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The independent UK pest management magazine

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Issue 55
February & March 2018



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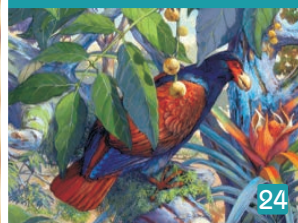
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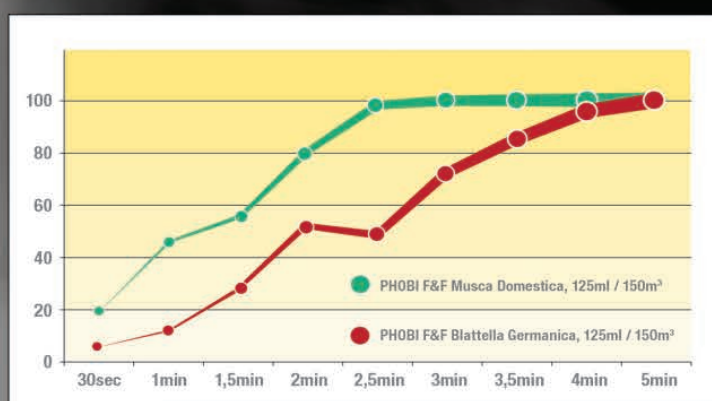
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Aims

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

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Running fast to stand still?

Have you ever felt you were running fast to stand still? We certainly have in the **Pest** office. There was no time to draw breath after Christmas because before January was out, we and several of our readers, were up and off to Pest-Protect in Germany. Read about what we discovered later in this issue! Now PPC Live is only weeks away, so take a look at our preview on pages 22 and 23 to see who is exhibiting and pick which sessions you fancy attending.

We expect many readers feel much the same – rushing from one job to the other. Yet, time still has to be found to keep up with all the new digital technology, not to mention newly introduced regulations, the latest being the new rodenticide lower concentration products – see pages 15-19.

It's only when we stop and have chance to reflect on what has changed that we see how much progress has been made. As **Pest** enters its 10th year of publication, it was revealing to sit down with BPCA's departing CEO, Simon Forrester (see interview on pages 10 & 11) and reflect on how things have moved on – fortunately mainly for the better. Likewise it is interesting to discover how much progress has been made across Europe with CEPA Certified (pages 12 & 13).

In the next few weeks our 2018 National UK Pest Management survey goes out to all those at the 'sharp end'. This is your opportunity to tell us what has changed. Please do.

Frances Helen

Interpreting the news at www.pestmagazine.co.uk

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Bird course lifts off

Derbyshire-based the Bird Control Company held its first course designed specifically for bird control companies using, or thinking of using, hawks – see **Pest 53**: October & November 2017. It certainly seems to have been successful as all but one of the places was filled.

The reaction from delegates was very positive, judging by the comments made by Mark White, the hawk response manager for Bury St Edmunds based Dealey Pest Management who said: “My MD sent me on this course because, although we already supply a hawk response service, he felt we could do things better, as this is not a simple service to offer properly.

“After attending the course – where I learned so much – I feel we are now in a better position to continue to grow our hawk response service. I will be looking at ways to implement all I've learned and also returning for further training.”

As the course was so well received another is planned in June 2018, explained Bird Control Company director, James McKay.



Mark White from Dealey Pest Management getting acquainted with a Bird Control Company's Gyr x Saker falcon

How to wreck your reputation

Still reeling after the IT melt-down last May which resulted in hundreds of flights being cancelled and tens of thousands of passengers around the world being stranded, British Airways (BA) has had a further set-back to its reputation. This time the culprit was a six-legged pest and the story went global.

First BA had to apologise to a Canadian family after they were bitten by bed bugs on a flight from Vancouver to London last October. This was followed, in January this year, by a man flying business class to Cape Town, who reported he had been bitten 150 times.

Things got even worse when the cabin crew walked out of a flight scheduled to go Ghana. They flatly refused to fly on it due to a bed bug infestation. Apparently bed bugs were spotted crawling over the seats and the crew said it was unacceptable to work on the plane. Pity the poor passengers who were due to sit on those seats!

The many reports in the media claimed these problems were caused by BA's cost-cutting resulting in poor cleaning.



The Carillion effect

The collapse of Carillion has sent shockwaves through the British economy. The company described itself as 'a British multinational facilities management and construction services company'.

It had facilities contracts throughout the public sector, including in hospitals, prisons and schools. So, at first sight, this seems a significant piece of news for the pest control sector.

But, from informal research undertaken in the **Pest** office, this would appear not to be the case. More than likely the big national pest control companies will have taken some sort of hit, but they are keeping very tight lipped about it. Luckily, for the smaller and one-man companies, they seem to have been just too small for this commercial giant to work with.

Maybe it is the aftershocks which will cause the greatest effect. For example, Mitie has written to all its suppliers pointing out that it was the construction side of Carillion that caused the problems – rather than the facilities outsourcing business and stressing that Mitie is not in the construction sector. There are some reports, however, of companies taking their facility servicing activities back in-house.

Thinking wider still, this does act as a salutary reminder that highly leveraged companies are, inherently, a riskier prospect in the long run. At the moment debt remains relatively cheap and available, which is fine for now. However, if/when this changes – and it is forecast to change – then highly leveraged companies may find themselves very exposed and in-hock to the banks. You have been warned.



Potential rodent heaven

Local authorities in Wales are considering plans to collect domestic waste just once every four weeks. This is all part of a move by local authorities to increase recycling rates by reducing the frequency of residual waste collections. It has been claimed that this will generate savings at a time when many are struggling to balance their books.

Whilst we all support recycling, the Chartered Institute of Environmental Health (CIEH) has urged caution and asked for decision makers to consider the implications saying: “There is a significant risk of increased fly-tipping as people struggle to fit four weeks' worth of waste into one wheelie bin. Any missed collections will mean a staggering eight week wait between bin collections. There is also the risk to our wildlife and environment from uncollected waste and, especially in warmer weather, the risks coming from pests.”



Cleankill directors. Left to right: Clive Bury, Paul Bates, Ian Miller and Jon Whitehead

Cleankill strikes gold

Surrey-based Cleankill has announced it has become the first pest control company in the world to be awarded the Investors in People Gold Standard, demonstrating the company's commitment to high performance through good people management. Cleankill's Managing Director Paul Bates said: "As an award-winning pest management company, Cleankill is extremely proud of its Investors in People accreditation which it has held since 2005. After our 2014 assessment we were awarded Investors in People Silver status – the first pest control company in the UK to achieve this level."

The Investors in People assessment report cited the company's ethos called 'The Cleankill Way' as one of the reasons for the company's success. Cleankill Pest Control has offices in Kenley, South Croydon, and Seaford, East Sussex, and employs 33 staff. The company started trading from a bedroom office in 1995 and now has a turnover of over £2 million.

New BASF product gets closer to market

BASF's 'new' rodenticide has taken an important step forward in the European authorisation process.

At its meeting in December, the influential Biocidal Product Committee 'adopted the opinion' on cholecalciferol as product type 14 (i.e. a rodenticide).

'Adopted opinions' serve as a basis for final decision-making by the European Commission and the Member States. Subsequently, a consultation process has begun through which the European Chemicals Agency (ECHA) is inviting interested parties to comment on whether the conditions for derogation are met for cholecalciferol. This process ends on 7 April.

Derogations are allowed for substances which would otherwise not be approved where one, or more, of the following conditions are met: exposure is negligible; the active substance is essential to prevent a serious danger to human or animal health or the environment; or, not approving the substance would have a disproportionate negative impact on society when compared to the risks.



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New CEO at BPCA

Ian Andrew joined the British Pest Control Association (BPCA) as its new chief executive on 1 February 2018. He replaces Simon Forrester who left the association at the end of January – see pages 10-11 of this issue.

Ian is described as an association professional of 12 years' standing.

He was previously governance and partnerships director at the Beech Centre for People, Performance and Organisational Development in East Yorkshire. Ian holds an MA in history and international relations, a postgraduate qualification in hospitality management and is a Bachelor of Divinity.

He is also a Chartered Fellow of the Chartered Management Institute.

read more
on the web
WWW

New regional manager for Bell

Spotted at Pest-Protect in Germany was the latest recruit to the Bell team – Mauro Brambillasca – who will be managing the company's business in Central Europe and the Middle East. Mauro is based in Milan, Italy and has 10 years worth of sales experience, most recently as export manager for Frer, an electric and electronic measuring instrument manufacturer.



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Hockley adds to its regulatory team



New members of the Hockley team. Left to right: Dr Lakshmi Prasad and Pierre Bazin, both lead regulatory specialists. Judith Donnelly and James Thacker, both regulatory affairs officers

Manchester-based Hockley International is pleased to announce the addition of four new members of staff. As Tommy Gill, managing director explains: "The key to our markets, in both the UK and in the 90+ countries we deal with, is having appropriate approvals for the most suitable products, hence why we have invested heavily in strengthening our regulatory team. We are currently in the process of launching products in a number of markets around the world with further products in the development pipeline to follow.

New management team at CEPA



As of 1 January, Paloma Castro, left, from Darwin Associates, takes on the role of managing director of the secretariat of the Confederation of European Pest Management Associations (CEPA). Paloma brings with her an in-depth knowledge of corporate communications, digital strategy and public affairs. She is fluent in Spanish, French and English.

Working alongside Paloma is Brussels-based Anamaria Corca, right, who takes over the role of operational director for the CEPA Secretariat.

Anamarie has over six years experience in EU lobbying, public affairs and trade association lobbying strategy implementation.



Ferhat joins IPS

Ferhat Benyahia joined International Pheromone Systems (IPS) at the start of this year. Having previously worked for Silvandersson, Ferhat has 20 years experience in this sector and speaks several languages, so is well placed to take on the role of international sales and business development director.

His appointment is part of the company's plan to improve production capacity and marketing force, so expanding into new markets worldwide. Based in Wallasey, near Liverpool, IPS develops and manufactures insect monitoring systems based on pheromones and related trapping systems for use in agriculture, public health and home & garden markets.



More technical expertise for *Pest*

Pest is pleased to welcome two new members to the **Pest** Technical Advisory Board. At **Pest**, we try our utmost to ensure our reports are technically accurate, so the input and guidance, given freely by this group of experts, is very much appreciated. Our two new members are Dr Richard Naylor and Dave Archer.

Richard is well-known for his expertise with bed bugs. He began work on this pest at the University of Sheffield in 2002. He then did a research-based Masters on the immune systems of female bed bugs and how they are affected by copulation. For his PhD, he studied bed bug aggregation and dispersal behaviour, using large arenas and artificial hosts to study the causes of dispersal. Whilst at Sheffield, **Pest** reported on his research, see **Pest 22**: July & August 2012.



Richard Naylor

In 2011, he became an independent entomologist, specialising in bed bugs. Part of his time is now devoted to The Bed Bug Foundation, which provides free independent advice on bed bug identification and control. Richard, with his wife Alexia, also run CimexStore. This was established to meet the needs of R&D companies requiring live bed bugs to test products for bed bug control, as well as providing bed bug samples, both alive and dead, for use in the training of scent detection dogs.

Pest is equally delighted to welcome Dave Archer who brings a lifetime's career in practical pest control. All matters relating to rural pest control are a speciality. Over the years, Dave has contributed a number of articles to **Pest**, the most recent on moles.



Dave Archer

Dave started as a pest control officer for a local authority in the 1970s and, after six years, was appointed pest control manager with Newbury District Council. During this time he also studied for a Diploma in Management at Reading University. In the late 1990s the local authority pest control service was withdrawn and Dave took on a pest control managerial role with a private pest control company before forming DKA Pest Control in 2006.

He now runs DKA Pest Control in mid Devon focusing primarily on rural pest control matters. He is an active member of the British Deer Society and provides mentoring services for newcomers in firearm use for Devon and Cornwall police forces. He is a member of the BASIS Prompt Scheme and is also a freelance examiner in pest control for The Royal Society of Public Health.

New addition for Curtis Gilmour

Curtis Gilmour has appointed Mateja Magajna Zigon as sales manager covering Central and Eastern Europe. Mateja will represent the Agrisense, Silvandersson, B&G Equipment and Curtis Dyna-Fog brands. She will work closely with the European sales manager, Dawn Bolton. Mateja has extensive experience of the pest control industry having previously worked at UniChem for seven years.



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Have your say!

Pest teams up with market research specialists for 2018 survey

As the National UK Pest Management Survey 2018 gets underway, **Pest** is pleased to announce that market research specialists, Research Engine, will be adding their considerable expertise to help manage, validate and analyse the 2018 results.



"We are delighted that Research Engine has agreed to lend its expertise to our survey," says **Pest** associate editor Helen Riby.

"Whilst both of us here at **Pest** have a working knowledge of market research, we would never claim to be experts. Over the years we have been able to tease out some trends from the data we have collected but, with the added expertise of real specialists, we hope to be able to provide an even better insight."

Who are Research Engine?

Research Engine is a market research agency focused on the agriculture, pest control, amenity, animal health and food industries. Based in the UK, the agency works globally for a range of clients, many of which will be familiar names in the professional pest management sector.

Founded by Mike Heisig and Christopher Horne, the company now offers a full spectrum of services including custom (*ad hoc*) research projects, self-service (automated) projects and customised versions of the self-service 'products'.

Mike is a true market research specialist with over 25 years experience in all aspects of the discipline.

Chris also brings plenty of market research and consultancy expertise to the business, gained over 15 years. In addition he spent 20 years in sales, marketing and product development of chemical products around the world.

Research Engine will be using its bespoke system to send out online questionnaires for what will be the eighth annual National UK Pest Management Survey.

The plan is that these will drop into pest professionals' mailboxes in early March.

Not everyone gets the invitation

Consultants, manufacturers and distributors are deliberately excluded from our survey. We often get to hear what these groups think. The invite only goes to readers who are either self-employed pest controllers, or owners, managers, technicians or field biologists in private pest control companies, or pest professionals working in local authority pest control units.

For those who haven't taken part before, we don't ask any difficult or trick questions. All the information you provide is treated as confidential and no comments are attributed to individuals, so you can go ahead and say what you really think.

The questions cover things like your pest control activities in the previous 12 months. We also ask for your opinion on which pests are on the up and which in decline. There are some questions about prospects for pest control over the immediate future and over the next five years.

We also ask about the external factors that influence your pest control activities the most.

Don't worry if you don't receive the email, or can't find it, as long as you are a UK-based pest professional, working at the sharp-end of pest management, you can still take part. Once the survey is live you can go to www.pestmagazine.co.uk/en/2018-survey and follow the link.

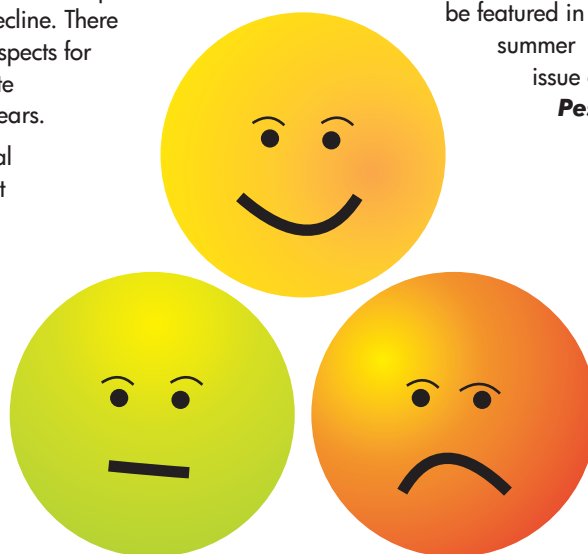
With our new experts on board we are confident the results will be even more useful to



Market research specialists Mike Heisig, left and Christopher Horne

everyone in the sector, so when your invitation arrives, please take the time to participate. The more people who take part, the more confidence we can have in the results.

The aggregated results will be made freely available to all pest professionals and will be featured in a summer issue of **Pest**.



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

Simon says: "Goodbye"

Simon Forrester has spent the past seven and a half years at the helm of the British Pest Control Association (BPCA). **Pest** associate editor Helen Riby caught up with him, as he prepared to leave the industry, to discuss the highs and lows of his time in this particular hot seat.

Seven years ago **Pest** editor Frances McKim interviewed the then new chief executive at BPCA, Simon Forrester. She wanted to hear his first impressions of the pest control industry. The resulting article in **Pest 11**: September & October 2010 ran under the headline 'A breath of fresh air!', which pretty much summed up our first impressions of Simon.

A new departure

He became chief executive on 9 August 2010. His appointment was a new departure for BPCA. Rather than find someone from within its own ranks, the association had broken with tradition, to recruit a trade management professional, taking the view that there was plenty of pest control expertise already on tap. Now he is on the move. Indeed by the time you read this he will already be settling into his new job as chief executive of the National Association of Jewellers. A huge change, but no bigger than the one he made when he left the Association of Interior Specialists to join BPCA.

It is only when you start to think back to what has changed in the past seven or so years that you realise how the culture of the industry has changed and much of that change has been led by the approach taken at BPCA. Simon should be proud of his achievements.

Right at the top of his list is the professionalisation of industry communications and events. He's particularly happy with the way in which PestEx has developed into what is now a major international event.

"It's twice as big and has twice as many visitors," he said. "PestEx now even attracts international exhibitors who don't sell products in the UK, which means our pest professionals get to see innovative new products and can then lobby their distributors to bring them into the UK."

"By raising the standard at BPCA events, others have also raised their game and it doesn't matter today which events PCOs go to, what they see is very professional."

The logo, website and PPC magazine have all had facelifts and the regional PPC Live has been launched (see pages 21-23) but it's been much more than just a rebranding exercise.

Simon explained: "Before I started, I attended the 2010 AGM. Ian Whatley stood up at that meeting to talk about the BASIS professional pest controllers register and Continuing Professional Development (CPD). All pretty uncontroversial stuff, I thought; everyone needs to stay up to date whatever job they are in, and



Departing BPCA chief executive, Simon Forrester

surely everyone also wants to be seen as professional. But, far from it! By no means all those in the room saw this as a sensible way forward. There were a number of concerns particularly around the idea that this was a money-making exercise for BPCA training courses!

"However, the BPCA membership seriously stepped up. Things like this do take time, and it did. We sit here five years later with minimum qualification requirements and a recognised CPD scheme firmly part of membership criteria, so congratulations and a massive tip of the hat to the BPCA membership in making this happen."

"Coming into this industry I was gobsmacked that anyone could set up as a pest controller, buy dangerous products and spray or spread them about in people's homes without any qualifications."

"Rodenticide stewardship has moved things forward in this area with the legally binding label requirement for qualifications and CPD. Alongside this, BPCA has been (and will continue to) raise awareness and understanding of what a professional pest control service looks like with the food, hospitality and other major customer sectors. However, I do feel more work in protecting the use of chemicals and the reputation of the industry will be required further down the line."

Simon's personal view is that lack of regulation is a state of affairs that will not last forever. He sees Brexit and moves in other European countries as potential catalysts for regulation in the UK industry, meaning that before too long pest control could become a licenced profession.

His logic makes a lot of sense. Environment is high on the agenda – look at what's currently happening with plastic packaging and coffee cups. Post-Brexit the UK and devolved governments will be looking for quick wins. Regulating pest controllers is a potential quick win. It's already happened in the Republic of Ireland so it might well start with the Northern Irish government, then the Scottish Parliament will join in and the Welsh Assembly and, just like charging for plastic bags, finally England will come on board.

Days numbered for the unqualified

Simon continued: "My message to anyone who hasn't got qualified and isn't signed up to CPD is – your days are numbered. If you think it won't happen, think again. Brexit has opened the door to regulation. In any case, if you are good at your job then there is nothing to fear from taking the exam and signing up to CPD."

CEPA Certified has been another major milestone. More and more organisations are specifying this, the latest is the British hospitality

Regulating pest control would be a quick win for a Government post Brexit! – it could happen!

sector and, with BPCA now auditing all servicing members to the standard, member companies have nothing to fear – and everything to gain.

There has also been a lot of work behind the scenes to influence pest management customers and specifiers. Customer-focused publications and public relations activities allow BPCA to explain how to select a professional servicing company and the value of professional pest management.

Another initiative Simon is clearly proud of is the introduction last year of the British Pest Management Awards (BPMAs). With its independent judging panel representing all parts of the industry, the BPMAs are well set to go from strength to strength. There's also the Apprenticeship scheme which is in its final stages of development and the newly launched contract sharing network, which allows smaller companies to club together and go for the big contracts, supported by a strict code of conduct to manage expectations for all involved.

Then, of course, last but by no means least, there's the team that Simon has put together at BPCA.

"The number of employees has doubled, allowing BPCA to deliver so much more for members and that includes the auditors employed by Trade Association Services (TAS) to conduct the CEPA audits. Without them we would not have been able to offer free audits to the BS EN16636 standard to all members," he pointed out.

And it's not just the direct employees that Simon is proud of, but also all the volunteers from within the industry who have given their time and expertise to the Association. "These people don't have to do it, they have day jobs and families, so I've been blown away by the amount of passion to professionalise our sector," he added.

One observation which Simon still finds very odd is the way in which the servicing companies allow the manufacturers and distributors to do more of the heavy lifting, for example in the Campaign for Responsible Rodenticide Use (CRRU) and the Register of Accredited Metallic Phosphide Standards (RAMPS). He said in other industries there is more collective working.

"Maybe for the future," he suggested, "the servicing companies could take more responsibility."

One voice is better than two

What about regrets? "Personally, one big ticket item I would have liked to have explored more is the opportunity for the industry to be represented by a single trade association, rather than hosting two competing organisations.

"I am much clearer now than when I first started on what led to the pest control community developing two associations, but I cannot ignore the strength of voice a single trade body could possess."

And the argument that there has to be two associations to prevent one association exploiting its members doesn't wash with Simon either. "Members would simply leave if they didn't feel valued, or weren't getting value for money."

Perhaps Simon's successor, Ian Andrew, will be able to explore this opportunity further...

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CEPA president, Henry Mott

A new era for CEPA

Having not attended a Confederation of European Pest Management Associations (CEPA) business meeting for some time, **Pest** editor, Frances McKim, was delighted to be invited to the meeting in Brussels just prior to Christmas to 'meet the new team'. Upon arrival another surprise awaited... it was not just the executive team that was new, but there was a new positive and self-confident air to the whole affair.

What is a Memorandum of Understanding?

A Memorandum of Understanding (MOU) is a written agreement put in place to establish a clear understanding of how an agreement will practically function and each party's role and responsibilities.

The MOU allows all involved to concretely see that they are agreeing to the same thing and to be a tangible reference to review should any troubles arise during the agreement.

Post Script:

Regrettably since this meeting in December, for personal reasons, James Ogilvie has had to stand down from his CEPA activities. His responsibilities are being taken by Anamaria Corca from Darwin Associates – see page 6.

As previously reported after some eight years in post, CEPA director general Roland Higgins has stepped down (see our interview with him in **Pest 54**: December 2017 & January 2018). He leaves the association in a better place than when he arrived. However, the association is about to undergo another step-change as the new team of Paloma Castro and James Ogilvie of Darwin Associates (see page 6) are not only considerably younger but also bring with them a new set of ideas. They took over their responsibilities on 1 January 2018.

In his introduction of the new team, CEPA president, Henry Mott, said: "For the selection process we analysed what was needed and drew up a list of criteria. Of those we interviewed, several could obviously deliver the administrative part of the brief, but we selected Darwin Associates as it was clear they could bring something new – new ideas and new ways of communicating them."

In response, James emphasised that although they had new ideas, they saw their brief as very much building on the current

achievements and direction whilst, at the same time, introducing new ideas and means of communication. "CEPA is viewed very positively within the 'Brussels bubble'. It is our role to keep things running smoothly whilst also taking CEPA further inside Brussels – to build familiarity. The environment within the Brussels community is changing. Arguments based on science-based principles are gaining influence," explained James.

Backing this up Paloma said: "We need to build on what has already been achieved, to change the landscape of the perception of pest management. With the creation of European Standard EN 16636 and CEPA Certified, you have done all the hard work. Now is the time to take this forward to a new level of self-regulation. We have proposed creating a Memorandum of Understanding. This can be viewed as 'soft law', as opposed to a legal contract. CEPA can gain commitment by getting customers and other non-governmental organisations to sign-up to it. Our aim is to launch this at the Global Summit meeting in June."

Thank you gifts presented

CEPA president, Henry Mott, took advantage of the gathering to formally thank Roland Higgins and his colleague Michel Tulkens for their contribution to the development of CEPA. Michel has been responsible for strategy and finance working alongside CEPA director general, Roland, for the past eight years.

Reflecting on the gifts of Waterford crystal, Henry said: "You have made a real difference to our industry. You have had a crystal clear vision of where the industry should go – to a position of excellence."



Driving CEPA Certified forward



Consultant Dr Chris Suter



The European Standard for Pest Management Services – Requirements and competences (EN 16636) was published in 2015. It specifies the basic competences under which servicing companies must operate to meet the needs of their customers. However, the key to success for the industry is for companies to become CEPA Certified. This is the benchmark of professional pest management – a benchmark of quality and uniformity of service – and it makes the structure of EN16636 auditable.

Taken on as a consultant to CEPA, Dr Chris Suter, formerly from the Royal Society for Public Health in London, has used all his experience to guide the association through the process of establishing and, now, monitoring, CEPA Certified status. As of the date of the meeting, 387 companies from 37 countries throughout the EU had achieved Certified status. Leading the way is the UK with 113 companies. Italy has 68 companies, France 36, Spain 25 and Portugal 21. A good start certainly, but Roland Higgins was quick to point out that the target of 1,000 companies by 2020 remains the clear objective – a figure he estimates would cover 80% of all technicians within the EU.

But Chris stressed the key responsibility that rests with CEPA is to ensure the quality and uniformity of the audits undertaken by the CEPA Certified endorsed Certification Bodies (CBs) in each of the countries. He commented: "Whilst procedures and templates have been created for the auditing process, CEPA needs to monitor the auditors to ensure correct compliance."

There are now a total of 57 CEPA Certified endorsed CBs across the EU. Roland explained: "It is key we communicate in an organised manner with these people. As a first step we are inviting them all to attend a convention on 24 April. CEPA will explain where it stands, detail its objectives and plans for the future. The convention will give the CBs the opportunity to discuss their own experiences, to generally swap notes and to suggest improvements for the way forward. Amongst the speakers there will be a major retailer or food manufacturer to stress the importance of consistency of service when operating globally, as well as an EU legislator to detail the worth of 'soft' legislation. We see the CBs as key ambassadors to convey the CEPA Certified message," concluded Roland.

Third global summit goes to Portugal

The Global Summit of Pest Management Services for Food Safety and Public Health returns to Europe in 2018.

The coastal resort of Cascais, just 25 minutes away from Portugal's capital, Lisbon, has been chosen as the venue. The summit, which is jointly organised by CEPA and the USA's National Pest Management Association (NMPA).

The 2018 theme is Uniting the Globe to Protect Health through Technology, Innovation and Public/Private Partnerships. The conference begins on the evening of 4 June and closes at lunchtime on 6 June. Delegate places cost €250.

The programme will consist of high level speakers representing the pest management industry, its major clients and government officials. Already announced are:

- Robert Madelin, former Director General of the EU Directorate General for Public Health and Food Safety;
- Sally Elsherif, Metro Retail Group;

- Daniel Baldwin, Senior Food Safety Scientist, Pest Prevention, Yum Brands;
- Bizhan Pourkomainian, Global Restaurant & DC Food Safety, McDonald's Restaurants;
- Michelle Whelan, Ireland Department of Agriculture, Food & the Marine, Pesticide Registration and Control Division;
- Roy Kirby, representing the Global Food Safety Initiative;
- Divino Valero Martins, Brazilian Ministry of Health;

- Graça Freitas, Director Health Directorate, Portuguese Ministry of Health;
- Rajpal Yadav, World Health Organisation.

The Summit coincides with World Pest Day on 6 June 2018, providing the perfect occasion to showcase our industry's role in responsibly protecting citizens around the globe against public health risks.

More details from the event microsite at: <http://gs18.nmpapestworld.org/>





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H360D May damage the unborn child

May damage the unborn child

Will the new labelling requirements change the way you control rodents?

From 1 March 2018 all professional use anticoagulant rodenticide products containing 30 parts per million (0.003%) or more active ingredient must display the exploding heart symbol and the words 'May damage the unborn child'. What will this mean for pest professionals? Associate editor Helen Riby reports.



The reclassification of almost all current anticoagulant rodenticide products as toxic to reproduction is yet more evidence (if it were needed) that politicians and regulatory bodies would prefer to see all such products taken off the market. It is another reminder that the professional pest control industry must make every effort to use these products responsibly or risk losing them.

But are the 'full strength' products that we've been using for so many years really threatening the unborn child?

Iain Turner from the National Pest Technicians Association (NPTA) summed up the situation well in his article in *Today's Technician* in March 2017.

In answer to the question: What is the actual risk to technicians handling rodenticides? (when using the recommended personal protective equipment – PPE) he wrote: "On the assumption that they are not going to eat any of their rodent baits, the straightforward answer is, as close to non-existent as you might imagine." As for the risk to clients he continued: "Probably even smaller than the risks to technicians."

Intrinsic toxicity not risk

This reclassification is all to do with the intrinsic toxicity of the active ingredients and nothing to do with the risks involved when used according to label instructions.

Commonsense therefore dictates that provided servicing companies are conducting proper risk assessments, using the correct PPE and following the label requirements, it should be business as usual. But will commonsense prevail?

The problem, as Iain Turner clearly identified, is that, sadly, a small percentage of babies are born with birth defects and that those unfortunate parents will naturally be looking for someone, or something, to blame. Rodenticides and the pest

professionals who placed the baits could find themselves in the firing line. Whether anything could ever be proved is unlikely, but the hassle of going through a legal process is one every pest professional would want to avoid. Employers of the affected woman would also be in the firing line and they will be as keen to avoid any legal action as pest professionals.

Because of this fear of being sued there will no doubt be some customers who will take the view that products labelled in this way should not be used on their premises.

Other reasons to choose 25ppm

The risk hierarchy in the UK Stewardship Regime dictates that the least toxic but effective method of control should be selected. Whilst the focus of stewardship is environmental protection clearly, using the least toxic but still effective product will also minimise any risks to human health.

So, there may be other reasons to select lower concentration products without the emotive 'May damage the unborn child' label wording.

What choice will there be?

So, come 1 March will there be products available to pest professionals? We contacted most of the major rodenticide manufacturers with products on the UK market to find out what they were doing. Most replied.

The simple answer is yes, there will be lower strength products on the market, but the approach and reasoning varies considerably from manufacturer to manufacturer. ▶▶▶

PelGar International



Nic Blaszkowicz

PelGar has taken a broad approach to the new regulations that classify rodenticides above 30 parts per million (ppm) as toxic to reproduction as UK & Ireland business manager, Nic Blaszkowicz, explains: "Our current range of 50ppm baits under the Roban, Rodex and Vertox brands will continue to be suitable for use in a wide range of situations, although

there will be circumstances where the use of products which do not carry this classification should be considered.

"All manufacturers safety data sheets and label records for the current baits will have to be updated and customers should be informed of any changes to the classifications and the options available. Best practice and stewardship would suggest that when toxic products are required for rodent control the least toxic, yet effective, products should be employed first. Environmental risk assessments may also lead to the use of different concentration products in sensitive situations.

Full range of 25 and 50ppm products

"PelGar will be bringing to market in February 2018 a range of 25ppm products in all three key actives, namely difenacoum, bromadiolone and brodifacoum. The range will include wheat baits, paste baits and block baits to give pest controllers the option of using their preferred baits at either 25ppm or 50ppm.

"Questions will be raised about the effectiveness of the lower strength products. PelGar has received product approvals at the lower concentration. To gain these authorisations successful field trials had to be submitted, all of which were carried out in the UK. 25ppm baits work in the same way as 50ppm, it is just that the time taken to consume that lethal dose will increase. The key to gaining control with multi-feed rodenticides is firstly the use of a highly palatable bait placed after a thorough site survey. Placing enough bait points, checking them and keeping them topped up with frequent visits are all key to effective control.

"While some PCO's may opt for the strongest option at 25ppm, brodifacoum, this is not necessarily the go to product due to its

toxicity to non-target animals. Brodifacoum is up to 200 times more toxic to dogs when compared to difenacoum. Brodifacoum is also restricted to use in and around buildings, while the other actives can be used in open areas and waste dumps.

"PelGar is always on hand to give more detailed guidance, though if readers are interested in a 'rough guide' our technical team would recommend that when 25ppm baits need to be employed; use difenacoum for mouse control and bromadiolone for rat control. Use brodifacoum in situations where either the other baits have not gained control, or where resistance is strongly suspected."

Bayer Environmental Science

Richard Moseley from Bayer commented: "We are in a strong position with our current Rodilon product, which is at 25 parts per million (ppm) and therefore does not require the 'toxic to reproduction' statement. This product, despite its lower level of active ingredient has proven to be as effective as those with higher amounts of active ingredient. Rodilon has always been sold at this lower rate of 25ppm, so nothing changes with our chemistry or formulations. We have four formulations: block, soft block, wheat tech and trio.

"As far as our other products go, new stocks of Racumin Foam and Racumin Paste with the new Classification, Labelling & Packaging (CLP) label are with distributors ready for use. Whilst these two products are above the 30ppm, they both contain the first generation anticoagulant coumatetralyl which can provide other benefits compared to second generation products and those below 30ppm. There is reduced secondary poisoning risk for example and, among the anticoagulants, Racumin Paste is one of the least toxic to birds and other non-target species when used according to label instructions.

For customers who refuse to allow full strength products on their premises, or where female technicians have concerns about using rodenticides, Bayer recommends Rodilon which does not require the new labelling. The company however stresses the need to wear the correct PPE and follow the label instructions for products. Contact the Bayer Pest Solutions team for further guidance.



Richard Moseley

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Will distributors have stock?

All the distributors we spoke to will be offering a range of 'full and lower strength' products.

Dr Matt Davies head of technical at Killgerm commented: "We will be distributing a range of rodent control products, including both 50ppm and sub-30ppm anticoagulant rodenticides, allowing users a choice of solutions suitable for various situations. Customers needing advice on best practice should contact the Killgerm technical department for guidance on specific technical matters," he added.

Charles Phillips, commercial director at Barretttine said: "We have several products on range below the 0.003 % active ingredient concentration. These are in all formulations (grain, block and pasta) and contain a variety of active ingredients (difethialone, brodifacoum and difenacoum)."

James Mendoza, operations director at 1env added: "1env will be bringing to the market a range of baits for the professional user which will be below the 30ppm trigger for the new classification. These will sit alongside our current 50ppm range and will give pest controllers a choice of product for every situation they encounter. Products at the lower concentration will not be needed in every situation, but we believe there are circumstances where pest controllers will want to place products at the lower toxicity which do not carry the toxic to reproduction classification."

Tim Peeling from Edialux confirmed that: "In early 2018 Edialux will be launching a range of 25ppm baits for professional users which will sit below the reprotox classification. This new range will



support our customers in any situation where they require the use of this specification of rodenticide."

Howard White from Rat Pak and Dan England from PestFix both confirmed that they will have 25ppm products on range.



Bábolna Bio

Hungarian manufacturer Bábolna Bio has prepared dossiers and will have authorisations in Europe for low concentration rodenticides based on bromadiolone.

Managing director, János Daru, explains: "There will be a full range of formulations including grain bait, pellet, fresh bait and extruded wax blocks. All will also be available in 50ppm formulations although they are not all sold in the UK. Two products, RaTaTa mixed bait and Protect Revolution will only be available in 27ppm formulations. The new Protect Sensation wax block launched in the UK at PestEx last year and our special formulation for sewer treatment will be available only in 50 ppm strength. We will also have three formulations (pellet, fresh bait and extruded wax block) based on brodifacoum and available in both strengths."

No low strength products for UK yet

"We have not yet begun the registration process for low concentration rodenticides in the UK. This is because, in our opinion, these low concentration products will mainly be for amateurs and we are focussed on the professional market. We expect there will be some customers who will not allow the use of rodenticides classified as toxic to reproduction in their premises, so if



János Daru

our distributors feel they need some low concentration products we will support authorisation for some of these in the UK.

"Regarding the efficacy of the lower strength products, our opinion is that it is not a question of the active ingredient itself that is important, but rather the palatability of the formulations. The toxicity of the active ingredients have not changed, so as long as the formulations are well accepted by the rodents they will still consume a lethal dose. Of course, gaining control is also related to the infestation level. Pest professionals are often faced with challenging conditions, which is why we propose the original 50 ppm products as the products of choice for the professional pest control sector. For the general public the low concentration products will be their only, but still useful, solution for rodent control.

Female employees

The reclassification may well have raised concerns among female technicians of child bearing age. Experience at the Bábolna Bio manufacturing site, where women outnumber men, suggests that technicians will be happy to continue to work with rodenticides. However, if they fall pregnant they will be very likely to request a change of duties. This is certainly the experience of Bábolna where pregnant workers immediately ask to be reassigned.

BASF

BASF has developed a 25ppm flocoumafen bait, which is currently awaiting EU authorisation. We chose this potent 'single-feed' active and developed a highly palatable bait, with our studies demonstrating robust efficacy against both rats and mice, including those that are anticoagulant resistant.

Rentokil Products

Rentokil has taken a very different approach. The company's Jim Kirk explains: "We will not be supporting either bromadiolone or difenacoum products below 50ppm. After careful consideration, we felt that due to the longer time it takes to control populations of rodents when using these actives at the lower strength, they were not suitable as professional products. We also felt that products being sold into the professional industry are less affected by the introduction of the new hazard warning labels. We are confident that technicians will be able to take appropriate measures to mitigate any risks – by wearing the appropriate PPE when using the products and only presenting them in locked, tamper-resistant bait stations. In doing so, the exposure risk is reduced to such a large degree that the difference in risk to both technicians and their customers between using 30ppm or 50ppm products is negligible.

"Also the increased time to control when using lower strength products would likely result in a larger number of rodents carrying around sub-lethal doses of anticoagulant. We are concerned that this could lead to predatory birds feeding on more rodents whose systems contain these materials at a time when the industry has introduced other measures to reduce the amount of active material being put into the environment. Whilst the main defence we have to reduce the amount of anticoagulant found in species like the Barn Owl is to do with how we use the products, rather than what product we use, we still see this as a risk and it's a risk we do not need to take if we use the existing 50ppm products responsibly.

"We are however exploring 25ppm products containing the more potent active ingredients – for example brodifacoum – which tend to maintain performance at lower levels much more reliably.

"Like most manufacturers we also produce for the DIY pest control sector. We will not be supplying 25ppm bromadiolone or difenacoum products into this sector either, for similar reasons to those listed above. Our thinking is that if we don't feel it is desirable to use 25ppm bromadiolone or difenacoum in the professional



Jim Kirk

sector, then launching them in the DIY sector would be to wilfully supply products we considered less effective for reasons of commercial convenience.

"I would however, qualify these statements by saying that this is a complex issue. Product efficacy of 25ppm or 50ppm products does vary with the product and the species to be controlled, as well as with the characteristics of a given population. As a result any black and white statement is likely to have an exception. For example, we believe that in many cases mouse control is likely to be successful using difenacoum at 25ppm.

"We also believe we could likely attain good enough laboratory and field trial results across a number of 25ppm formulations in order to successfully submit a product dossier with appropriate rodent control claims. But, in practice you don't get to select the rodents you are treating, nor the conditions in which you treat them. A technician faces the situation and population presented and, as a result, needs products capable of treating a wide variety of non-ideal situations. To do this reliably, we believe difenacoum or bromadiolone at 50ppm (or in some cases the stronger actives like brodifacoum at 25ppm) are the right products for the job – and that they can be used perfectly safely by trained professionals through the simple use of PPE and bait stations."

Syngenta PPM

Syngenta confirmed that the company will be introducing a number of new formulations containing the potent active ingredient brodifacoum to cover the new labelling legislation, whilst also maintaining its existing rodenticide portfolio. Technical manager Kai Severt explained: "It is important that we continue to provide customers with the most effective tools and Syngenta's efficacy studies have demonstrated formulations containing less than 30ppm brodifacoum are fully effective against both, rats and mice. Furthermore, these new formulations also control resistant rodent populations as laboratory and field studies have shown. This will give our customers a broad range of options and allow them to continue to provide rodent control in even the toughest situations."



Kai Severt

What about amateur products?

The regulations are very clear on amateur rodenticides. **From 1 March 2018 ALL rodenticides having a concentration 0.003% (30ppm) or more must be removed from the supply chain.**

There is no sell out period for rodenticide products that do not comply with the new Classification, Labelling & Packaging (CLP) regulations.

But, János Daru from Bábolna Bio highlighted another problem for the

amateur sector; the maximum pack size.

Maximum pack sizes for amateurs have been set at 150g for rats and 50g for mice. The decision on these maximum sizes was based on the full strength 50ppm products. In the light of the toxic to reproduction classification and the reduction in strength of the amateur rodenticides to below 30ppm, these sizes really ought to be reconsidered.

He explained: "The CEFIC Rodenticide

Working Group has sent in two position papers on this topic but, unfortunately, the European Commission has shown no willingness to change the pack sizes.

"Of course customers can buy as many packs as they want, but this will incur additional cost. We feel sure that producers and distributors will receive many more complaints about products not working simply because customers will not have placed enough bait to achieve control," he concluded.

Some general advice...

Some distributors also offered some general practical advice.

Tim Peeling from Edialux pointed out that after the necessary assessments have been completed and the decision made to use a rodenticide, attention should be paid to updating customer records, safety data sheets and other risk assessments.

Barrettine's Charles Phillips emphasised the need for all users of any biocide to "Always read the label – the risk with any chemical is based on the exposure and the hazards associated with the chemical," he said. "Rodenticides are, in the majority of cases, solids and, when placing the bait in the treatment area, the label specifies the use of gloves (EN 374). This is to engineer out any possibility of exposure. When decanting some formulations, the label text contains the phrase 'Wear suitable respiratory protective equipment (disposable filtering facepiece respirator to at least FFP-PF 10 or equivalent)', so follow the instructions. In addition, the risk of chemical exposure to the public is minimised by the use of tamper resistant bait boxes or by covering bait points," he explained.

NPTA's Iain Turner echoed this advice: "We will now simply be emphasising to members that technicians should 'READ THE (BLOODY) LABEL' on all new rodenticide packs. There are going to be several changes over the next few months, of which the 'may harm the unborn child' labelling is just one.

He also stressed the need to update all COSHH Assessments for rodenticides so they are in line with the new labelling and he reminded members that NPTA has a new training course on 'Risk Assessments', including how to prepare COSHH Assessments, contact NPTA office@npta.org.uk

Dee Ward Thompson, British Pest Control Association (BPCA)

technical manager, commented that the association's M&D committee has produced a leaflet that servicing members can give to clients explaining the label changes and what they mean. Members can obtain a copy by emailing hello@bpca.org.uk or by visiting the members document area on the BPCA website.

She said: "It's still early days to see what the changes will mean in terms of product availability, however our M&D committee is working closely with our Servicing committee to keep members in the loop with any product changes. We strongly encourage servicing companies to speak to their suppliers for clarity on exactly what products are, and are not, subject to the changes."



Iain Turner



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BASF
We create chemistry

Get set for PPC Live 2018

PPC Live is the UK's newest show – 2018 will be just its third outing – but it has already established itself as a really worthwhile one-day event.

Organised by the British Pest Control Association (BPCA), the exhibition and conference is designed for UK pest technicians, managers and company owners, including local authority pest control staff. The 2018 event will be on Wednesday 14 March 2018 at the Three Counties Showground in Malvern, Worcestershire.

With its format of moving around the regions it provides pest professionals, who might not have the time or budget to trek to London or Birmingham for PestEx or PestTech, with the opportunity to catch up. Previous events in Salford and Peterborough certainly drew a good audience and there was a real buzz about the event.

The organisers say that PPC Live has attracted exhibitors from around the world. There is an impressive line-up of speakers and some interesting practical demonstrations to attend. What's more, attending PPC Live is completely free. You will even get a free breakfast if you pre-register. Go to: www.bpca.org.uk/PPC-Live-Register

In short, PPC Live brings the whole sector under one roof to share and learn from each other to make a stronger, safer pest control industry, says BPCA.

Van of the Year

New for 2018 is the van of the year competition. Get your van spruced up and in tip-top order and you could go home with the accolade of being the first ever winner!

Seriously, for many pest control technicians, the van is their office, their stockroom, their shopfront, their break-room and their workhorse. If you think your van is the best of the best, put it to the test by letting the PPC Live panel of experts give it a once-over.

The winner will be crowned PPC Live Van of the Year 2018.

Email hello@bpca.org.uk for details of how to enter.



Plenty to see and lots of CPD to earn at PPC Live 2018

Seminars

	Time
No in-house marketing guru? No problem! – marketing for smaller companies by Ben Massey, BPCA	09.30 - 10.15
Actions versus impacts – a pest controller's quandary by Gary Williams, Urban Wildlife	10.30 - 11.15
Options for mosquito management in the UK by Dr Matthew Davies, Killgerm	11.30 - 12.15
Technology versus Technicians – how everybody wins (except the rats) by Savvas Othon, Rentokil Initial	13.00 - 13.45
The general pest control technical apprenticeship – what it means for you by Martin Rose-King, BPCA apprenticeship employer development group & Karen Dawes, BPCA	14.00 - 14.30
Resistance – back to basics by Clive Boase, The Pest Management Consultancy	14.45 - 15.45

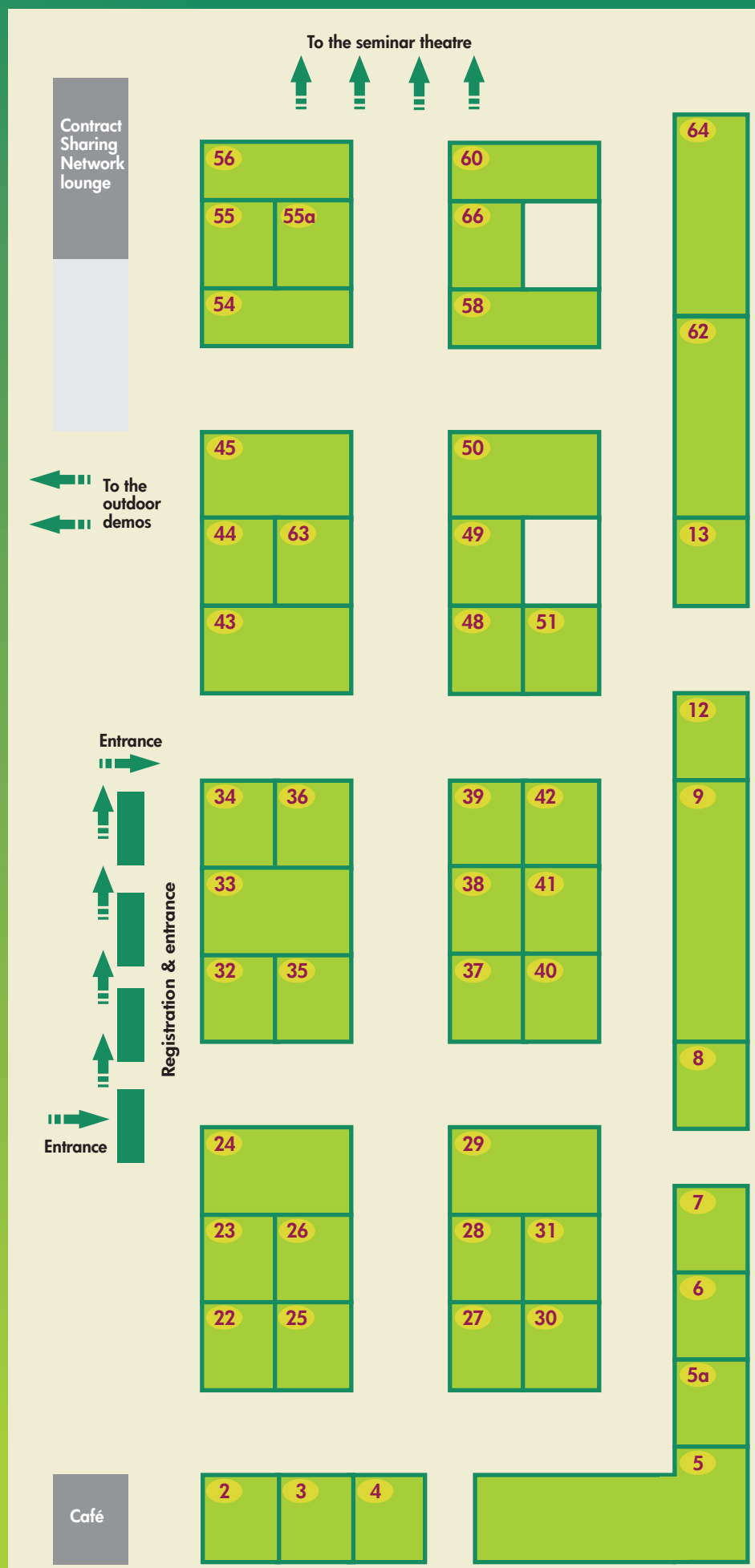
- 2** Campaign for Responsible Rodenticide Use (CRRU)
- 3** Pest Management Alliance
- 5** British Pest Control Association (BPCA)
- 5a** BPCA print shop
- 6** Cliverton Insurance
- 7** Airgun Training & Education Organisation (ATEO)
- 8** BASIS Prompt
- 9** 1env Solutions
- 12** Safety Screens
- 13** Cleanbrands
- 22** Bell Laboratories
- 23** BASF
- 24** Pelsis

Outdoor demonstrations

	Time
The end of my tether – birds of prey and pest control by John Dowling, John Dowling Falconry	10.30 - 11.00
Air rifles – safe cleaning and transportation by Sam Walker, British Association for Shooting and Conservation (BASC)	11.30 - 12.00
What if pest controllers could fly? by Bryan J Stanislas, the Association of remotely piloted aircraft systems	12.30 - 13.00
Much ado about moleing by Dave Archer, DKA Pest Control	13.30 - 14.00
Van of the year 2018	14.30 - 15.15



- 25 Inspector Pipes
- 26 AP&G Catchmaster
- 27 Universal Solutions
- 28 Huck Nets
- 29 Rat Pak
- 30 Merlin Environmental Solutions
- 31 Tree Bee
- 32 Harris Associates
- 33 Barrettine Environmental Health (first display)
- 34 Lodi UK
- 35 ServiceTracker
- 36 Octavius Hunt
- 37 Bradshaw Bennett
- 38 Pest Control In
- 39 Barrettine Environmental Health (second display)
- 40 Spray Systems
- 41 Deadline Products (Rentokil)
- 42 Ratwall - Metex Online
- 43 Killgerm
- 44 Kness Pest Defense Products
- 45 Bayer Environmental Science
- 48 PestWest
- 49 Syngenta
- 50 PestFix
- 51 Vectorfog
- 54 PelGar International
- 55 Thermokil Insect Control Systems
- 56 Bower Products
- 58 Woodstream Europe
- 60 Russell IPM
- 62 Agrisense
- 63 Rodenticide Resistance Action Group
- 64 ServicePro
- 65a Irto Trio
- 66 Hockley International





Gerwyn Jones with staff from Samoa's Ministry of Natural Resources and Environment (MNRE)

Saving the little dodo

Within the pages of **Pest** we have reported frequently on the work undertaken around the world to eradicate rodents unintentionally introduced by man. The impact of these invasive species on the native wildlife has often been near catastrophic. Here we report on another new initiative, this time by PelGar International on the remote Pacific islands of Samoa.

In 2014 Hampshire-based PelGar International established its Conservation in Partnership (CiP) initiative. The aim is to support local conservation projects by working with local communities and conservation schemes to protect native species from rodent infestation.

The first initiative was on the Isles of Scilly, to help protect important seabird colonies followed by supporting the Enhancing the Halo project in New Zealand, which aims to ensure backyards were safe havens for native wildlife. The company's latest initiative is on the remote island of Samoa to protect the manumea, as reported here by Gerwyn Jones, Asia Pacific manager for PelGar International.

The manumea, is known as the 'little dodo' as it is the closest relative to the dodo which became extinct some 400 years ago. This unique tooth-billed pigeon (*Didunculus strigirostris*) is only found on Samoa, where it is now estimated that less than a few hundred birds remain.

"The plight of Samoa's national bird was recently exposed in a powerful story produced by BBC World News with its global audience of 99 million viewers. This has certainly helped to raise awareness of the problem and the work we are involved in to reverse the decline of this endangered bird," says Gerwyn.



Painting of the manumea by Richard Rothman

The manumea is classified as 'critically endangered' by the International Union for Conservation of Nature (IUCN), the global body that assesses the risk of extinction of species.

A critically endangered species is one facing a very high risk of extinction in the wild. Such species are assigned onto the IUCN Red List, their highest risk category. Every day Samoans see the manumea on the 20 tala notes and 50 sene coins of their national currency, but soon this could be the only record left of Samoa's beloved national symbol.

"The bird is threatened by habitat loss, invasive species, especially cats and rats, as well as hunting," explains Gerwyn. "And unfortunately, the manumea is often mistakenly shot by hunters targeting lupe, the Pacific pigeon, even though all forms of hunting of native birds and bats is illegal in Samoa. Conservation of the manumea is complicated as it's a secretive bird and its song can be mimicked by the Pacific pigeon, making positive identification of it very tricky."



Bait station placement

To help conserve the remaining population of manumea, the Samoa Conservation Society (SCS) has recently teamed up with Auckland Zoo, Samoa's Ministry of Natural Resources and Environment (MNRE) and PelGar to try and save the manumea before it is too late. Other partners include Flinch Marketing from New Zealand who has developed a National Manumea Protection Campaign to raise awareness, to help reduce the impact of hunting on native birds and to protect the forest habitat.

Work is being done to establish rainforest conservation areas on the islands of Upolu and Savaii as well as the management of rats at the Malololelei forest reserve on Upolu. This conservation work is supported by grants from the UK Darwin Initiative through the Australian National University and from the New Zealand Government's Pacific Development and Conservation Trust.

Bait supplied by PelGar

PelGar International's role in the project is in supplying the rodent bait stations and difenacoum rodenticide blocks (Roban). "We are delighted that Roban has been chosen for such an important conservation project. This is the first time this rodent bait has ever been used in Samoa. The reason why Roban was selected is due to the lower risk of secondary poisoning compared to other baits containing brodifacoum and flocoumafen," explains Gerwyn.

This CiP project is currently in the early stages, so watch out for future updates.



Filming setting up the baiting programme in Samoa



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Mouse resistance status update

The Campaign for Responsible Rodenticide Use UK (CRRU UK) has published a report into anticoagulant resistance in rats and mice in the UK. Members of the London Pest Liaison Group got a preview of the findings last December in a presentation by lead author Dr Colin Prescott. John Charlton, independent consultant and a member of the **Pest** Technical Advisory Board, was in the audience and we asked him to report on the implications of the findings for house mouse control.

The presentation on anticoagulant resistance in house mice began by explaining a very important concept, the difference between 'technical resistance' and 'practical resistance' and the relevance of 'resistance factors'.

The European and Mediterranean Plant Protection Organisation defines resistance as when the target animal survives a dose which will kill 99% of susceptible animals.

Why we got this report now

The report entitled *Anticoagulant Resistance in Rats and Mice in the UK – Current Status in 2017* was prepared by scientists from the Vertebrate Pest Unit at the University of Reading.

It was commissioned by CRRU UK as part of the UK Rodenticide Stewardship Regime at the request of the Government Oversight Group for the stewardship programme, see page 40.

The report was requested because it is thought that the stewardship authorisations allowing the use of the single feed rodenticides to control resistant populations, 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 infestations of rats and preventing their spread.

The report will be repeated annually as part of the UK Rodenticide Stewardship Regime's monitoring work.

The definition used by the Rodenticide Resistance Action Group (RRAG) is that of John Greaves (1994) which is:

'Anticoagulant resistance is a major loss of efficacy in practical conditions where the anticoagulant has been applied correctly, the loss of efficacy being due to the presence of a strain of rodent with a heritable and commensurately reduced sensitivity to the anticoagulant.'

The term 'technical resistance' is used to refer to resistance in which a consistent and measurable change of susceptibility is seen which falls short of having practical impact.

It is important to understand that resistance is neither bait aversion nor neophobia.

The available tests to determine resistance are:

- Lethal feeding test – clearly shows practical resistance;
- Blood clotting response test – does not clearly show practical resistance;
- Molecular technique – also does not clearly show practical resistance.

There are some other terms that you will come across when reading anything on rodenticide resistance:

- Heterozygous – where an animal inherits one resistant gene from one parent;
- Homozygous – where an animal possesses two similar copies of the same gene, one obtained from the father and the other from the mother. This animal has inherited a resistant gene from each parent.

The 'resistance factor' determines the



John Charlton reports from the London Pest Liaison Group meeting

amount of anticoagulant required to kill the target animal so:

- A resistance factor of 2 = twice the dose to kill;
- A resistance factor of 10 = ten times the dose to kill;
- A resistance factor of 100 = one hundred times the dose to kill.

While in the UK we have a good spread of information about the various mutations and their location for Norway rats, information on house mice is less well known.

The current procedure for gathering mouse DNA samples is:

- Remove the tip of the tail from a freshly killed mouse;
- Store in alcohol and freeze;
- Test as soon as possible.

This has proved to be a limiting factor in obtaining samples. Trials suggest that it may be possible to simplify this to:

- Remove the tail;
- Rinse the tail tip;
- Bag and send – no alcohol required.

There are several reasons why more information on the presence of resistant mutations in house mice needs to be collected.

The environmental impact of resistance in rats and mice is well documented. Resistant

rodents are constantly topping up body loading of anticoagulants and as many of them are taken by predators they are a prime cause of anticoagulants being found in species higher up the food chain.

The house mouse (*Mus domesticus*) is known to possess a degree of natural tolerance to anticoagulant rodenticides.

Current advice from CRRU suggests pest professionals avoid using bromadiolone against mice. Difenacoum appears to be still effective – at present. All four first generation anticoagulants have high resistance factors suggesting that they would not be effective.

There are also some questions which we will need to address, if or when, proposed changes come into the approval system.

We know (and have taught for several decades) that the feeding behaviour of mice is random and that they rarely feed from any single food source. Their small food requirement of two or three grams can be taken from many various locations. It has always been a challenge to provide sufficient bait sites to ensure that a lethal dose is consumed – particularly with the availability of alternative food. If the concentration of active ingredient is reduced (see pages 15 to 19) to 0.003% (in practice likely to be 0.0025%) what will the effect be on control?

We have already discussed the impact of resistance factors. These will increase with the reduction in active ingredient concentration.

One of the most significant future impacts may result from the following statement by the European Chemicals Agency (ECHA):

“It has to be noted that according to the Biocidal Product Committee (BPC) opinions, this use (i.e. permanent baiting) is only possible for difenacoum and bromadiolone containing products, at those sites with a high potential for reinvasion when other methods of control have proven insufficient.”

This is at odds with the advice given by CRRU on the use of these active ingredients against mice.

- From RRAG advice on mouse control with bromadiolone: “While it is likely that some infestations may be controlled, at least in part, by applications of bromadiolone, the use of this active substance against house mice in the UK is not recommended as it may not result in an adequate level of control and will exacerbate resistance problems.”
- From RRAG advice on mouse control with difenacoum: “It would therefore be prudent, in areas where resistance in house mice is suspected, not to use products that contain difenacoum.”

It seems that 2018 will be another challenging year for rodent control and anticoagulants.



More findings



One method with no known resistance!

- L120Q is the most severe form of rodenticide resistance identified to date;
- There is massive L120Q resistance across the whole of central southern England;
- The rest of the UK cannot relax because lack of sample availability means we don't know how extensive resistance is;
- Most rats with L120Q resistance carry the gene from both parents. Where this occurs, it suggests most, or even all, rats with some susceptibility have been eradicated by widespread use of rodenticides leaving a population of resistant pure-breds;
- The UK has the highest number of different genes for resistance in rats in the world. Of nine identified, two more in addition to L120Q confer resistance to first generation anticoagulant rodenticides as well as one, or more, of the second generation group;
- Quoting advice from the UK Rodenticide Resistance Action Group, the report advises against using bromadiolone or difenacoum baits against rat populations known to carry the most severe forms of anticoagulant resistance.

CRRU chairman, Dr Alan Buckle, says the difficulty for pest controllers is knowing the resistance status of rats on their customers' premises. “One effective course of action, but also involving extra work and cost, is to employ diagnostics,” he suggests. “Reading University, for example, offers paid-for resistance analysis of rat tissue samples, from which resistance status can be identified and control plans developed.

“This exemplifies how there is more to rodenticide stewardship than holding a certificate of competence. For stewardship to be judged a success by the Government Oversight Group, meaningful and lasting reductions in rodenticide residues carried by non-target wildlife are expected.”

More information on the status of resistance in rats and mice can be found in *Anticoagulant Resistance in Rats and Mice in the UK – Current Status in 2017* by Colin Prescott, Mhairi Baxter, Emily Coan, Clare Jones, David Rymer and Alan Buckle

The document is available on the RRAG and CRRU websites and can also be downloaded from the **Pest** library at www.pestmagazine.co.uk/en/library

Building bridges

At the CEPA general meeting in Brussels on 13 December, (see pages 12-13) there were two guest speakers from the Brussels-based European Crop Protection Association (ECPA). Jean-Philippe Azoulay, director general, and Andreas Thierfelder, director of stewardship and sustainability, spoke about how much common ground and regulatory angst the two trade associations share.

If CEPA thought the fight for anticoagulant rodenticides was hard, it was relatively small fry compared to the recent struggle ECPA has had to defend the re-registration of glyphosate (Roundup). The episode was colloquially known as 'glyphodrama'.

Other issues in common include water protection, biodiversity, container management, waste disposal, best practice for the safe use of pesticides/biocides and operator training. The scale of ECPA's activities here is impressive. Since the year 2000, via national training plans in 17 countries, 100,000 farmers have been trained in the safe use of pesticides.

Although not discussed during their talk, the other significant regulatory issue ECPA has had to contend with has been the fate of the neonicotinoids – the world's most widely used insecticides.

Studies have linked neonicotinoids, whose name literally means 'new nicotine-like insecticides', to the reported reduction of pollinators, in particular, honey bees. Their use as a sugar beet seed treatment has already been banned in the EU, but now there are calls, supported by our own Defra secretary, Michael Gove, for a total ban.



Jean-Philippe Azoulay (left), director general of ECPA and Andreas Thierfelder, director of stewardship and sustainability

If the significance of this is passing you by, don't forget some of pest control's most used insecticides come from this class, for example imidacloprid, the active in the range of Bayer Maxforce products. Whilst use in public health differs quite substantially and has not come under the same regulatory spotlight, there is no guarantee regulators or, more likely, Green activists might wake-up to the fact that this same class of insecticides are widely used in our sector? Also, from a financial point of view, are the large chemical companies going to be as keen supporting what to them, is a relatively minor use? Time will tell.

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www.hockley.co.uk

Get blowing those whistles!

No-one ever said implementing the UK Rodenticide Stewardship Regime would be a piece of cake. One of the biggest challenges has to be policing online rodenticide suppliers, as our new Technical Advisory Board member, Dave Archer recently found out.

He was able to order a professional use rodenticide from an online supplier without having to show any proof of competence. Like many of us he is convinced there are lots of online businesses that are either unaware of the law, or deliberately flouting it.

So what can be done? Unfortunately there is no huge army trawling the Internet to find transgressors. Yes it's illegal but what are the chances of getting caught? Well there is something that each of us can do if we suspect that an online supplier is breaking the law because the Campaign for Responsible Rodenticide Use (CRRU), which is spearheading the stewardship regime, has a whistle blowing system for this very problem.

It was put in place last autumn and, for Dave Archer's case, that system has now been activated. The authorisation holder for the product, in this case Bayer, is following this up.

We understand that this is one of the first times the system has swung into action. Not because there haven't been other pest professionals reporting a possible problem, but because in most other cases, it has been right at the final point of placing the order that the online sellers have required proof of competence. In Dave's case, not only did he place the order and pay for it, he has also taken delivery of the product. The delivery was accompanied with a 'we hope you enjoy your purchase'. As Dave says: "As they do not know if I am qualified or competent, do they think I am going to eat it? What a mockery!"

The lesson is that if you have come across a similar problem and are sure the law is being ignored then report the supplier at www.thinkwildlife.org/stewardship-regime/crru-uk-point-of-sale-non-compliance-reporting/

There are some other things you can do too. CRRU has published a guidance booklet for Internet sales, so offer to send them a copy. They may just not realise they are breaking the law. You can download a copy from the CRRU website and it's also in the **Pest** library.

Trading standards is another good place to try although it can be difficult to get them interested.

Last but by no means least, the Health & Safety Executive (HSE) also offers an online form for people to report concerns to do

with biocides. The form is rather deep within the website so please excuse this long web address:
<https://webcommunities.hse.gov.uk/connect.ti/concernsform/answerQuestionnaire?qid=594147>



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Spot the moth! You guessed it, Russell IPM's Dismate found it!



PelGar had a good show. The quality of visitors was top notch, they said



Howard White, left and Jim Butcher of Rat Pak had lots of interest from visitors



Octavius Hunt didn't have a stand, but they had useful meetings

Despite some grumblings about the last minute nature of the organisation and stand build, Pest-Protect definitely delivered high quality visitors, leaving exhibitors and speakers very satisfied with the event.

Pest-Protect may not be the biggest event in the world when measured by visitor numbers but, with punters having to part with hard-earned Euros to enter, the pest professionals who do attend are there for a reason.

They want to see what's new and discuss business with exhibitors and they want their money's worth from the associated conference programme and speakers. They were not disappointed on either count.

The seminar sessions were very popular.

Key points we gleaned from the sessions we attended were: bed bugs and flat pack furniture are a challenging combination, sewer baiting in Germany is getting harder, but, at least, the Germans still try to control sewer rats and BASF has an interesting alternative rodenticide, if only the regulators would approve it! If this has wetted your appetite, go to the **Pest** website for more.

Increasingly, these shows act as a market place for manufacturers to sell their products into the trade – to international distributors,

or other manufacturers, looking to expand their product ranges. PestEx is always seen as the European international market place, but without doubt, the number of international visitors on the prowl at Pest-Protect was up.

The number of exhibitor stands however was down on 2016. There were 88 listed exhibitors in Bremen, over 100 in Stuttgart.

Commenting on the event Andreas Beckmann, CEO of organisers, DSV, the German trade association said: "We will analyse where visitors came from, but already we can see that we had a completely different catchment area. So the principle of a touring trade fair, analogous to the American PestWorld model, has proven its worth."



Germany is an important market for Killgerm. Everyone on the stand was kept busy



Liverpool-based manufacturers Yanco made loads of great contacts



Pest editor Frances McKim got caught on the wrong side of the camera!



On the 1env Solutions stand was James Mendoza, centre, and Patrick de Vos, right

"About every fifth visitor was a guest from outside Germany. With this, Pest-Protect has impressively underlined its status as the leading European trade fair, alternating with PestEx."

So, what of the future?

Sharp eyed visitors might have spotted the poster saying 'See you in 2020', but where is anyone's guess. Likewise, will DSV chief, Andreas Beckmann still be at the helm? This is doubtful, as he has already written to all DSV members advising them that he does not want to continue in his current post. No doubt all will be revealed in due course.

read more
on the Web
www



On stand duty, Shyam Lakhani and Arnaud Del Valle of Bell Laboratories



Dawn Bolton, Joakim Vinter & Mateja Magajna Zigon of Curtis Gilmour



The Project Neo bait box was centre stage on the Pelsis stand



Birdfree optical gel should be back on sale in the UK soon



From left: Russell IPM's Paul Sidebottom, Gina Taylor, Kieran Wyatt and Amanda Mountford, seated



Filming on the Syngenta stand for the relaunch of Advion



The seminar sessions were very popular

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At exhibitions it is always interesting to look around to see what is new and what might, in time, be coming to the UK. Here is our take on what was spotted at Pest-Protect.

A remote solution

TrapMe is a new remote digital snap-trap. Made in Denmark, the manufacturer claims that it can, with 100% certainty, tell you if it has caught a pest or if it is a false alarm.

The trap's design includes a super-fat trigger that even pests cannot dodge, along with strong jaws. The trap is battery powered and has a built-in SIM card. It can send five different alarms, such as trap active, trap sprung, false alarm and battery updates. Pictured with TrapMe is Kim Lauridsen Hansen.



www.trapme.dk

Wasp trap to hang or stand

Versatility is the name of the game with the W-trap from Dutch company, Alcochem Hygiene.

The design of the surrounding black container means the trap can either be suspended or placed on a surface or table. The actual trap itself has a conical opening, allowing the



The W-trap demonstrated by Ronald van Lierop

wasps in, but not out. Attractant is added to the trap, the top screwed on and it's ready for off. Alcochem also supplies an environmentally-friendly scented lure to go with it.

www.insective.com



Also spotted ...

The WiseTrap, left, now owned and marketed by Anticimex and right, the Project Neo bait box from Edialux

Scouting them out

It is always pleasing to be able to report on the final commercial arrival of a product when you have seen the prototype in the months, or years, beforehand.

The product in question is Nattaro Scout – a bed bug monitoring system with pheromone lure.

The design of the monitor makes it easy to fit on the floor, under the bed frame or inside the bed under the mattress. The pheromone lure fits neatly into the trap which mimics a normal sized bed bug harbourage. The construction of the pit fall trap is such, that once the bed bugs have climbed in they are unable to climb out. Pictured with the new traps

is Christine Dahlman Jacobsen from Nattaro.



www.nattarolabs.com

Metal detectable trap

Designed with the food industry in mind, InPest from Italy was displaying a new triangular trap – the new feature is the two halves of the trap are made of metal meaning it, or any part of it, would be picked-up by a metal detector. An equally clever feature is the top and bottom of the trap are held together by strong magnets.

Inside the trap a three-way pre-activated multi-species pheromone and food tablet trap can be added.



Matteo Costamagna with the new trap

www.inpest.it/en

Spraying with drones

The use of drones is an accepted part of the pest controllers' armoury, but mainly for surveying activities. Italian manufacturer, Bleu Line, has taken this one step further using them for the commercial application of public health products, notably for mosquito control.

The drones can carry up to 10 litres and come with sophisticated features such as intelligent memory, terrain following via high precision microwave radars and advanced flight controllers, so ensuring accurate spraying. In Italy they have been used to apply Aquatain AMF, a silicone-based mosquito larvicide, on rice paddy fields.



Extolling the use of drones for spraying is Stefano Scarponi

www.bleuline.it/eng

Dogs on parade

All credit should go to the UK-based Bed Bug Foundation for the display and demonstration they put on at Pest-Protect and also to BASF for making available a large proportion of their stand.

The old adage 'Don't work with children and animals' held true, as the bed bug scent detection dogs stole the show. The display consisted of a full-sized, fully furnished bedroom around which vials containing bed bugs were hidden. The vials were supplied by CimexStore which is run by Dr Richard Naylor and his wife Alexia. A detection dog was then brought in to search the room and locate the hidden bed bugs. Repeated several times each day, the demonstration was introduced and the procedure explained by Larry Hansen, the Foundation's canine scent detection expert.



Larry Hansen spoke well, but the dogs stole the show



The dogs demonstrated their prowess at finding bed bugs

"Our goal is to show that bed bug detection dogs are here to help pest controllers – they are not in competition with them. The dog is a tool to add to their armoury. We want to show them how a dog works," explained Larry.

Launched in December 2016, the Bed Bug Foundation now has an agreed Canine Code and also a certification process to ensure standards of competence and capability. It stresses that only certified dogs from the Foundation should be used for bed bug detection. Gaining certification is rigorous, and Larry was quick to point out that the failure rate of those tested for the first time now runs at 70%, although having had their mistakes pointed out and with suitable re-training most usually pass at the second attempt.

To date a total of 28 teams are certified across Europe. Not surprisingly, as it is Larry's home territory, Germany leads the way with 10 teams, followed by seven in Switzerland, of which half also work in Germany. There are six teams in the UK and five more in Sweden. Larry is very pleased how quickly the numbers have grown. One notable exception is France. But as Larry explains: "We have a policy, it's one country at a time, so France is our next target. Key to success is finding and working with a local company, who in turn can sell the concept to others."



It's a hard life being a bed bug detection dog!



Richard and Alexia Naylor with their display of live bed bugs

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Watch this space!

With some variation depending on country, the majority of exhibitors at most pest events are 'the old faithfuls'. So to spot at Pest-Protect, a large multinational company as a first time exhibitor was a clear indication that there is something in the wind. Here's what we discovered.

The large multinational spotted in Bremen was the London-based branch of the Japanese company – Sumitomo Chemical. They must have been there for some reason...

Without doubt, in the environmental health sector, Sumitomo is best known for its anti-malaria products – notably Olyset long lasting insecticidal nets (LLINs) impregnated with permethrin. Last year this product celebrated its 15th year in production. Added to the malaria fight more recently has been SumiShield 50WG, containing the neonicotinoid insecticide, clothianidin, and, more recently still, the novel long lasting larvicidal product – SumiLarv 2MR – based on the insect growth regulator, pyriproxyfen.

Whilst the anti-malarial market is undoubtedly huge, companies such as Sumitomo are always looking to broaden the range of uses for their own researched and developed actives.

Also, what may not be immediately apparent, is the fact pest controllers may well have been using Sumitomo researched and manufactured actives for some time, but these have been sold to other companies for them to formulate, market and sell to end-users under their own brands. Sumitomo is now building a bank of national registrations in the Europe and Middle East region and the first EU BPR authorisations are expected later this year.

Now you might see where this is going?

Murray Hern, Sumitomo's branded products director based in London explains: "The company has invested heavily in supporting insecticide active ingredients through the EU Biocidal Products Regulations (BPR). In fact, Sumitomo Chemical is supporting more than double the number of insecticide active ingredients through the BPR compared to any other company – a current total of 15 PT 18 insecticide active substances on the Article 95 list.

"Sumitomo Chemical has committed to introduce a range of new and innovative insecticide products. These will be fully compliant with the future BPR regulations whilst also providing much needed new tools for the pest management industry.

"In line with the company commitment to build a long-term sustainable business, this represents a long-term commitment to the pest management industry. The scale of the investment and the extended time to bring products to market means the company is looking at a long-term business plan to support the investment in the industry."

So how long is long term?

The presence of Sumitomo in the market place isn't going to be overnight, but obviously the company's presence at Pest-Protect indicates it is limbering up.

It is also worth noting that Sumitomo is the most recent company to join the ranks of CEPA. Also, in the USA in 2012 Sumitomo bought

SUMITOMO CHEMICAL

ACTIVE DEVELOPMENT



Sporting a subtle double meaning to 'Active Development' are Murray Hern (left) and Adam Flynn on their stand at Pest-Protect

a controlling share in MGK, the manufacturer of high quality insect control solutions for professional, consumer and agricultural uses.

As Adam Flynn, branded products business manager said: "It is the company's long held ambition to move directly in front of the pest controller. As actives fall away due to the effects of the tightening BPR regulations, our far from inconsiderable investment means in four to five year's time we will have a broad range of products based on some unique actives. This will provide the market with greater choice.

"Some products are already available, such as Pesguard CT2.6, a 'ready-to-use' residual insecticidal bait formulation for flies containing clothianidin with a fly sex attractant (tricosene) and Pesguard S102, a micro-emulsion spray based on Sumithrin for indoor and outdoor public health & hygiene situations. And then joining the ranks of the gels for cockroach control is Pesguard Gel containing the neonicotinoid insecticide clothianidin plus the insect growth regulator, pyriproxyfen.

"The feedback we had from those we met at Pest-Protect was very encouraging. A frequently made comment was that the timing of the Sumitomo Chemical investment in the industry could not be better," concluded Adam.



In the environmental health sector, Sumitomo is best known for its anti-malaria products – notably Olyset long lasting insecticidal nets

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Which product will win in 2018?

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

best
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2017 winner,
the Rotech Ranger Dual Trap
Mouse Station from
1env Solutions

Yes it's time to start thinking about which products you want to nominate for the **Pest** Best Product Award 2018.

Products launched between 1 January 2017 and 31 August 2018 are eligible and you can nominate as many products as you want so there's no need to wait. Get your nominations in now and if something better comes along later in the year you can simply nominate that as well.

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

A quick skim of the new products featured in the last six issues of **Pest** shows there's already plenty to choose from: Russell IPM's clothes moth trap, Lodi's Addict cockroach gel and Syngenta's non-toxic Talon Track, to name but three.

For the 2018 award, any product introduced commercially during the qualifying period of 1 January 2017 up to 31 August 2018, can be put forward, with one exception. Products which achieved a first, second or third place in last year's award cannot be nominated for a second time. So for 2017 that means **you cannot nominate** Rotech Ranger Dual Trap from 1env Solutions, nor Ratwall from Edialux, nor Cimetro Super from Pelgar International.

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

The winners will be announced at PestTech in November and featured in the December edition of **Pest** magazine.



2017 winners, l to r: Amy Frith from Edialux for Ratwall, James Mendoza from 1env Solutions for Rotech Ranger Dual Trap and Nic Blaszkowicz from PelGar International for Cimetro Super

Timetable

- **26 February 2018**
– **Pest** Best Product Award 2018 launched;
- **26 February to 15 August 2018**
– **Pest** readers nominate products;
- **17 September 2018** – product shortlist drawn-up;
- **17 September to 31 October 2018**
– readers vote to find the winner;
- **1 November 2018** – votes counted;
- **7 November 2018** – winners announced at PestTech.

Nomination form

best
product
award
2018
pest

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

1

2

3

4

5

Name:

Organisation:

Tel:

Email:

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

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

PRODUCTS

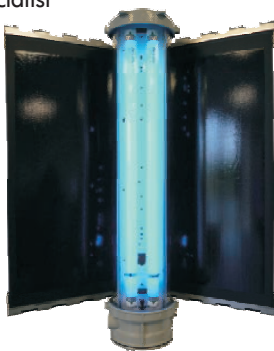
What's new?

EFK for special sites

Designed for demanding areas, EX Elite from Insect-O-Cutor is ATEX category 2 rated, suitable for use in zones 1 & 2/21 & 22, where there is a medium to high explosion risk.

The EX Elite glueboard flykiller includes features such as a multi-voltage electronic ballast, 316 grade stainless steel frame, toughened glass casing and a detachable light fitting for easy installation and servicing.

It is ideal for specialist sites such as agricultural silos or mills, food manufacturing and processing, distilleries or breweries and chemical processing environments.



www.insect-o-cutor.co.uk

Personalise your work

Be proud of your activities. Personalise your bait boxes with your logo and contact details. 1env is now offering high quality personalised labels.

The labels are available in a variety of sizes and can be printed to individual requirements. Help with artwork available.



www.1env.co.uk

Secured – as quick as a flash!

New to the Rotech range comes the Quick Fix Tie system from 1Env. Simply insert the cable through the bait box, pass the cable around the item you are securing it to, thread it through the self-locking tie, pull to tension and that's it. No tools are required and 1env estimate total time spent is under 20 seconds.

The ties come in two lengths (50 and 100cm) in packs of 10.



www.1env.co.uk



Hub of the Romax communications system

The Romax Cube is designed to keep an eye on things you can't. It comes with a PIR motion sensor, Bluetooth 'shock or movement' sensor, plus a temperature sensor as well as GPS tracking and a camera. Battery or mains powered, it uses a cross network SIM and the 2G cellular network, meaning it can work in the most remote locations, says Barrettine.



One Cube can monitor up to 10 traps within a 50 metre range and report back once activated. Should a trap be activated, or a pest be photographed near a trap, an alert will be sent to the technician's Smartphone within 60 seconds. By using the GPS facility an alert and its location can be forwarded to others who might be better placed to attend.

www.barrettineenv.co.uk

Bracket & paddle for squirrel traps

Squirrel traps should be placed out of reach, so this new mounting bracket saves time as it's easy to install and ensures safe placement. The KC86 bracket can be fixed to posts, trees and walls by using straps or screws. It allows traps to be fitted and removed at heights of up to 3.5m from ground level removing the need for ladders and making the daily checking of traps much more efficient. Made from 1.5mm galvanised steel with stainless-steel springs, the KC86 bracket will only need minimal yearly maintenance, says distributor Killgerm.

Accompanying this comes an extendable paddle used to place and retrieve traps onto the KC86 bracket. The K87 locating paddle extends from 1.5m to 2.1m. The offset paddle makes it easy to locate and fix the trap to the bracket. It is made from lightweight aluminium with a non-slip rubber handle. Both the KC86 bracket and K87 paddle have been designed for use with the Kania 2000 trap.



www.killgerm.com



FIND OUT MORE!
Contact Sean Paker: sean@catchmaster.com
Visit: www.catchmaster.com





Liquid rodent bait

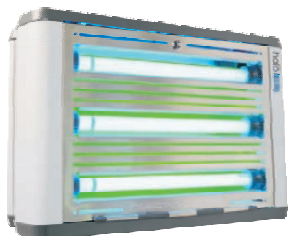
A liquid bait for rodents makes a reappearance. Coming ready-for-use, Sakarat D liquid bait is a new water-based formulation containing difenacoum 0.005% plus additives to make it attractive to rodents. In use, the rodents drink more of the bait than necessary, so consuming more of the active substance over a shorter period.

As part of the approval process, various safety steps were included. The bait is supplied in a patented designed bottle with a child resistant cap. It is sealed with a safety membrane that only breaks when the unique roller dispenser is attached to the bottle. Once the bottle and dispenser has been assembled, it must be secured in tamper resistant bait boxes.



www.killgerm.com

Designed for wet environments

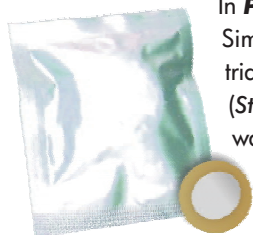


Halo Aqua 90W from Insect-O-Cutor is suitable for use in harsh environments, even those requiring hosing down. It incorporates FEP coated shatterproof tubes and a robust 316 grade stainless steel construction, whilst maintaining a contemporary design. Offering a coverage area of up to 240m², the double sided Halo 2x45

Aqua is designed for ceiling suspension. Its swing down front guard provides complete access to the UV tubes and glueboards and the quick release lampholder covers make it quick to service and provide protection when hosed down during cleaning.

www.insect-o-cutor.co.uk

Trap for biscuit beetle now in...

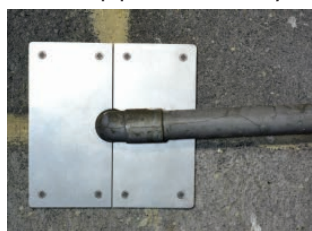


In **Pest 49**: February & March 2017, Dr John Simmons of Acheta reported on his successful trials with a pheromone trap for biscuit beetle (*Stegobium paniceum*). At that time the trap was not commercially available in Europe – but it is now, from Killgerm! The pheromone tablet with the Hiresis lure must be placed onto a sticky pad and used in either Killgerm's AF Insect Monitor or AF Demi-Diamond trap.

www.killgerm.com

Access not allowed

How often do you find holes and gaps around pipes – ideal entry points for rats and mice. These proofing plates are designed to stop rodents from gaining access. Constructed from high quality stainless steel, they come as matched pairs, are long-lasting and durable claim the manufacturers, 1env. They are available in four sizes to fit common pipe sizes.



www.1env.co.uk

Deadline fluorescent tracking gel



New from Deadline is a professional tracking gel for use against rats and mice. It can be used indoors and outdoors and is ideal to expose and highlight rodent routes, tracks and harbourages. Ultraviolet technology maximises the glow when exposed to a UV torch.

It comes in a ready-to-use 300ml bottle with built-in brush applicator and can be easily cleaned from surfaces by washing with a suitable cleaning agent.

Email: products@rentokil.com

Revised formulation for Cimetrol

Cimetrol Super has undergone a formulation modification. Although the active ingredients and concentrations remain the same, the new formulation makes it easier to measure and dispense and will enhance its performance, says the manufacturers, PelGar International.



The revised formulation, based on an advanced oil-in-water technology, gives more effective control over the first three weeks of application, when it is most needed. It contains the pyrethroids cypermethrin and tetramethrin for fast knockdown and kill plus the benefits of the insect growth regulator, pyriproxyfen.

www.pelgar.co.uk

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- ✓ **Crop Protection**
Agriculture, greenhouses, horticulture (vegetables and ornamentals), fruit and vegetable growing, bulb cultivation, tree cultivation and perennials.
- ✓ **Natural Smokes**
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Efficient
Expertise
Product Testing

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

Resistance report

Anticoagulant Resistance in Rats and Mice in the UK – Current Status in 2017 is a new report from the University of Reading commissioned by the Campaign for Responsible Rodenticide Use at the request of the Government Oversight Group in support of UK Rodenticide Stewardship.

The 30-page, A4 research paper is hard going for the non-scientific but its conclusion that resistance is widespread in Norway rats in the UK is something all pest professionals should be aware of. In particular, the evidence shows that the most severe form of resistance to anticoagulants is found in rats across all of central southern England.

As John Charlton points out on pages 26-27 of this issue, the extent of anticoagulant rodenticide resistance in mice is less well researched. However, although the sample size is small the researchers say that both known house mouse resistance mutations were found at high frequency, with some individuals worryingly possessing both mutations. Download a copy from the **Pest** library.

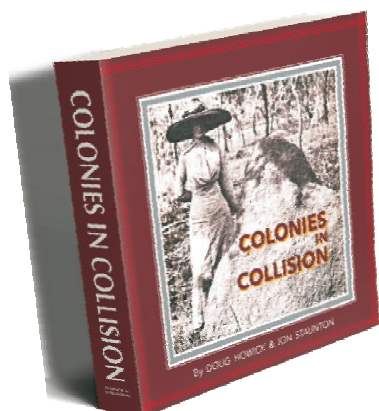
Termite tales

Colonies in Collision follows the battles with wood-eating termites since the European colonists arrived in Australia bringing their crates of stores as unintended offerings to the termite colonies of Sydney Cove in 1788. This is the comprehensive story of humans in their battle to save wood in structures from termites. The wonder of it all is locked in the cryptic, secret world of the termites.

Although not a pest of significance in the UK, the book makes fascinating reading as two experts, Doug Howick and Jon Staunton, relate the battles that followed over the 230 year history of the Australian termite wars.

ISBN: 978-0-646-97218-3 (hardcover)

For further information, or to place an order, go to www.termiteer.com.au



Its catalogue time

With PPC Live just around the corner (see pages 21-23) the distributors have all been burning the midnight oil adding the finishing touches to their 2018 catalogues.

First out of the traps are Killgerm, PestFix and 1env – but the others are following shortly. Request your copy direct, or visit their stands at PPC Live and pick-up your own copy.



www.pestfix.co.uk



www.killgerm.com

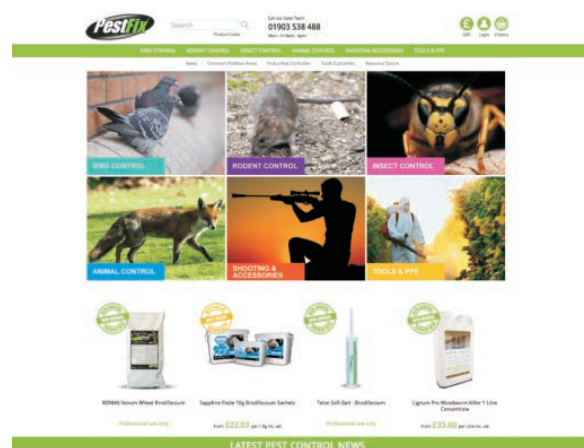


www.1env.co.uk

New website for PestFix

The PestFix website has had a complete make-over. As to be expected from a distributor, their product range is divided into sections and then all the relevant products listed.

If a customer of PestFix there are some pretty nifty facilities. Orders can be placed at any time, you can view your order, build a favourites list, build online quotes and place orders on account. Just like doing your supermarket orders!



Fancy becoming managing director?

This handy 182-page book is full of useful tips and practical guidance to enable tradespeople, for example pest controllers, to get 'off the tools' and develop their own profitable and rewarding business. Just think how many pest control businesses have grown from a 'one man band' to profitable operations employing numerous staff. Are you next?

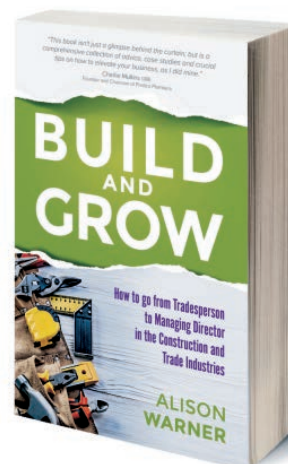
Build and Grow provides a simple, easy to follow process of identifying exactly what you need to work on. It shows how to make the right decisions, the right choices, the dos and don'ts and, more importantly, how to do it yourself.

It is written by Alison Warner who grew up in a household where her father had a gardening and hardware shop. She rose from initially running a small pizza delivery unit to being head of HR, so gained plenty of experience along the way. Today she runs a business coaching and consultancy firm.

ISBN: 978-1-78133-278-8 Available on Amazon. Kindle (£6.99) and softback book (£12.99)

Special offer.

Pest is happy to send its review copy of this book, free-of-charge, to the first person to contact our office. Email: editor@pestmagazine.co.uk





'Bed bug bible' authors from left: Stephen Doggett, Dr Dini Miller and Prof Chow-Yang Lee. See them discussing the new book on YouTube: <https://youtu.be/YpbfGXegQmk>

The bible of bed bugs!

We've heard its coming... now it's here! *Advances in the Biology and Management of Modern Bed Bugs* is a 'must have' publication if you have anything to do with bed bugs as a pest professional.

This 472-page 'bed bug bible' *Advances in the Biology and Management of Modern Bed Bugs* (ABMMBB) is a complete synthesis of bed bug information from the past to the present. More than 60 of the world's most recognisable names in the field of bed bugs have contributed material. There are eight main parts, 46 chapters plus an introduction by the editors and a conclusion that examines the future of bed bugs.

Chapters cover the basic science and give advice on using applied management strategies and bed bug bioassay techniques. The book also presents cutting-edge information on the major impacts that bed bugs have had on the medical, legal, housing and hotel industries across the world, as well as their impacts on public health.

For those who deal regularly with this pest, the chapters on the history of bed bugs, their global resurgence, their impact on society, their basic biology, how to manage them and the future of this pest make particularly fascinating reading.

ABMMBB is the brain child of regular **Pest** contributor, Stephen Doggett from the Department of Medical Entomology, Westmead Hospital, Australia, with co-editors Dr Dini Miller, Department of Entomology, Virginia Tech, Blacksburg, Virginia, USA, and Prof Chow-Yang Lee from the School of Biological Sciences, University Sains Malaysia.

Several UK experts have contributed chapters including Clive Boase, David Cain, Dr Richard Naylor, Adam and Catherine Juson and Prof Mike Siva-Jothy. Applying a practical approach from a pest controller's perspective is Mark Williams from Ecolab.

In Europe copies of ABMMBB will be available from 7 March.
ISBN: 978-1-119-17152-2

The book will be published both as a hardback (£145) and as a digital e-book for £130.99. But note: there is a special introductory offer of a 20% discount. Just quote the code: BUG18 at the checkout. Orders should be placed at www.wiley.com/buy/9781119171522



Pest Test 55

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 special article on A new era for CEPA (pages 12 & 13), May damage the unborn child (pages 15-19), and Mouse resistance status update (pages 26 & 27) in this issue of **Pest** and answer the questions below. Try to answer them all in one sitting and without referring back to the articles.

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

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

- 1 What is CEPA's target number of CEPA Certified companies by the year 2020?

<input type="checkbox"/> a) 500	<input type="checkbox"/> c) 1,000
<input type="checkbox"/> b) 750	<input type="checkbox"/> d) 2,000
- 2 From what date must rodenticides with more than 30ppm of active substance display the 'May harm the unborn child' symbol?

<input type="checkbox"/> a) 1 March 2018	<input type="checkbox"/> c) 1 March 2019
<input type="checkbox"/> b) 1 September 2018	<input type="checkbox"/> d) 1 January 2020
- 3 In the light of the labelling changes, what does NPTA's Iain Turner say is the most important thing pest controllers can do?

<input type="checkbox"/> a) Always use bait boxes	<input type="checkbox"/> c) Read the product label
<input type="checkbox"/> b) Upgrade their PPE	<input type="checkbox"/> d) Check for old stock
- 4 What are the new maximum pack sizes for amateur products?

<input type="checkbox"/> a) 50g for rats & 30g for mice	<input type="checkbox"/> c) 1,500g for rats & 500g for mice
<input type="checkbox"/> b) 150g for rats & 50g for mice	<input type="checkbox"/> d) 2,500g for rats & 1,500g for mice
- 5 When reading about resistance, what does heterozygous mean?

<input type="checkbox"/> a) animal inherits two resistant genes from one parent	<input type="checkbox"/> c) animal inherits one resistant gene from two parents
<input type="checkbox"/> b) animal inherits one resistant gene from one parent	<input type="checkbox"/> d) animal inherits no resistant genes at all
- 6 Which is the most severe form of rodenticide resistance identified to date?

<input type="checkbox"/> a) F120Q	<input type="checkbox"/> c) L120S
<input type="checkbox"/> b) F160Q	<input type="checkbox"/> d) L120Q

Name: _____

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Diary dates

14 March 2018

PPC Live 2018

Three Counties Showground, Malvern, Worcestershire
WR13 6NW

www.bpca.org.uk/Upcoming-Events/ppc-live-2018/ppc-live-2018/4335?Oocld=6555

21-22 March 2018

10th ANID National Conference of Italian Pest Control

Antoniano Auditorium viale Manzoni 1, Rome, Italy
www.pestmagazine.co.uk/media/438332/italian-event-programma_inglese.pdf

25 April 2018

Benelux Pest 2018

NH Conference Centre Koningshof, Loch 117, 5504 RM
Veldhoven, Eindhoven, The Netherlands
<http://beneluxpest.nl/en/>

4-6 June 2018

2018 Global Summit of Pest Management Services for Food Safety and Public Health

Hotel Cascais Mireagem, Av. Marginal n.8554, 2754-536
Cascais, Portugal <http://gs18.npmapestworld.org/>

12-14 June 2018

13th Fumigants & Pheromones Conference

Indianapolis, Indiana, USA
<https://store.insectslimited.com/fumigants-pheromones-conference-registration>

Need to claim CPD

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

PROMPT
Register

PEST TECH

heads south to Milton Keynes



PestTech 2018 will return to its more familiar date in early November – Wednesday 7 November 2018 to be precise – but there will be a new venue. PestTech 2018 will move a little further south to the impressive Arena MK, the home of the MK Dons football club, in Milton Keynes.

Adam Hawley, chairman of the organisers, the National Pest Technicians Association (NPTA), explained: "Last year we took the big decision to move to a specialist exhibition centre at the Ricoh Arena in Coventry and it proved to be a big success. The feedback was overwhelmingly positive. We had hoped to make the Ricoh our new home but we ran into problems during the negotiations with the venue for this year's event."

Not only were suitable dates difficult to agree on, the big sticking point was parking. The free parking delegates enjoyed in 2017, turned out to be just an 'introductory offer'.

Adam continued: "We felt it was very important to continue to offer free entry and free parking. When the Ricoh refused to play ball, we saw no alternative but to look elsewhere. We have been very impressed with the facilities at the Arena MK, so we are greatly looking forward to this year's event."

Fumigants & Pheromones back in the USA



The Fumigants & Pheromones conference, organised by Insects Limited and its sister company, Fumigation Service & Supply (FSS), returns to Indianapolis, Indiana, USA this summer.

Held every two years, the 2018 conference runs from 12 to 14 June and will be the 13th such event. The return to home territory, Insects Limited is based in Indianapolis, will mark 25 years of 'sharing through education' – the long running theme for this event.

David Mueller, programme organiser explains: "This conference is one you don't want to miss. Attendees and speakers from over 30 countries come together to share their experiences and offer an international perspective on protecting stored products."

The keynote speaker is Dr Steve Yaninek, professor at the Department of Entomology, Purdue University, USA.

The conference will feature two days of speakers and classroom interaction, a special conference dinner and a choice of two hands-on practical workshops. For more information and conference registration visit www.insectslimited.com. For those who fancy a trip to Indy, there is an early registration discount of \$100 making the fee before 1 April \$645.

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