracks investments in malaria programmes and research as well as progress across all intervention areas: prevention, diagnosis, treatment and surveillance.



It also includes dedicated chapters on malaria elimination and on key threats in the fight against malaria. The report is based on information received from national malaria control programmes and other partners; most of the data presented is from 2017.

ISBN 978-92-4-156565-3 A copy of this 210 page document can be downloaded from the **Pest** Library.

Handy guides from Killgerm

Killgerm has recently produced two more handy guides in their *How to...* series. The first covers flies and how to control them and the second features ants. Available from Killgerm or from the **Pest** Library.



Updated rodenticide resistance research report



The University of Reading has updated its research report *Anticoagulant Resistance in Rats & Mice in the UK*. Like its predecessor, this is a detailed read with 35-pages of commentary on the various types of resistance and the testing methods used. It reveals new hotspots and a dearth of data in the Midlands – see page 11 in this issue.

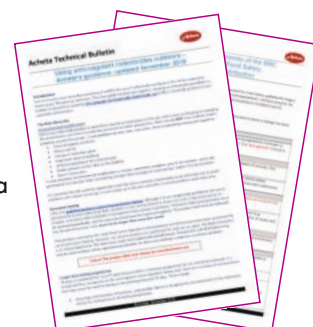
Copies available from CRRU Think Wildlife website or from the **Pest** Library.

Two updated guides from Acheta

Acheta, the independent pest control consultancy has just published two useful guidance documents. The first is an update on the pest control requirements of the BRC global standards for food safety, storage and distribution following the changes made in Issue 8 released in August 2018. Not a great deal has changed, but where there are changes these are very helpfully shown in red.

The second, is another updated guidance note reflecting the recent changes in the outdoor use of rodenticides. The publication provides a useful two page resume.

Copies available direct from Acheta at www.acheta.co.uk or from the **Pest** Library.



Sprayable entrapment

Vazor Provecta is a physical mode of action 'sprayable entrapping' formulation for effective control of resistant populations of crawling and flying insects. Diluted with water it acts by causing external immobilisation of target insects. Vazor Provecta is an excellent alternative to traditional insecticides and functions as a resistance management tool due to its physical mode of action.



www.killgerm.com

Motion sensor camera

This new and improved motion sensor camera allows real time video recording of pest activity, such as rodent activity in an infested area. By inserting a SIM card, the operator can view images directly from the camera on their smartphone or computer when the camera detects movement.



www.killgerm.com

Natty little Plug-in

This simple little fly killer does exactly what its name implies – it plugs into the mains! Constructed of ABS plastic, it uses one 9 watt UVA lamp, plus an easily replaceable glue board. It is economic, slim and stylish, with tools free servicing, what more could you ask for? It makes an ideal add-on to your main fly killer systems.



www.bower.co.uk

Slipping & sliding insects

Employing the features of nanotechnology powder, when applied Insect Barrier spray changes the surface of the item it is applied to, making it super slippery. This means crawling insects, for example bed bugs, are unable to climb up the treated surfaces.



www.1env.co.uk

www.edialux.co.uk

Two types of light

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Diary dates

28 February 2019

SOHFT conference and exhibition: Control or management: The changing environment for pests

The Bristol Golf Club, St. Swithins Park, Blackhorse Hill, Almondsbury, Bristol BS10 7TP

<http://www.sofht.co.uk/events/control-or-management-the-changing-environment-for-pests/>

6-7 March 2019

Disinfestando 2019

Milan Convention Centre, MiCo (1st floor) – Milano Congressi Piazzale Carlo Magno, 1 – 20149 Milano

<http://www.disinfestando.com/en/home-2/>

20-21 March 2019

PestEx 2019

ExCel, London E16 1XL

<http://pestex.org/>

Get set for Milan in 2019



The first major event of 2019 is the flagship Italian exhibition and conference, Disinfestando, on 6 & 7 March. The 2019 event moves to the Milan Convention Centre in the fabulous city of Milan with its superb cathedral, famous La Scala opera house and, for followers of fashion, some of the best shopping in Europe.

The organisers expect the Milan venue to attract a more international audience. It is certainly an easier destination than Rimini for those of us travelling from the UK at that time of year. Easyjet and Ryanair offer cheap flights from Gatwick, Luton, Manchester and Stansted. So what's stopping you? Perhaps we'll see you there!

Got a question? Call the PROMPT CPD hotline



CPD hotline:
01335
301311

If you're collecting Continuing Professional Development (CPD) points as a member of BASIS PROMPT then the number you need to claim the two points available for reading **Pest** magazine throughout 2018 is: PC/62676/18/g

Pest Test 60

**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 New resistance hotspots (page 11), Gee WIIS: What a Scheme (page 17) and Clamp down on illegal online sales (page 23) and answer the questions below. Try to answer them all in one sitting and without referring back to the articles.

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

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

- 1** Which two extra regions have the researchers now labelled as hotspots for L120Q resistance?

<input type="checkbox"/> a) East Anglia & South Yorkshire	<input type="checkbox"/> c) West Yorkshire & Anglo/Welsh border
<input type="checkbox"/> b) Berkshire & Hampshire	<input type="checkbox"/> d) East Anglia & West Yorkshire
- 2** What level of resistance was detected in the new mouse samples?

<input type="checkbox"/> a) Almost 95%	<input type="checkbox"/> c) Almost 80%
<input type="checkbox"/> b) Almost 90%	<input type="checkbox"/> d) Almost 50%
- 3** Which area of the country is suffering from a lack of data on resistance?

<input type="checkbox"/> a) The Midlands	<input type="checkbox"/> c) Southern England
<input type="checkbox"/> b) Scotland	<input type="checkbox"/> d) Wales
- 4** What does WIIS stand for?

<input type="checkbox"/> a) Wildlife Incident Isolation Scheme	<input type="checkbox"/> c) Wildlife Internal Investigation Scheme
<input type="checkbox"/> b) Wildlife Incident Inspection Scheme	<input type="checkbox"/> d) Wildlife Integrated Inspection Scheme
- 5** What does WIIS say is the main cause of the majority of poisonings it investigated between 1993 & 2013?

<input type="checkbox"/> a) Abuse	<input type="checkbox"/> c) Carelessness
<input type="checkbox"/> b) Misuse	<input type="checkbox"/> d) Spillages
- 6** How many listings are added weekly to eBay by mobile alone?

<input type="checkbox"/> a) 134.4 million	<input type="checkbox"/> c) 13.4 million
<input type="checkbox"/> b) 34.4 million	<input type="checkbox"/> d) 1.34 million

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