

pest

The independent UK pest management magazine

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Issue 63
June & July 2019



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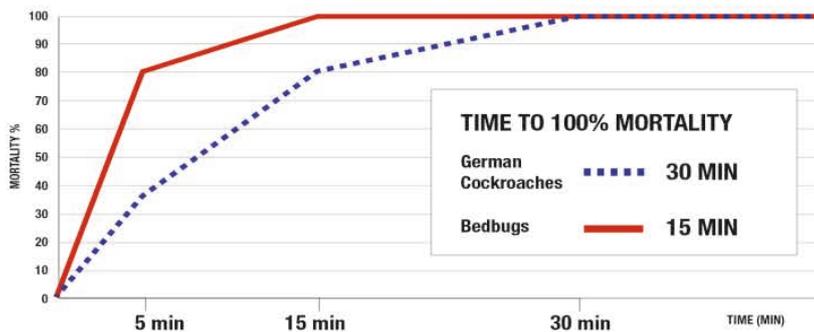
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As the industry's only independent magazine, **Pest** aims to deliver a mix of unbiased news, impartial advice and topical technical features. We are committed to being as inclusive as possible covering every sector of the pest management industry.

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What an overreaction!

As a nation we Brits used to be good organisers, or is that just a case of looking back through rose-tinted spectacles? We've admitted before that we've already passed the grumpy old women audition. Maybe looking back to a golden age means we're one step closer to our dotage! We refer, of course, to the chaos caused when Natural England revoked the General Licences for birds at one of the busiest times of year for public health protection, with just two days notice and no replacement system sorted out.

So why did Natural England overreact so massively – the legal challenge was actually to get something new in place ready for next year? Our suspicion is that it all came down to concerns about how the public (and the media) would react in an age of instant communication where no time is allowed for careful thought, nor measured responses – gosh we are getting old!

On a brighter note it's great to see just how positive those working in UK pest management continue to be – the results of the National UK Pest Management Survey are reviewed on pages 11 to 14. And it's not just a UK phenomena, globally prospects are also favourable – see page 15.

It's also interesting to hear what's been happening at the Confederation of European Pest Management Associations. The efforts being put into changing how our industry is perceived in the EU corridors of power are to be applauded. See pages 28 & 29.

It's just a shame there's no regular communication from CEPA in Brussels!

Frances Helen

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Pest involved in radio discussion

On 16 May, the University of Sheffield put out a press release advising that work by an international team of scientists, including the University of Sheffield, had compared the DNA of dozens of bed bug species in order to understand the evolutionary relationships within the group as well as their relationship with humans.

The conclusions drawn showed that bed bugs had been around more than 100 million years i.e. at the same time as dinosaurs.

This information captured the public's imagination and even made it onto national news.

As the work had been done in their home town, BBC Radio Sheffield decided to do an entire programme with bed bugs as the topic. Amongst those interviewed was Dr Richard Naylor, who studied for his PhD at Sheffield and now runs the Cimex Store.

The interviewer found it hard to believe Richard bred and sold bed bugs for a living and, in the name of research, even slept with them.

Pest editor, Frances McKim, was another to be interviewed. Again the interviewer was incredulous that a magazine solely covering pests even existed and was keen to discover how she had got into this role.

Finally, Matt Star of Anston Pest Control rounded the programme off with practical advice on what to do should your property become infested. His recommendation: call a professional!

New signs help rodents follow the CRRU code

They thought we wouldn't publish this but we've just been waiting for space! These amusing pictures, with a serious message, were sent in anonymously. The senders dared us to print them! They felt the pictures summed up how technicians on the ground see the Campaign for Responsible Rodenticide Use (CRRU) stewardship regime.

They pointed out that the farmer in question has been told on every service report about the proofing needed to his grain store. As a small rural pest control business they suggested that this farmer, like many others had a choice: proof his grain store, or buy a new Discovery. Guess what he chose – especially as he passes his crop assurance audit every year! Enough said.



Abate celebrates 20 years

It was celebration time for Abate Pest Management on 15 April as this day marked the company's 20th anniversary. Based in Morley St Botolph in Norfolk, the company was founded by Jon Blake, with the support of his wife, Jill, both pictured below.

Jon was no stranger to pest control as he had already spent ten years working for Rentokil and Dyno-Kill. Jon started to develop the business in Norfolk and Suffolk and with the help of some ex-colleagues, the business soon started winning contracts

Today the business employs seven service technicians and additional support staff. An interesting new concept is growing the business throughout the UK by franchising.

This year Abate was named a Future50 company. Future50 is an exciting business growth programme that's designed to recognise Norfolk and Suffolk's most innovative companies. It also won the 2019 Small Company of the Year award at the British Pest Management Awards.



Mice become Premier league players

The Emirates stadium, the home of Arsenal football club, may have cost £390 million, but it doesn't stop mice setting up home there! Going back three years, extensive mouse droppings were discovered on all four levels of the stadium but staff were unaware of the problem. The latest hygiene inspectors report still found areas of concern. Arsenal management have increased pest control visits and invested in staff training and proofing. So own up, who's got this contract?



1env Solutions gets muddy for charity

On 18 May a team of bold competitors from distributors 1env Solutions took part in the Nuclear Mud Race held in Kelvedon Hatch in Essex. This is a 12km off road course, where competitors have to wade through waist high mud, lakes and rivers, whilst completing 190 obstacles along the way. These include monkey bars, zip lines, mud pits and the infamous 'deathslide'. The team completed the course in a time of just over four hours, despite being slightly bruised and battered – all a good excuse to enjoy a well-deserved beer afterwards!

The team all slipped and fell over numerous times in the mud. But the mind boggles, as we hear operations director, James Mendoza, nearly lost his shorts on the zipline as the water almost dragged them off. Marketing assistant, Nik Waters, the youngest team member, was the first person to have to be dragged out of the mud pit after he got stuck.

With support from friends, family and the industry, the team raised just under £2,000 for Macmillan Cancer Support and the British Heart Foundation. You can still support them – go to the JustGiving web page and search using 1env.



Just a little wet and muddy! Left to right: Darran Lebeter, Jakub Kniażewski, Nik Waters, James Mendoza and Ollie Hewett

Rodenticide reminder

With almost all rodenticides now sporting new labels reflecting the conditions of their product authorisation renewals, there's never been a better time to check the label.

Of course you all read the label every time you use a product, don't you! But, just in case, now really is the time to double check them as there have been major changes.

Remember the label has the force of law behind it. New phrases to look out for include those relating to permanent baiting such as:

- Permanent baiting is strictly limited to sites with a high potential for reinvasion when other methods of control have proven insufficient;
- The period between visits should be determined by the technician in charge but will be no longer than every four weeks when permanent baiting is conducted outdoors.

Statements about burrow baiting may include:

- Do not apply directly into burrows.

Remember too that bait stations labelling requirements have also changed.



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





New brand manager at Pelsis

We are pleased to welcome Zita Ingen-Housz who joined Pelsis on 21 May as the company's new brand manager for Edialux professional products.

Zita will be covering the UK and Benelux and replaces Amy Frith. A native Dutch speaker, she already has product management experience, albeit in the IT sector, so pest control is a new area for her. Before this she was involved in academic research at the Amsterdam University of Applied Sciences.

Certainly no slouch, Zita has a Masters degree in human geography and planning from Utrecht University.

NPTA gets a COO

Steve Hallam has been appointed to the new role of chief operating officer (COO) for the National Pest Technician's Association (NPTA). He took up this new, full-time position with effect from 1 May 2019.

He will be responsible for all staff and reports directly to the board, however he will continue to be a member of the management board.

Steve has been in pest control for nearly 25 years, from technician to management, so comes with lots of experience. He has been a volunteer member of the NPTA management board for several years, fitting that role alongside his previous day job as manager of the pest control department at Nottingham City Council.



A new face at NewPharm

Not a new face in the industry, as Stefano Scarponi has been involved with professional pest control for nearly 20 years, but he has recently joined family-owned NewPharm based in northern Italy. His role is as export sales director for both the agro and biocides division as well as acting as Italian sales manager for the professional/IPM divisions.

A graduate from the University of Bologna, Stefano previously worked in the professional sector for OSD Gruppo Ecotech, LODI International and for the last ten years as export sales director for Bleu Line - B.L. Group.



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Chris flies the flag for pest control

Congratulations to Chris Venables of Gloucestershire-based Venables Pest Control who seized the opportunity to take a trade stand at the world famous Badminton horse trials at the start of May. Chris has connections there as he not only looks after the pest control demands of the Badminton estate, but also Badminton house itself.

For four hectic days, Chris virtually single-handedly manned his stand. It was an excellent PR exercise for our industry as Chris answered questions virtually non-stop. The most popular subjects were rats, mice, fleas and flies followed by what people could do to improve things. Chris describes the experience as very much an adventure.

It wasn't all PR though, as Chris sold a range of small fly units off the stand and even answered queries about the new RatMat he had on display. Visitors must have been impressed as Chris has picked up several contracts following the event, including a lady who initially ordered three fly units and now wants a further 41!



Cluster flies cause alarm

A plague of cluster flies, centred on Billingshurst in Sussex hit the headlines in the local press. The hot weather at the time, which no doubt brought them out en masse, even prevented residents from sitting in their gardens.

As also based in Billingshurst, Richard Bone, owner of local pest control company, Des Bone was invited by BBC Radio Sussex to advise on the situation. Richard said: "This was by far the worst outbreak I have ever seen in over 35 years in pest control."



The Des Bone team. L to R: Richard Bone, Wesley Mintram, Nicky Steer and Deborah Boulton

Dave Mueller steps down

Although he retired from the businesses he created last December, it is fitting to record the official stepping down of Dave Mueller, founder of Insects Limited and Fumigation Service & Supply based in Westfield, Indiana, USA.

A graduate in entomology from Purdue University, Dave has focused on researching, testing, developing, manufacturing and distributing pheromones and trapping systems for insects for the global marketplace. He is very well known throughout the world as a regular attendee and speaker at international conferences and events. He established the biennial Fumigants and Pheromones Conference which next year is to be held at Victoria Falls in Zimbabwe. Dave was also the driving force behind the publication over the last 30+ years of the quarterly newsletter *Fumigants & Pheromones*. Within this he wrote his own column called Dave's Soapbox, in which he frequently, and often very amusingly, let off steam over some topic bugging him.



Birthday celebrations for 1env Solutions

On 1 May, 1env Solutions celebrated its fifth birthday. It's been quite a journey getting to where the company is now – from the initial two (Richard Lunn and James Mendoza) in 2014 to a team of nearly 30 strong today.

Managing director, Richard Lunn said: "I'd like to take this opportunity to thank each and every one of our customers, new and old for their continued support and loyalty over the years. Without you we wouldn't be where we are today and we really do appreciate every single one of you."

Readers will recall that Richard initially founded a similar distribution business, SX Environmental, in 1996 which was bought by what was then P+L (now Pelsis) in 2012.



Richard Lunn, cuts the birthday cake. Come on Richard, with 30 staff it's not going to be a very big piece each!

Samantha lands

West Sussex-based distributor, PestFix, has a new addition to its team. Samantha Virgo joined the company's sales section in April to provide added support to both trade customers and the field sales team.

Samantha arrives following a high flying career, literally, as she was previously cabin crew for Virgin Atlantic and TUI.



BPCA AGM and regional forum in Yorkshire Knaresborough calling



On 12 June around a 100 people gathered in Knaresborough, in Pelsis' smart training facilities, for the British Pest Control Association's (BPCA) annual general meeting. This was followed by one of the association's regional forum meetings and a round table discussion covering rodenticides and stewardship.

The BPCA AGM could be described as 'short and sweet'. Both short – no longer than 30 minutes – and sweet – no really difficult questions asked, nor controversy raised. There wasn't even a ceremonial hand over of the president's chain of office, as Phil Halpin, from Countrywide Environmental, had already stepped up from vice president following the departure from the industry of Tom Holmes earlier in the year.

There was little change to the other officers, as Mark Williams (Ecolab) remains as treasurer with Alan Morris (Bayer) as vice president who was joined recently by Martin Cobbald of Dealey & Associates. However, the two new chairmen of the servicing (Martin Rose-King of Bounty Pest Control)

and the manufacturers & distributors (M&D) committees (Jim Kirk of Rentokil Products) were introduced, as these roles also include a position on the Executive Board.

For the remaining spots on the Executive Board, there were five vacancies and only four nominations, so no voting was required. These new members are Chris Cagienard (Pest Solutions), Chris Corbett (Aderyn), Malcolm Stowell (Safeguard) and Grahame Turner from Mitie.

In his brief address the president, Phil Halpin, specifically mentioned three key achievements from the past year, notably: the launch and fantastic take-up of the BPCA Registered scheme; the work undertaken by the association to educate and inform the whole supply industry; and the great press

coverage achieved raising the profile of BPCA members – worth an estimated £200,000 had it been paid-for advertising.

The two new committee chairmen also reviewed their highlights.

Martin Rose-King mentioned the Trailblazers apprenticeship programme whilst Jim explained what a fundamental role the M&D committee played interpreting the regulatory data for service users e.g. change of rodenticide pack sizes and product concentrations.

As is customary, the president concluded proceedings by thanking the BPCA staff team and made particular reference to Lewis Jenkins (Check Services) who was now standing down from the Executive Board after ten years service.



Sean Byrne from PestFix



CRRU chairman Dr Alan Buckle



Dr Matt Davies from Killgerm



L to R: Jim Kirk, BPCA chief exec, Ian Andrew and Martin Rose-King

Numerous topics in Regional Forum

Following the AGM formalities, it was down to business for the meat of the meeting – the Regional Forum. This was just one in the series organised by BPCA up and down the country for members and affiliates. There were eight presentations covering topics ranging from pest control and food safety, to respiratory equipment, fumigation, risk assessments and new invasive insect species. To provide the commercial break there was the new Infinity fly killer from Pelsis. In addition, a number of manufacturers and distributors had small exhibition stands.

All credit should go to Sean Byrne from PestFix who covered the currently vexed issue of bird licensing. Sean must have thought he was going to get mobbed by the delegates as this issue has certainly created much heat under the collar (see pages 16 & 17 of this edition). But he presented, in a very structured and positive way, what had happened and what operators now had to do to remain legal. The one point which everyone agreed on was the unfortunate timing of the license revoking, in the peak activity period, and the poor communication surrounding it which simply led to the confusion.

Always a good speaker, but Dr Matt Davies from Killgerm totally held the audience's attention as his talk covered several of the new invasive insect species pest professionals need to look out for, notably Asian tiger mosquitoes, Asian hornets, stink bugs and grey silverfish. Unlike usual presentations where slides of the pest flash up, Matt came equipped with live specimens and a microscope so as to project their images onto the screen.

An additional round table discussion

After lunch an extra session was laid on to cover the background and the various changes in the use of rodenticides. As chairman of the Campaign for Responsible Rodenticide Use (CRRU) Dr Alan Buckle must have thought he too was to be eaten alive by disgruntled pest controllers.

Far from it, as Alan gave a first-rate presentation taking the audience right back to the start of the story, before stewardship was introduced. He explained the endless meetings attended, proposals written and wrangling with regulators (mainly from within the EU) over the last 10+ years simply to secure for the industry the current position.

From all this delegates could see for themselves, probably with considerable amazement, quite how much time and effort has been put into all this. Even so, Alan warned the current position is far from the end of the story... as to whether the industry will still have access to anticoagulant rodenticides in ten years time, remains very much to be seen.

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2019 state of the nation survey results

Industry remains bouyant

The ninth annual National UK Pest Management Survey of UK pest professionals took place in March. Conducted by **Pest** magazine in association with market research specialists, Research Engine, it provides a unique insight into the challenges, structure and mood of this resourceful and resilient industry.



In this, the ninth year of the National UK Pest Management Survey we have continued to track the long-term evolution of our industry and have revealed some fascinating insights that professionals can learn from. The sample this time was 297 pest professionals working in servicing companies, local authority pest control units or as self-employed pest controllers. The sample includes a wide range in terms of geography, length of pest control experience and job roles. Hence the results can be taken as well indicative of the UK industry.

Commercial performance

Those respondents from the private sector (companies and the self-employed) reported a mixed trend in performance...46% said their turnover was ahead of budget whilst just 14% reported a shortfall. This is a more positive picture than in 2018 (when the equivalent percentages were 38% and 19% respectively). In terms of profit it is a similar but even more positive picture (50% performing better than budget and 14% worse). Again this is a more positive picture than in 2018 (when the equivalent percentages were 43% and 21% respectively).

Future prospects/level of optimism

Taking the temperature of the industry reveals completely the same positive mood to that we recorded last year...76% see the prospects for the next 12 months being 'Very good' or 'Good'. 74% also expressed a positive five-year outlook. There are again very small numbers of respondents seeing a 'Poor' (2%) or 'Very poor' (2%) outlook over the next one or five years.

This supports the long-term trend in our surveys towards greater general optimism compared to five or ten years ago.

There are big differences across the different types of respondent on these scores. Take a look at the boxes on pages 12, 13 and 14 for details.

Prevention versus control

In a new section we have identified what percentage of time pest professionals devote to monitoring/prevention work as opposed to actual control activities (e.g. applying insecticides, using rodenticides, setting kill traps etc.). The proportions are revealed as almost half and half...53% (control) versus 47% (prevention/monitoring).

What's keeping professionals busy?

Virtually all respondents work to prevent/control both rodents and insects. There are no major changes to the spectrum of pests. Rodents remain in top spot (at 57% of time spent versus 55% last year). Insect work takes 30% (versus 29% last year), including wasps (14%), bed bugs (4%), ants (4%) and cockroaches (3%). Bird management takes 6% of the time. There is a long list of 'others'.

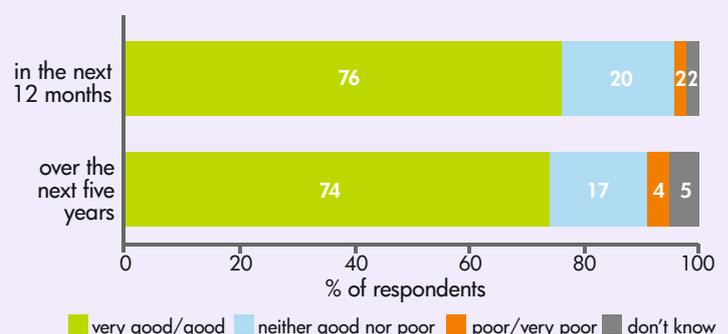
The self-employed see more variety in the type of pest they deal with, while rodents still account for half of their time, they spend less time on this than local authorities (especially) and private companies and more time controlling other mammals.

The most common other mammals mentioned were squirrels, rabbits and moles. There was a wide range of other

Headline news

- **The industry continues to evolve:**
 - Fewer local authority pest controllers;
 - Even more self-employed pest controllers;
 - Local authorities focusing more on commercial clients than in the past;
- **Commercial performance is a mixed bag – some segments are emerging...and we have identified some key commercial success factors;**
- **Optimism about the future remains quite high (with the lowest proportion of gloomy respondents we have seen in nine years);**
- **Rodent control is still the largest element (and still growing);**
- **The demand for pest control is generally growing;**
- **About two thirds of all work is carried out under contract.**

Future prospects all respondents



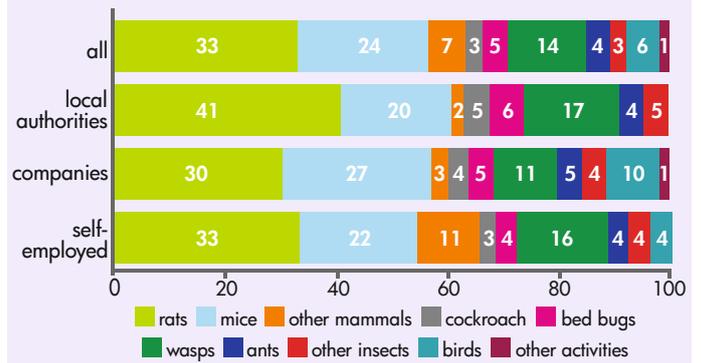
insects listed, most commonly, fleas, beetles, flies and moths.

There seems to be a growing demand for pest management. Over all pest types 39% say demand is increasing, 50% staying the same and just 6% decreasing.

Most pest professionals (72%) report that rodent control is increasing as a proportion of total time spent. Many (but not all) also report an increase for mice (55%), birds (49%) and bed bugs (42%).

Overall just over a quarter (29%) of respondents said they were thinking of taking on new areas of pest control. The self-employed were most likely (35%) to be thinking of branching out, private companies and local authorities the least (23% and 24% respectively). Those looking at new areas were considering a wide

Workload (prevention & control) by pest type



Local authorities

The proportion of local authority pest controllers within the sample has declined once again this year (from 16% to 13%) – reflecting a further actual decline in their numbers?

Not surprisingly as this survey is conducted among **Pest** magazine readers, 87% of our local authority respondents still work for councils who conduct all their pest control services in-house (versus 82% last year).

Our surveys over the years have shown an increasing confidence among local authority respondents and this has continued this year. 73% of them now see their prospects for the next 12 months as 'Very good' or 'Good' (up from 66%) although the five-year outlook is again less positive (58%) 'Very good' or 'Good'. However, just 6% see their 12-month or five year prospects as 'Poor' or 'Very poor'. Clearly those units that have survived this far are feeling more optimistic than in the early years of the survey.

In terms of 'prevention versus cure' the local authority pest controllers have the lowest proportion of time going into monitoring and prevention work of the three groups (29%), according with their focus on rodents in domestic premises.

The core service remains rodent control and the focus on domestic locations. However there has been a trend for more of the remaining local authority units to be also serving commercial clients. 66% of their work is under contract (up from 64%), 34% as one-off jobs.

In rodent control the main constraints are local authority cut-backs (the top challenge for 37% of respondents) followed by 'financial pressure on households/businesses' (28%).

With insect control local authority cutbacks is the top constraint (36%) followed by 'financial pressures on households/businesses' (25%) and 'increasing restrictions on how products can be used' (18%).

Very few local authority respondents thought there were 'other' constraints to effective rodent or insect control.

There were a few interesting verbatim comments:

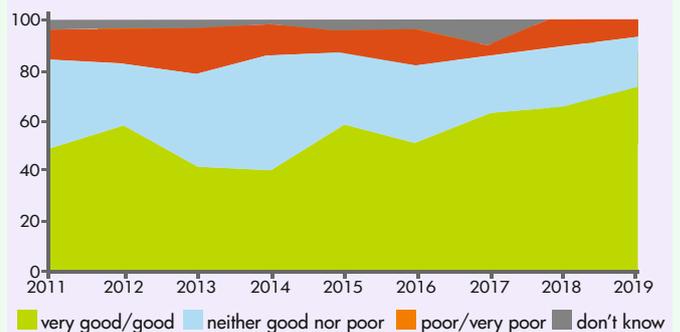
- Poor professional pest management practitioners and still buying anywhere pest control products;
- Customer cooperation and expectations;
- Poor self treatments;
- 'Ownership' of problem & blame culture: Rodents are

always caused by someone else and originate from somewhere else. Reluctance to take own steps - e.g. cut back bird feeding, clear waste, maintain garden and buildings etc. Belief that telling local authority is all that is needed. Unwilling to talk with neighbours, work collectively etc.;

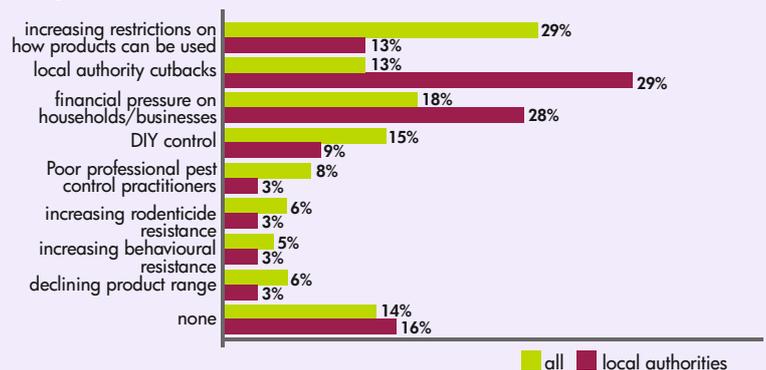
- Bed bugs are not by law reportable to the local authority so people self treat for up to a year before getting professional help when problem is seriously entrenched and insects are becoming immune or 'shy' of insecticidal products;
- Home DIY measures;
- Easy access to insecticides.

The respondents from local authorities are the most long-standing members of the profession of the three groups – 77% have served for over ten years.

Immediate prospects local authorities



Major rodent control issues 2019



range of possibilities...for example controlling different pests (birds, mosquitos) or controlling pests in new ways (heat treatment for bed bugs, non-toxic methods, smart traps), or -the local authorities – commercialising the service.

Where and how are they working?

Across the whole sample 43% of respondents' activity is at domestic premises, 47% commercial and 10% on farms.

There are big differences across the different organisation types (see chart). Local authorities, for example, still have a major focus on domestic locations (as in last year's survey) whilst companies are focused more on commercial locations.

Local authorities have reduced the proportion of work at domestic premises and increased the commercial and farm work over the past years of the survey but this trend now seems to have stabilised. The number of local authority participants however is now a much smaller proportion of the total sample and, obviously as the sample is **Pest** readers, those that take part are the ones that have retained

Workload by location



their pest control units. Many as we know no longer offer a service. Contract work like last year represents about two thirds of all work, while one-off interventions make up around a third.

The private companies have the greatest proportion of their work under contract, the local authorities the least. ▶▶▶

Companies

The proportion of company pest controllers within the sample this year was 37%.

Most are long standing. 67% of our respondents work in firms that have been established for over ten years.

48% are now in companies with five or fewer employees – this percentage has continued to decrease over recent years. It seems the commercial companies are gradually becoming bigger.

Our surveys over the years have shown this group to be the most optimistic in terms of future prospects. 75% of them see their prospects for the next 12 months as 'Very good' or 'Good'. This puts them level with the self-employed (who have increased in optimism) in the short term. In the five-year outlook they are even more positive and are ahead of the other two groups (80%).

56% of companies have taken on new people in the past 12 months.

Pest controllers from the companies spend the greatest proportion of time of the three types focusing on monitoring/prevention work (59%).

Company pest professionals serve a wide variety of clients and control all pest types. They are less focused on the domestic market than the other types (just 28% of time spent) but higher on commercial locations in general (72%) and the food industry in particular (23%).

70% of their work is under contract, 30% as one-off jobs, reflecting their high proportion of work for commercial clients.

In rodent control the main constraints are 'Increasing restrictions on how products can be used' (the top challenge for 35% of respondents) followed by 'financial pressure on households/businesses' (17%).

With insect control, 'Increasing restrictions on how products can be used' is the top constraint (37%) followed by 'financial pressures on households/businesses' (20%) and then by 'a declining product range' (16%).

Only 12% of company respondents mentioned 'other'

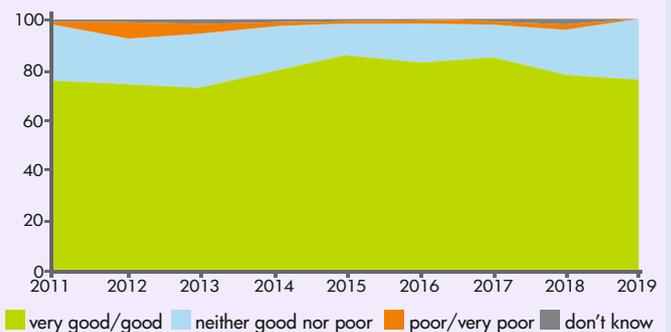
constraints for effective rodent control and the responses were quite varied.

Very few respondents considered there to be any 'other' constraints for effective insect control.

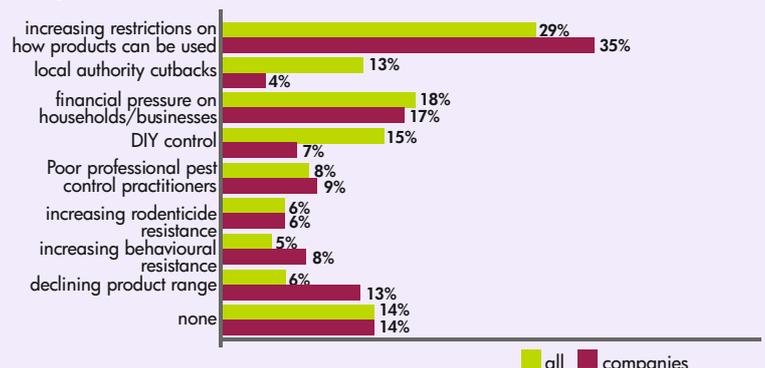
A large 67% of the companies have been established for ten years or more (versus 33% for the self-employed).

The individual respondents from companies are the second most long-standing members of the profession of the three groups – 68% have served for over ten years.

Immediate prospects companies



Major rodent control issues 2019



Constraints

Pest professionals have a long list of issues that constrain them. We have again tracked how the importance of these has evolved.

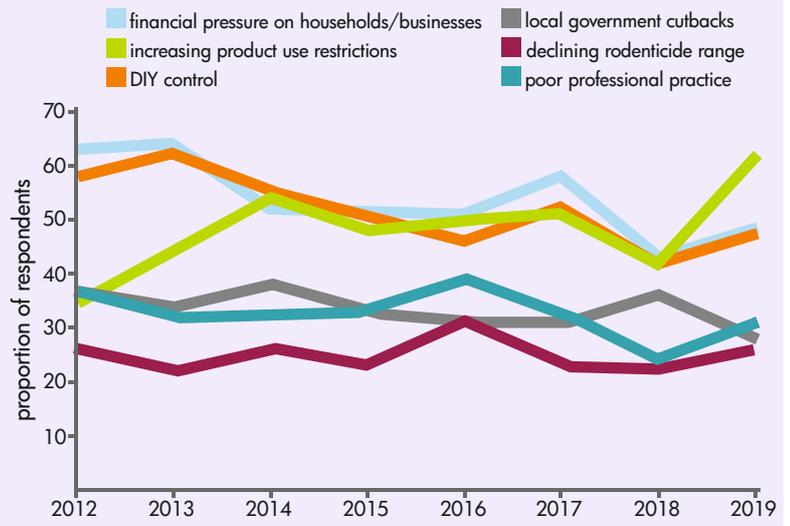
Overall in rodent control 'Increasing restrictions on how products can be used' is now the top constraint followed by 'financial pressure on households/businesses' and 'DIY control'.

In insect control, 'financial pressure on households/businesses' is the top constraint, followed by 'DIY control' and then 'declining pesticide range'.

The top concerns are somewhat different across the three types of organisations:

- Local authorities – local government cut-backs;
- Companies – Increasing restrictions on how products can be used (rodenticides and insecticides);
- Self-employed – Increasing restrictions on how products can be used (rodenticides and insecticides).

Major rodent control issues 2012 to 2019



Self-employed

The proportion of self-employed within the sample this year was 50% (up from 43% last year and 33% the year before) - is there an increasing proportion of self-employed pest controllers in the market (emanating either from local authorities or larger pest control companies)?

Virtually all are in teams with five or fewer employees – almost by definition.

This survey has again shown this group to be middling in their optimism in terms of future prospects. 77% of them see their prospects for the next 12 months as 'Very good' or 'Good' and the five year outlook is about as positive. (73%). Very few (<5%) see their short or longer terms prospects as poor.

Only 6% have taken on new people in the past 12 months.

Self-employed pest controllers spend time on both monitoring/prevention work (43%) and control activities (57%). On average the self-employed are busy with rodent control 56% of the time (especially rats at 33%). They are the most mixed in terms of locations, serving both domestic (49%) and commercial (38%) clients as well as being the biggest providers to farms (13%).

55% of their work is under contract, 45% as one-off jobs.

In rodent control the main constraints are 'Increasing restrictions on how products can be used' (28% of respondents) and 'DIY control' (21%).

With insect control 'Increasing restrictions on how products can be used' is the top constraint (30% of respondents) followed by 'financial pressure on households/businesses' (26%).

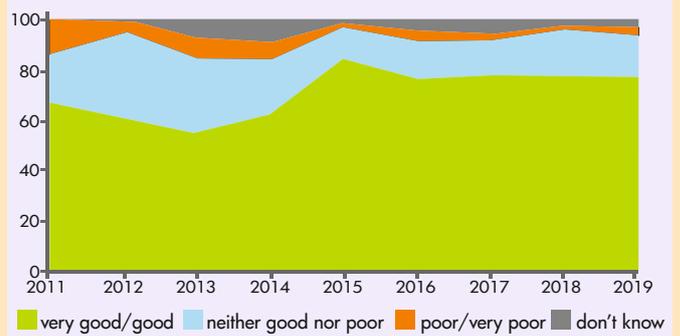
Many respondents mentioned 'other' constraints to effective rodent control, however the comments were varied and no one issue stood out.

Quite a few cited 'other' constraints to effective insect control and again no one issue dominated.

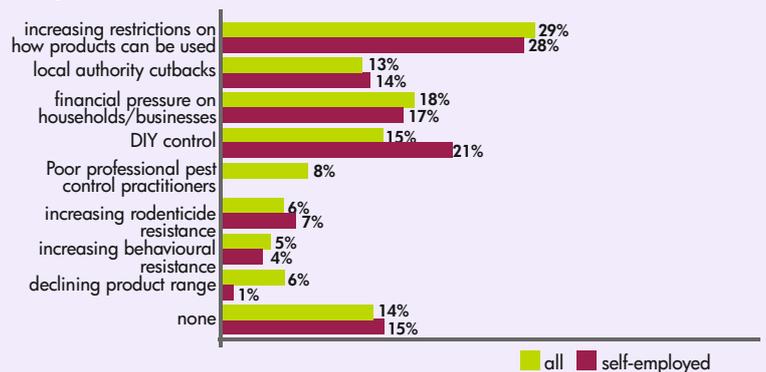
A large (43%) of the self-employed have had their business established for five years or less (versus just 13% for the private companies).

The self-employed respondents are the least long standing members of the profession across the three groups – even so, 53% of individuals have served for over ten years. There are however 26% who have been established for five years or less – the greatest proportion of the three groups.

Immediate prospects self-employed



Major rodent control issues 2019



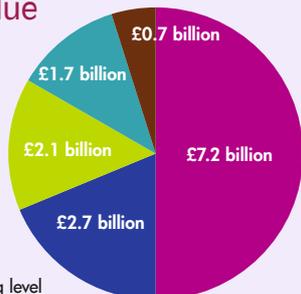
Positive mood extends globally

The results from our latest National UK Pest Management survey, once again record a general air of optimism amongst those working in the industry. This feeling is not confined to the UK.

It is estimated the worldwide value of the pest control industry, at service level, was £14.4 billion in 2018. This is predicted to grow by a compound annual growth of just over 5% in the years up to 2025.

Worldwide value of the pest control market*

■ North America
■ Europe
■ Asia
■ Latin America & Pacific
■ Rest of the world



* at pest control servicing level

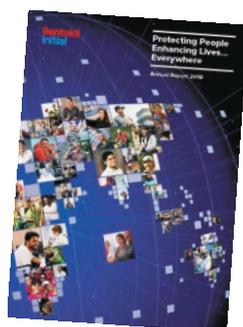
Why the growth?

So what is fuelling this growth in demand and so the market? A variety of factors come into play, the most significant being:

- Growing population – the world's population is forecast to grow by 80 million people annually, to 8.6 billion by 2030;
- Increased urbanisation – more of the global population live in towns and cities where pests are more prevalent;
- Tolerance of pests – as living standards rise, along with the growth of the middle classes, pests are no longer tolerated;
- Changes in the weather – warmer temperatures will lead to increased threats posed by mosquitoes and the like;
- Chemical and behavioural resistance – pests are developing ways to avoid traditional pest control methods. Non-toxic methods are forecast to grow.

Global significance of Rentokil

For those interested in facts and figures, the 2018 Rentokil annual report is a first class document and certainly worth a browse. A copy can be downloaded from the **Pest Library**. Overall this records a 13.2% growth in company revenue to £2,493 million with operating profit also up 13.3% to £333.6 million. Relating to pest control only, it is worth noting:



- Revenue from pest control was £1,571.9 million (up 12.6%)
- The significance of pest control to Rentokil's overall business (63% of group ongoing revenue)
- A 9.9% rise in ongoing operation profit for the pest control sector to £277 million (67% of group ongoing revenue);
- Operations in 73 countries around the world and estimated to be in the top three in 66 of these markets;
- 42 pest control company acquisitions; 14 in North America;
- A desire, and cash allocated, for further acquisitions (Mitie in the UK for example);
- Growth plans in the strategic markets of India, China and Brazil.



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Bird control barney!

Pest controllers must have been living on a different planet if they've missed the announcement in April that Natural England had revoked the three General Licences for controlling wild birds in England, namely GL04, GL05 and GL06. How did this come about and, perhaps more importantly, how has it affected those at the sharp end of bird management?

The story so far...

First, a quick (if that's possible!) summary. This whole saga was instigated by Wild Justice, a not-for-profit company set up on 13 February 2019 by Chris Packham, author and campaigner, Dr Mark Avery, researcher and wildlife campaigner and Dr Ruth Tingay. Their objective is to take legal cases on behalf of wildlife against public bodies which are failing to protect species and/or habitats.

On the day of its launch, a Pre-Action Protocol letter was sent by Wild Justice to Natural England claiming that the licences GL04, GL05 and GL06 (published by Natural England on 1 January 2019) were unlawful. Then, on 21 March, Wild Justice lodged legal papers with the court, seeking permission for judicial review.

Just two days notice of revocation

In the intervening month there was considerable examination of the legal footing of the licences. The result was that, on 23 April, Natural England announced that the General Licences GL04, GL05 and GL06 would be revoked from 25 April. As an interim measure, anyone needing to control one of the 16 bird species listed and where there was no reasonable, non-lethal alternative, would need to apply to Natural England (via its website) for an individual licence. Although unclear at first, it emerged this individual licence would cover all activities for a single species, not simply a single species at one location.

Meanwhile, Wild Justice said on their website that they had not asked for the revocation of these licences, but had requested that, once they expired on 31 December 2019, they should be replaced with a lawful alternative.

What followed was a torrent of indignation mainly about the licences being withdrawn with only two days notice. There was outrage in the media, especially in the farming press, and tempers rose to such a level that a pair of dead crows were left hanging outside Chris Packham's house, death threats were posted on social media and an online petition was set up calling for his removal from BBC TV.

On 1 May, Michael Gove, Secretary of State for Environment, Food and Rural Affairs, met Chris Packham in Westminster and three days later (4 May) advised Natural England's very newly appointed chair, Tony Juniper, that responsibility for managing the general licenses was being rescinded and taken back into Defra.

On 21 May, the Environment, Food and Rural Affairs (EFRA)



Committee held a one-off evidence session on this topic. The Committee asked Defra Ministers and Natural England to appear before them. From the transcript, virtually the entire session covered the legalities and the problems it has caused the agricultural sector. Professional pest control received one brief mention (Question 84).

Despite an initial indication by Natural England (whilst still responsible) that General Licences would be reinstated by early May, only three, covering carrion crow, Canada goose and wood pigeon, were published before responsibility transferred to Defra.

As Defra took control, Natural England was about to re-license three more species, including feral pigeons affecting health and safety, but this did not happen. Defra has said it is well aware of the urgency to get the system working again and that it is developing proposals based on the 4,000 responses received following the call for evidence.

Adding to the debate further, on 7 June Wild Justice launched another legal challenge about certain aspects of GL26 concerning carrion crows and pheasants. Although not relevant for pest controllers it did add further petrol to the flames.

A bit of a U-turn

With almost as much notice as the earlier withdrawal of the licenses, on 13 June Defra announced, in effect a U-turn, that as of 14 June 2019 and until 29 February 2020 the three withdrawn General Licences were coming back – as GL34, GL35 and GL36 – albeit with fewer bird species covered. This creates a trap for the unwary. If working with a species specific licence this expires on 31 December 2019, so a GL35 licence will need to be applied for to run until 29 February 2020.

The GL35 licence, the one most relevant to pest professionals, only covers carrion crow, jackdaw, magpie, feral pigeon, rook, Canada goose and monk parakeet. Gulls (herring and lesser black-backed) remain covered by the individual species licence with a new class licence being developed ready for next year's breeding season.

This is by no means the end of the saga. Environment Secretary, Michael Gove, said: "We will shortly set out details of a wider review of General Licences to provide a long term licensing solution which balances the needs of users and wildlife."

This is only a resume of the situation – for full details and before undertaking any work, it is recommended **Pest** readers read the news stories posted and consult the official Defra documents.

Industry impact and actions taken

To its credit, the British Pest Control Association (BPCA) swung into action and posted news updates each time there was a development, as did *Pest Control News*. BPCA also responded to the Defra formal evidence-gathering exercise to capture information about the impact of the withdrawal of the General Licences. The association's detailed response can be seen on the BPCA website – dated 14 May.

To assess how these developments have affected pest controllers at the coal face, **Pest** contacted some of the companies routinely involved in bird management. Whilst their initial views do bear similarities, they do go on to show that there are two sides to every story!

Timing & communication criticised

Everyone agreed that the timing and the very short period between the announcement (23 April) and the revocation (25 April) initially caused mayhem. Some companies were right in the middle of large scale mitigation programmes and had to stop. April is, after all, peak activity time, especially for such birds as herring gulls (where only nests and eggs can be touched) and feral pigeons. Mike Parker of BetaPest in Sussex said: "The timing couldn't have been worse as we were right in the middle of our programme of dummy egg placement."

Based on the south coast with numerous customers who undertake gull work, Dan England of distributors PestFix said: "The phone was on fire. Confused and often very irate customers were asking what on earth to do. It was a very stressful two weeks."

After the initial shock, companies soon got to grips with the fact they could apply for an individual licence via the Natural England website provided that all non-lethal methods

had been exhausted. The licence was species specific rather than site specific. Lethal work could begin even before the licence had been determined. With hindsight this all seems quite clear and logical – but it does assume pest controllers calmly read every piece of available information, rather than simply panic.

Effects on businesses varied

For some, large chunks of work were lost. This was the case for one-man band Martin Grainger of Zero Tolerance Pest Control in Littlehampton. As Martin explained: "I reckon I've lost between two to four thousand pounds worth of work. For example, I was called out to a householder with a gull problem and was made to look pathetic as I had yet to apply for an individual licence. Having explained the position, this was all a hassle for the customer and by the time I was able to go back, only a few days later, I found some rogue operator had already done the job.

"I feel we are living in a 'nanny state' with ever increasing unworkable legislation. What's next?" asked a frustrated Martin.

There have also been very mixed reports about the application and speed of arrival of the individual licenses. Mike Parker of BetaPest told us: "I applied for a feral pigeon licence virtually straight away and it arrived in seven to 10 days. But, I'm still waiting for the one for gulls and that's from over four weeks ago."

Several of the larger companies, once they discovered what had to be done to get individual licences, have taken things much more in their stride. As Chris Davis from CleanKill based in South London explained: "We applied for the relevant individual licences, an acknowledgment came back

promptly and, once we discovered the licences were species, rather than site, specific, we have just got on with things. It hasn't really held us back. Now the new GL35 licence has arrived, we are virtually back to where we began."

One thing the wide-scale coverage of the revocation has caused is considerably increased public awareness. One pest control company found themselves accosted by the Police when they turned up on day two of a totally above board herring gull egg removal job after a member of the public reported their activities.

Increased emphasis on proofing and scaring

One further point everyone agrees on is that, in future, far more attention will have to be paid to non-lethal approaches. Proofing will be built into the programme over winter, followed by scaring before the start of the nesting season as well as the use of optical bird gels. So you could well argue that the activities of Wild Justice have made a difference for the better.

This is a point John Dickson, managing director of Norfolk-based NBC Environment, agrees with. "Killing any bird is the very last resort. In 30 years time we don't all want to be sitting here asking who remembers the wood pigeon?" he explains.

"I feel Chris Packham has a point. I'm not surprised by what has happened, in fact I welcome it. All non-lethal approaches must be undertaken, before any lethal activities are even considered. It is totally inappropriate to kill anything without good reason. The publicity has definitely made customers much more sensitive. This is good for the pest control industry. It will improve standards and the level of professionalism," concluded John.

Sitting back and reflecting on the position in the cool light of day – yes – John has a very valid point.



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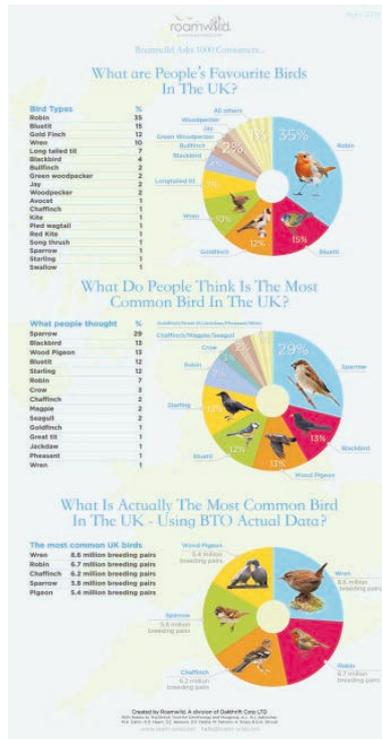
A nation of bird lovers

All pest professionals undertaking any bird management work need to take heed of the great British love of birds.

Inconvenient facts, such as it is estimated that the eight million household cats (according to the Pet Food Manufacturers Association) catch up to 275 million prey items a year, of which 27 million are birds, pass most by. The most frequently caught are thought to be house sparrows, blue tits, blackbirds and starlings.

Roamwild, a manufacturer of bird feeders designed to repel squirrels and large birds, surveyed 1,000 of their customers about which they thought were the most common, and which were their favourite, wild birds in the UK. The robin came in as the most popular. People thought the sparrow was the most common yet, according to British Trust for Ornithology data, the wren is actually the most common, followed by the robin.

A copy of this chart can be found in the **Pest** Library.



Birds in decline

In a recent press release from the Royal Society for the Protection of Birds (RSPB) to support its *Let Nature Sing* campaign, the startling fact that over 40 million birds have vanished from UK skies in just 50 years was revealed. 56% of species in the UK are in decline whilst one in ten of our wildlife is critically endangered.

When advised of these figures 84% of the 2,083 adults surveyed by YouGov in April 2019, felt the Government should do more to protect nature. 79% of them felt the public should do more.

Pest professionals must remember these sentiments when out and about on bird management jobs and, wherever possible, employ non-lethal methods. Unfortunately the damage, general mess and disease transmission possibilities all too frequently fail to register.

Netting nasties

With all this raising of awareness about birds, it was hardly surprising, to hear that there was public outrage (and quite rightly in our opinion) plus a petition signed by over 350,000 people calling for netting of trees and hedges by building developers to become a criminal offence. Not only does this practice eliminate these sites for nesting and roosting, but birds, and other animals, can get caught in the nets or trapped inside.

Although developers may well have been doing this for some years, this year it caught the public's attention. Developers cloak trees and hedgerows with bird netting to make it easier for them to remove the hedgerows or cut the trees when the time comes, because although it is an offence to destroy an active nest, there are no laws to prevent the installation of nets to stop birds nesting in the first place.



Bird's eye!

On a lighter note, a herring gull became something of a celebrity in London as he regularly perched in front of the camera just north of the Blackwall tunnel, and so appeared, on the Transport for London Traffic news account. It takes the phrase 'Always good to get a bird's eye view' to a new level.





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Noisy nuisance or Asian delight?

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The noise documenting the apparently irresistible rise of the ring-necked parakeet has been as deafening as the shrill squawks of the birds themselves. Much has been made in recent months of unparalleled growth in the population – particularly in urban areas – and experts have described them as the fastest growing bird species in the UK. But what's the real story? And what, if all that is true, can be done about it?

It's fair to say ring-necked parakeets divide opinion. Their bright green plumage, red bills and high-pitched calls have, after all, been part of life for residents in Greater London and Kent for more than 40 years. But, while their flamboyant presence is a delight for some, others – perhaps more accurately – see them as a noisy nuisance.

The birds, native to Southern Asia, are originally thought to have arrived in the country in the late 1960s. Theories abound – some of them quite bizarre. One says a number were accidentally released during the filming of 'The African Queen' at Shepperton Studios. Another that guitar legend Jimi Hendrix let a pair go free during a concert on Carnaby Street in London.

A more plausible idea, perhaps, is that pet parakeets – imported in increasing numbers since the 1980s – were released from captivity, or simply escaped, into the wild.

Made itself at home

What is certain is that this exotic bird (*Psittacula krameri*) has since made itself at home thanks to a suitable climate, an

abundance of food available in parks and gardens and few natural predators. While numbers are thought to have grown at a rapid rate during the last 20-30 years, until recently, colonies remained largely confined to parts of the south east.

Massive spread over past five years

But a massive spread in the population over the last five years has led to problems all over the country and the RSPB now estimates there are up to 60,000 in the UK with reports of flocks as far north as Glasgow and Dundee, as well as a flock in Plymouth.

Ring-necked parakeets are strong birds, quite happy ripping off plastic vent covers on houses to gain access to lofts to nest. Pest controllers are now faced with an increasing

number of call-outs and are struggling to come up with an effective solution.

Despite being an introduced species, the ring-necked parakeet is protected in the wild under the Wildlife and Countryside Act. Ring-necked (or rose-ringed) parakeets were included on General Licence GL04 (as of 14 June 2019 now GL34) in a move that permits them to be killed or taken to conserve wild birds and flora or fauna. Only the monk parakeet, also known as the Quaker parrot, and much more of a problem in agriculture, is listed on the new GL35 licence.

Paul Bates, of Cleankill, based in Croydon, Surrey, first noticed parakeets were becoming a problem about four or five years ago.

He said: "There were a few problems around back then, but there's no doubt their population is increasing rapidly and they're becoming much more of an issue now.

"They've obviously become naturalised in

this country and, while they were once contained to the south east, they seem to be spreading further afield. The number of calls we're receiving about parakeets has shot up massively and they can cause huge amounts of damage to property.

"The noise they make can be a major nuisance for residents and, while they nest in trees, they're very aggressive so they tend to displace domestic birds already nesting there. The trouble is that we just don't know how to deal with them effectively. We haven't the foggiest idea.

"They were put on the General Licence several years ago, but there are often flocks of between 50 and 100 of them here in Surrey. If there are 100 birds and you manage to shoot one of them, the other 99 just fly off. There needs to be some direction from the authorities – perhaps the RSPB or Natural England – about what pest control companies can do to contain these birds."

Paul says the parakeets can now be seen for much longer periods than in the past too. He added: "They used to have quite a short, definitive season between late spring and July but now you see large flocks of them in our area even in the winter. We're called to quite a number of jobs in modern blocks of flats where the birds lift the plastic louvres on air vents and get inside. They are extremely powerful which means they can do a lot of damage in a short period of time. They'll rip timbers apart or get into ducts or roof spaces and cause all kinds of other problems. We often replace damaged vents with aluminium replacements so the parakeets can't get inside. But as for stamping out or even reducing the problem, I don't have a clue," he concluded.

Intractable problem

Steve Trippit, based in nearby Cobham, is another who has struggled to come up with an effective solution. He uses birds of prey to help control the birds in certain situations, but admits that's an expensive, labour-intensive option.

Steve, who employs five technicians at BH Environmental Services, said: "The population of parakeets has definitely increased over the years and a massive roost in the Cobham area grew to around 15,000 birds at one time.

"The landowner pollarded a lot of the trees and that fragmented them into a lot of smaller roosts. We do use proofing nets and, when they won't budge from warehouses or other buildings, we use our own sparrow hawks and goshawks to chase them out. Parakeets are very agile birds and

it takes an agile bird like that to chase them effectively. It works well, but again it's very labour-intensive and is obviously not a viable option in many instances.

"Shooting is another option and we have also used dead birds as decoys with a flapper or magnet to bring others in. But you can't do that in parks or in people's gardens. As for control, it's very difficult and there's very little we can do."

Prolific breeders

Parakeets' breeding habits are so prolific – they are capable of producing up to 12 eggs with six clutches each year – that means predators, generally raptors including hawks, peregrines and buzzards, have failed to dent their numbers.

They typically feed on flower buds, fruits, nuts, berries and seeds, but in urban areas they're also a common visitor to bird tables and will take household scraps. And because they live in colonies, they're thought to communicate the location of the best food sources to each other during regular roosts.

Parakeets are now thought to have settled in more than 100 cities across Europe. They can be found as far north as Sweden and are said to be 'out of control' in parts of Belgium as well as causing major problems in Spain, France and Holland.

ParrotNet, based at the University of Kent, is a European network of scientists aiming to track the geographic spread, ecological impact and behaviour of non-native parrot species, including parakeets.

Adverse impact on native species

The impact of ring-necked parakeets on the native bird populations is becoming clear.

The birds are known as secondary cavity nesters, which means they rely on existing cavities – putting them in direct competition with others such as tits, nuthatches, doves and woodpeckers. While they are early breeders, they still display antagonistic behaviour towards other species and there have even been reports of bats being killed by the birds at the start of a breeding season.

A study by the Natural History Museum, the Zoological Society of London and Imperial College, London, discovered that other garden birds became fewer in number whenever the bigger parakeets flew into sight and other species generally moved away from the parakeets' regular haunts. The study confirmed parakeets had a 'significant' effect on the foraging practices of native birds and compared parakeets with the grey squirrels that have largely

driven out red squirrels across Britain.

Ring-necked parakeets are also known to carry chlamydiosis as well as other diseases, which may be transferred to our native bird species. In summary, the birds threaten local biodiversity as they chase away native birds from food sites and exclude endemic birds and bats from nesting cavities.

Steve Dale, of Urban Issues in Beckenham, often sees the practical implications of the parakeet's bullying tactics.

He said: "These birds have bred very successfully and their numbers have shot up in recent years. I see more monk parakeets than the ring-necked, but we have a lot of both in this area – and they've flourished to the detriment of other birds.

"They will displace smaller species such as sparrows, wrens and tits from their nesting sites and I've been called out to quite a number of jobs where they've been stealing food left out for other birds in people's gardens. People can get quite upset about it and I've had to put large-gauge nets up several times to prevent the parakeets from getting in but allow smaller birds to get through."



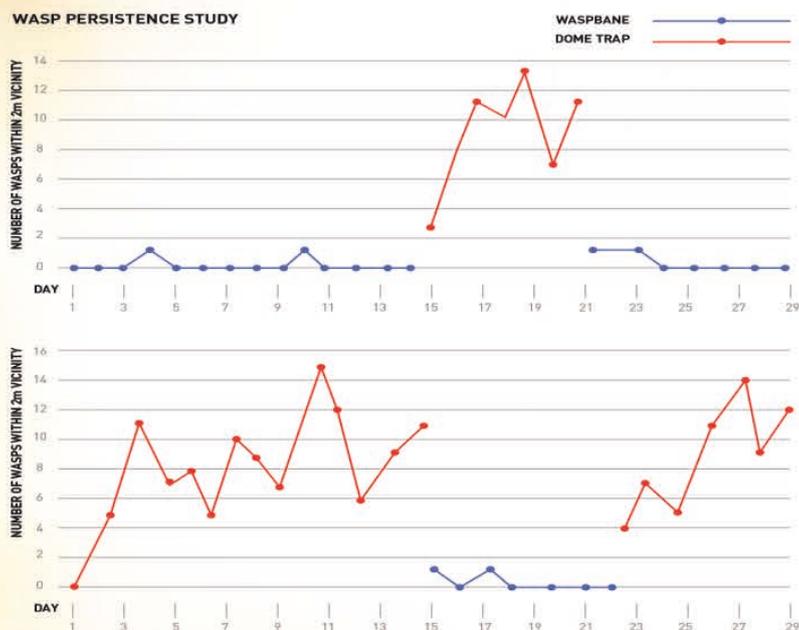
As with several other urban pest species, ring-necked parakeets attract human friends



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Revised food standards arrive like buses!



Acheta's Dr John Simmons

It is vital that all those who provide pest control services to food manufacturers are acquainted with the requisite standards operating within this sector. Since the summer of 2018 when the British Retail Consortium revised its Global Standard, M&S and also Tesco have also revised and reissued theirs. Dr John Simmons, managing director of Acheta Consulting, and also a member of the **Pest** Technical Advisory Board, casts his critical eye over these changes, in particular the M&S manufacturing standard and what it has to say about pest prevention.

Subtle changes in the BRC standard

First worth mentioning is the British Retail Consortium's (BRC) updated *Global Standard – Food Safety (Issue 8)* published in August 2018. All BRC audits of food manufacturing facilities are now audited to this version. There are few changes, but some are important.

The most obvious change is that the section dealing with pests (4.14) is now titled **Pest Management** rather than **Pest Control**.

David Brackston, technical director of BRC explained: "We wanted the title of the section to better reflect the importance of managing the risk from pests, particularly the various preventative controls such as good hygiene and proofing standards, which are an essential element of a successful pest management strategy."

On a more practical level the main changes are that:

- The risk assessment that has long been a requirement in determining the contract specification should now be reviewed whenever there are changes to the building or production processes or following a significant pest issue;
- Records may be maintained in either hard copy or electronic form;
- The site must have adequate measures in place to prevent birds from entering buildings or roosting above loading or unloading areas.

Nothing too contentious here, though at Acheta we have encountered auditors (and pest control surveyors) being overly enthusiastic, raising non-conformances for un-netted load bay canopies, even when there are no birds and no history of such problems.

Whilst prevention is better than reactive proofing, the investment required in netting an extremely large canopy, with no birds present, might be better spent elsewhere.

In addition, BRC publishes a range of guidance documents to accompany its standard. The pest control guidance, which was published many years ago, remains unchanged and it is felt an update is probably required.



Available from the **Pest** library
www.pestmagazine.co.uk/en/library



M&S – the benchmark standard

Other retailers may not appreciate my saying so but, M&S has traditionally set the benchmark for pest control in sites that manufacture their own-label foods. Their *Manufacturing Standard – Guidance for Pest Prevention* may be just that, guidance, but it is a brave food manufacturer (and pest control contractor) who decides to go with something wildly different. This pest prevention document was updated and published in January 2019, along with M&S's own *Food Safety Manufacturer Standard*. The principal changes are reviewed below, with our Acheta interpretation of how they may impact on pest professionals.

1 General principles

The fundamental IPM principles of exclusion, restriction, destruction and monitoring are specifically emphasised as the foundations of the pest management programme.

Comment/intepretation

Who could argue?

2 Pest control technician qualification

Previously, the RSPH Level 2 Award or Certificate in Pest Management was the minimum qualification requirement for servicing personnel. This has been tightened such that, because of its practical assessment, it is now the Level 2 Certificate that is the specific requirement. The BPCA's Advanced Technician qualification is recommended as the preferred qualification for technicians servicing M&S sites.

Comment/intepretation

Historical changes to the structure of UK pest control qualifications has created a regrettably confusing situation. The revised requirements are sensible, though it should be remembered that M&S suppliers are not confined to the UK, and finding an international equivalent will be challenging (often impossible) in many countries.

3 Field biologist qualification

The previous requirement was that the biologist should be 'suitably qualified', with no specific qualification detailed. The minimum requirement now is RSPH Level 2 in Pest Control, BPCA Advanced Technician, RSPH Level 3 in Food Safety, one year's experience as a pest controller and verified in-house training or BPCA Certified Field Biologist (CFB).

Comment/intepretation

The enhanced requirement is to be welcomed, but it is unfortunate that it contradicts the requirement for the RSPH Level 3 qualification detailed in M&S's Food Safety Standard. It can be argued very strongly that the BPCA's Certificated Field Biologist qualification IS more appropriate than RSPH Level 3, because it has been specifically constructed to test knowledge deemed essential for those fulfilling the field biologist role in food manufacturing and storage environments.

Whether one year's experience is adequate is debatable. I would argue that this should be an absolute minimum of two years, not least because two years' experience is one of the prerequisites for actually sitting the CFB exam.

Concerning the option for 'verified in house training' as an equivalent to CFB, there is, as yet, no such equivalent. Furthermore, it is difficult to see how 'training' can be considered equivalent to a 'qualification'. Surely the objective of the qualification is to verify that the training has achieved the desired objective?

Once again, the 'international equivalent' argument applies; there is no international equivalent to the BPCA's qualification that I am aware of.

4 Documentation

Little has changed, but one-point worthy of note concerns the documentation required relating to pesticides used on site.

The former requirement was that 'COSHH documentation' or 'COSHH data sheets' be provided. The current requirement is only that material safety data sheets (MSDS) be provided.

Comment/intepretation

The former requirement to provide COSHH documentation was always confusing, but is the revised wording an improvement? Providing MSDS's is easily complied with but, it is the 'COSHH risk assessment', assessing the hazards and risks associated with pesticide use, that is most useful.

5 Routine inspections

The new version does specifically mention that routine inspections should include inspection between monitoring stations.

Comment/interpretation

Who would take issue with that?

6 In-depth (field biologist) inspections

It is now permissible to have just eight field biologist inspections in place of the eight (or more) routine inspections, plus four biologist inspections.

There is also a new recommendation that an inspection by an independent company be included when persistent infestation occurs, or to include one or two independent field biologist inspections in place of the equivalent number of the contractor's field biologist inspections.

Specific mention is made of the need to cover ALL areas, including high and low levels of the factory. Emphasis is given to the need to inspect between monitoring points and to cover areas that might not routinely be inspected. Inspection of the externals of production machinery, footings and accessible overheads and visible internal ledges of production lines, is now required.

Comment/interpretation

Considering that the guidance specifically states that the field biologist should NOT undertake any of the routine inspection work, the permission for a 'biologist only service' appears contradictory. A service built solely around field biologist inspections potentially has merits, in that a

nominally more experienced person should also be conducting the routine work. However, is this genuinely the best approach?

- The field biologist's time could arguably be better spent on their true role, detailed inspection of the site, than on routine servicing work such as renewing and cleaning monitors;
- Removing the two-tier routine-biologist inspection means that there will potentially be regular input to the site from just a single person. It should certainly be a requirement that at least some of the eight inspections are done by someone different;
- Over-familiarity with a site may result in a deterioration in inspection standard, particularly when a biologist services and inspects a site eight times a year.

The newly included mention of the benefits of independent field biologist inspections is obviously not one we could argue against, as that is what we provide in Acheta. However, independent should mean precisely that; a truly independent field biologist should ideally have no commercial ties with any pest control servicing business, or any supplier of pest control products.

7 Flying Insect control

The recent development of fly control units fitted with LED lamps is recognised, with allowance now made for the fact that such units do not require annual lamp replacement.

The previous requirement to 'date' UV tubes on renewal has been dropped.

Concerning the frequency of service of fly control units, the previous requirement was for a minimum of every three months and more regularly during the summer months. This latter requirement has been modified by the words 'if a risk assessment dictates'.

Comment/interpretation

Recognition of LED units is a sensible change, though it is still 'early-days' for this technology and no one seems to be able to clarify how long the LED lights are actually effective. Time will tell.

Dating of tubes was impractical and never happened anyway, so this modification makes no practical difference.

Concerning servicing frequency, addition of the words risk assessment 'softens' what could previously have been read as a requirement to service more frequently during the summer. We do encounter situations where more frequent servicing would certainly be justified, particularly where glue-board units are employed. ▶▶▶

8 Rodent control

It is recognised that some rodents are reluctant to enter bait boxes, so baits may now be used outside of such devices if approved by an M&S technologist. The wording relating to loose-grain baits has changed slightly, but it remains the case that non-spill formulations are preferred and that loose grain bait may only be used in secure wall cavities and voids, where it is safe to do so.

The use of electronic rodent monitoring systems is now recognised as an option, but not as a replacement for physical inspection by the pest controller.

The need to identify the root cause of internal rodent activity and to put in place an eradication plan, is highlighted. The follow-up protocol when rodent activity is detected was previously alternate day visits until three consecutive clear visits had been reported, plus a further visit one week later. This has been replaced by a requirement to risk assess the situation depending on the location and threat. The frequency of follow up should then be 'at an appropriate frequency over a period of three weeks.'

Comment/intepretation

Changes relating to the use of bait stations and loose grain baits should not have any great impact on the way rodent control is carried out, though it should be noted that the use

of loose grain bait may be specifically prohibited by other retailer or third-party standards that a site might be working to.

There is obviously nothing contentious about the need to identify root cause, to formulate an action plan, or to instigate the actions identified within that plan.

The BIG change is the follow-up protocol. Whilst the previous prescriptive protocol was open to criticism as being very demanding, it was clear and possible to audit in a transparent manner. The new protocol leaves much scope for debate and some may try to take advantage. Within Acheta our auditors would expect to see:

- A risk assessment justifying the agreed follow up frequency detailed somewhere within the pest control records;
- Any rodent activity within food or food packaging production or storage areas should be re-visited broadly in accordance with previous requirements;
- In lower risk areas, such as detached plant rooms, workshops etc. a lower frequency of follow up might be appropriate. However, what is appropriate for a roof void above, or a workshop or canteen adjacent to, a production area? These are grey areas which we, as auditors, will have to take a view on in the same way as the contractor.

9 Cockroach control

This section has been strengthened slightly, by the addition of the following guidance:

- When cockroaches are caught on crawling insect monitors the records should include the number of adults and nymphs;
- Canteens and locker rooms are specifically mentioned as locations where cockroaches may first appear, through unwitting importation by employees.

Comment/intepretation

These are both sensible suggestions. Cockroach population data is invaluable in tracking the development and (hopefully) decline of an infestation. Locker rooms and canteens can certainly be problematic and we have been involved with numerous sites where these were the locations where cockroaches first appeared on site.

Tesco requirements now split

Finally, we come to Tesco, who have now split their requirements for food and non-food sites, with separate standards for each.

The new *Tesco Food Standard (version 1)* published in February 2019 is little changed from the previous *Food Manufacturing Standard (version 6)*. The principal changes of note are that the previous requirement for a minimum of eight per annum routine inspections has been replaced by a requirement to specify the frequency based on risk, and the previous prescriptive follow-up regime should pest activity be reported, is now replaced by a requirement to agree and document the follow-up programme 'on a case by case basis ensuring that it is appropriate to the infestation'.

This change in approach is interesting, particularly when you consider how similar it is to M&S's new approach. It gives the pest control provider far more latitude and, inevitably, places more responsibility on them to take action that is appropriate to the problem in question and to follow this up at an appropriate frequency. The requirement for daily follow-up checks of break-back traps remains unchanged.

The only other change of note is that the What Good Looks Like (WGLL) guidance section, which was previously included within the standard, is now only accessible within Tesco's Supplier Network portal. Tesco's reasoning is that this will aid clarity, though perhaps not accessibility to pest control companies? It is intended that feedback from suppliers will build WGLL into a library resource over time. The current information relating to pest control is limited, though does include the suggestion that the person responsible for managing pest control might want to hide a picture of a mouse around the site and ask the pest control provider to return it once found!

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Henry Mott, CEPA president

Let's get the CEPA elephant out of the room

Here at **Pest** we've been critical of what seems to be a lack of engagement with pest professionals by the new team at the Confederation of European Pest Management Associations (CEPA). But, have we missed the bigger picture? Associate editor Helen Riby met up with CEPA President, the UK's Henry Mott to find out more.

Where to start? Let's just say here at **Pest** we've been disappointed by the lack of information coming from CEPA since the new management team, Darwin Associates, took over in January 2018.

As regular readers know we do try to give an independent opinion, so maybe the new team has been fearful we might not agree with them. But 'maintaining radio silence', doesn't actually help. Indeed, the communications vacuum makes matters worse. For example, when we've attended events and noticed a lack of CEPA presence,

we've reported it, negatively. The team might be doing great things, but, if we're not told, we don't know and we can't report it. And, if we're feeling left out how much more out-of-touch will pest professionals at the sharp end feel?

Of course, for many, the mention of Europe and the EU is now, more than ever, a bit of a turn-off – the UK media being so full of Brexit and all its woes!

However, whether you voted for, or against, and whether, or not, the UK ever does leave, what happens in Brussels will continue to

impact the pest management sector.

Associate editor, Helen Riby recently met up with Henry Mott, CEPA President, and, in his day job, managing director of Midlands-based Conquer Environmental Services.

Henry soon pointed out that when Darwin Associates were appointed the opportunity was taken to review where CEPA should focus its efforts. It was immediately clear that, with a limited budget, sending CEPA people to all the trade shows was not value for money. Grassroots communication is better left to local associations.



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So, what's the point of CEPA?

The reality is that, even if the UK leaves the EU, 40 years of environmental legislation won't just disappear. What's more, new regulations made in Brussels will continue to impact on UK pest control. With the UK 'out of the club' the British government will no longer have any influence in the regulatory process. That will make UK pest management more dependent than ever on the influence that can be exerted via CEPA.

To recap, CEPA was formed in 1974 but, more recently, with the introduction of CEPA certified, there has been some confusion about its role. CEPA is not, and never has been, a certifying body. Its role is as a political lobbyist, promoting the interests of the pest management sector. Today's membership is made up of 27 local trade associations, like the British Pest Control Association (BPCA), and 33 companies including the major manufacturers with interests in Europe. BPCA will continue to be a member even if Brexit happens.

What's the message?

Within Europe the ugly truth is that pest controllers are seen as people who kill things using nasty chemical biocides. There is no link made to public health and no recognition of the wider services provided, such as monitoring and prevention work.

As we all know biocides and pesticides are seen as a problem. The EU Parliament would ban them all if it could, so, as long as pest controllers are seen as biocide users, they are viewed as part of the problem.

For this reason, CEPA wants to get professional pest management services recognised as a sector in its own right. To do this it is tapping into the fact that the sector is made up of many SMEs (Small Medium Enterprises) and that it employs many thousands of people across Europe. SMEs are viewed in a positive way at EU level because of the contribution they make to Europe's economy.

CEPA has also targeted a major EU initiative – Smart, Sustainable, Healthy Cities – and is working to demonstrate the contribution professional pest management makes to the protection and well-being of EU citizens within this programme.

What do the biocides manufacturers think of this strategy?

You could be forgiven for thinking that the biocide manufacturers would find the strategy of distancing pest professionals from their products as completely

unacceptable. As members of CEPA they might expect CEPA to be spending time defending the use of their chemical biocides, not distancing pest controllers from them.

Most, however, have taken a much wider view. Of course, manufacturers need to keep their products on the market. When products are threatened by politicians a good defence is to be able to demonstrate that the people using them know what they are doing. Biocides go through a lengthy approval system. They will only be authorised when the regulators are satisfied that, used according to label instructions, they present no unacceptable risks. For the manufacturers to be in a position to say their products are applied by trained professionals, who only use biocides when they are absolutely necessary, is a very powerful defence mechanism.

How will political opinion be changed?

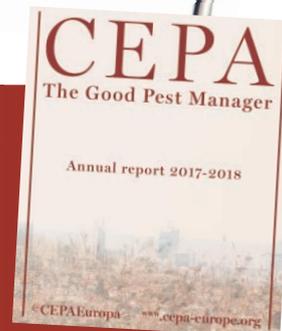
CEPA is using what EU insiders refer to as soft law – a Memorandum of Understanding or MOU. This is not a legal document but it carries a lot of weight in European political circles. The idea is that organisations and companies that are pest management servicing industry customers sign up to the principles laid out in the MOU. Essentially they will sign that they agree, as end users of pest management services, to only employ trained pest management professionals and the way in which they will determine who is a trained pest professional is through CEPA certified. The bigger and more independent the organisations that sign, the better, for example a Regional Health Authority or NHS Trust.

Of course there's more to it than just one document – and moving the perception of the industry from 'killers' to 'carers' is a big task. But, with the new team in place, CEPA is beginning to get noticed in the right places. Paloma Castro, CEPA secretary general, is the strategist who knows how Brussels works and who to talk to. Working alongside her are Arnaud Dufour and Eammon Bates.

Our conclusions

Using Darwin Associates to do what they do best i.e. lobbying, makes a lot of sense. However, from a UK perspective, it's clear that the local association hasn't got time to keep us informed of what's happening in Europe. The result is CEPA is becoming ever more remote from its grassroots.

Clearly there is a strategic plan and, for pest management servicing, it's a very positive one. We agree, professional pest



CEPA's annual report outlines its strategy and key successes from the past 12 months.

Download a copy from the Pest library or visit www.cepa-europe.org

management servicing is about so much more than putting down some bait, or spraying an insecticide. Getting the political establishment to recognise we are 'the good guys' and have an important role in the Smart, Sustainable, Healthy cities programme is a great goal.

It seems most manufacturers are also on board. Henry told us that over the past 12 months CEPA has attracted an additional 22 members; that's nearly a 50% increase.

Keeping in touch

We'd like to say we'll bring you regular updates on progress but we suspect that may not happen. If you're interested and are a member of BPCA then do let them know you care. Unfortunately, so far BPCA (and we suspect the other local associations across Europe) hasn't communicated much about CEPA successes. To be fair, BPCA has a lot of other priorities. It's a shame because the grassroots do need to know what's happening. After all, it's being done in their name.

As reported in our last issue, CEPA does publish an annual report. It's written in Eurospeak for politicians and bureaucrats so it's not the easiest read!

Reading it however reveals that CEPA now has a communications working group. Maybe all that needs to happen is that when that group communicates something Europe's trade press (there aren't many of us) gets copied in. This would provide a more timely drip feed of information about what CEPA is doing than the annual report and will go some way towards filling that communication vacuum so helping to keep the whole industry on side.

Reaching the heights



The complete AR8 Pro wasp nest control pack

Some weeks ago I acquired an AR8 Pro telescopic wasp nest control system from Lance Lab. This coincided with me being asked to instruct one of the first of Lantra's professional wasp and bee control courses. A great opportunity to run the kit through its paces with a class of learners.

When I unpacked the equipment I was struck both by its complexity and comprehensiveness. This wasn't just another lance, as Lance Lab offers a complete system with options for extended liquid spraying, aerosol application and a light and handy bulb duster for smaller jobs. All of the kit came in robust cases for storage and transport but it was a bit of an art form repacking some items. I was also a little concerned about the lance's practicality and ease of use.

When the day of the course arrived in mid-June, it was belting down with rain... all day! However, the organiser at Keith Cook Training, based near Loughborough in Leicestershire, has, as part of its facilities, a forklift training warehouse that gave us the space and the internal height we needed to practise with the equipment indoors and, most importantly, in the dry.

Once in a large open space the AR8 Pro lance transformed from seeming cumbersome, into the well-designed tool that Lance Lab lays claim to. The telescopic lance is made of a fibreglass material which, importantly, is non-conductive (think power lines!). This was picked up by one of the learners as a definite plus point.

The lance is very light and extends easily, with the individual sections locking together

simply by twisting them, enabling easy adjustment of length. The dust chamber seems small, but then it is ample for enough insecticide to treat several wasps' nests and is so light that it doesn't make the lance top heavy when extending it to its eight metre maximum. The tip is flexible and bends to any angle needed to deliver the dust into the nest entrance.

The new version of the lance is powered by a compressed air cylinder. This can be pressurised using a standard car tyre foot pump, or cycle stirrup pump, so there is no need to carry a spare CO₂ cylinder in case the one that you are using runs out. Once the lance is in position its base can be rested on the ground, the end foot is so designed to allow the hose to be connected up to the compressed air tank without being trapped or kinked.

Connection to the tank is by way of a quick release insertion with no screwing or twisting to worry about. Once in position the lance does not need to be held, or even touched, to deliver the dust. This is achieved by way of a trigger on the pressure cylinder. With no movement, precision placement of the dust is assured.

This is an impressive piece of equipment with much thought having gone into its design and practicality. It is not the cheapest lance system on the market but it is supported by a comprehensive range of spares. Every part, right down to the nozzle tip can be replaced. Also many parts are interchangeable with those making up the ancillary pieces of equipment in the AR Pro range.

Applying insecticides beyond arm's reach, for example when treating a wasps' nest high up in a building, is always a challenge. However, a range of equipment is available to meet this need.

First, Lantra trainer and **Pest** Technical Advisory Board member, Richard Strand, gets to grips with the newest piece of equipment – the AR8 Pro wasp nest system from Lance Lab.



Transformed – light and easy to use

Other kit available

Here's a quick run-down of some of the other most popular pieces of kit designed for remote insecticide use and available from UK distributors.

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Dustsick
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For spray application



T8 S telescopic spray lance
Manufactured by Lance Lab
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For use with an aerosol



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Eastern Europe promises plenty

In the alternate years to the major Paris exhibition, the organisers of Parasitec take the event out of France. This year's 'away match' was in Budapest, Hungary on 9-10 May. With cheap flights from East Midlands, associate editor, Helen Riby, decided to take a look.

This was the first time **Pest** had ventured to an 'away' Parasitec. With 35 exhibitors it wasn't a big event but there is clearly demand for something in the east as it attracted a decent number of delegates. Official figures recorded 798 visitors. Of these, 394 were Hungarian but the rest were international, many from the surrounding central European countries with 48 Romanians, 25 Czech and 19 Polish visitors recorded. Finland, France, Ukraine, Croatia, Pakistan, UK and UAE were just some of the other countries represented. The event provided the ideal opportunity to find out a bit more about the professional pest control sector in the region.

Of course, Eastern Europe is made up of many separate countries and each one is different. However, the general consensus was that the pest management sector in east and central Europe is both growing – estimates were in the 5 to 6% pa bracket – and becoming more professional.

Sean Paker from USA-based AP&G commented that he had noticed a growing trend for professional servicing companies to purchase better quality products, such as the Catchmaster brands, which come with technical support and training. It's a gradual process. The multi-national companies, such as hotel chains and global food manufacturers, have raised the bar in terms of the level of service they expect. This, he suggested, has had a trickle down effect and increased demand for higher standards in internal markets.

At the same time there's been an increase in middle income families who don't put up with pest problems. Sean added that he has seen growth in Russia moving

ahead more quickly than the rest of the former Eastern bloc.

Dr Dániel Bajomi from the Hungarian company, Bábolna Bio, reported that the market in Eastern Europe has been slowly growing. Bábolna is best known as a manufacturer of rodenticides and insect growth regulator products but, at home in Hungary, the company also acts as a distributor. Dániel told us that in the domestic market residential sales remain very strong as many people just do not have the money to pay for professional pest control.

He also pointed out that servicing companies in Hungary are among the most highly qualified in Europe. Since the late 1950s Hungarian professional pest controllers have had to sit exams and pass practical tests, a process that takes at least 12 months. There are two levels: pest control operator and pest control technician. Licences must be renewed every five years and only those who are qualified as technicians and approved by their local public health department can set up a servicing business.



Pest's Helen Riby interviews Dr Dániel Bajomi from Bábolna Bio



Patrick de Vos and Jurij Bilandžić Zajec were promoting Tenv Solution's manufacturing capability



Ekommerce was one of eight Italian companies exhibiting. Pictured are the company's Marino Marino Eko and Ilaria Casalanguida



BASF was the only one of the big multinationals with a stand at the event



Poland is at the other extreme when it comes to qualifications. None are needed, as Ana Francisco, who was representing Polish company ICB Pharma, explained. However she also went on to report that there is a huge thirst for knowledge amongst pest professionals in Poland. This is a massive change in attitude over the past few years. She explained: "The Polish economy is doing pretty well at present and pest control customers want people with knowledge."

Patrick de Vos and Jurij Zajec from Tenv Solutions were there to represent the company's manufacturing business, which includes rodent boxes, traps and electronic fly killers. Patrick explained how outside the UK Tenv is known as a manufacturer, not a distributor! He felt it was a good move to

bring Parasitec to Budapest. He said: "Not surprisingly, PCOs in the east don't want to travel to events miles away in the west.

USA servicing giant, Orkin (Rollins), was exhibiting and Marcello Romeiro was overwhelmed by the interest shown in becoming an Orkin franchisee; more evidence of the increasing professionalism in the region.

Fred Hurstel from PestWest felt it had been the 'best yet' of the 'away' events. He was surprised at how international the visitors were – not just East and Central Europe but also Saudi Arabia, The Lebanon and the Baltics. Day one, he said, was very busy, particularly between 10.00 and 16.00.

Paul Sidebottom and Charlie Griffiths from Russell IPM agreed it was a worthwhile

event with strong interest in the company's Dismate system. But, the opening hours were ludicrously long, 09.00 to 18.30 on both days.

Fortunately my East Midlands flight meant catching the airport bus at lunchtime on day two so I was spared what must have been a very slow afternoon for the exhibitors.

Flying back, my feeling was that the event could all have been completed in one focussed day. That said the quality of the visitors was good and the organisers should be applauded for staging an event in a part of Europe where professionalism in pest control is developing rapidly and one where there is no regular international trade show.

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Russell IPM's Charlie Griffiths (left) and Paul Sidebottom had plenty of visitors interested in Dismate



Italian exhibitors, inPEST (GEA) with their Hungarian distributor, Imre Szeles (extreme right)



Stefano Scarponi from NewPharm with OSD's Enrica Carnevali and Daniela Pedrazzi



Sean Paker from AP&G



PestWest's Fred Hurstel with colleague Renata Recsi, left and, from Ekoprevent, Timea Nemeth Domotor



Orkin's Caspar Appeldoorn, left, and Marcello Romeiro, right, with Romanian franchisee, Sylviu Kumbakisaka



Ana Francisco on the ICB Pharma stand



Hungary is home territory for Bábolna Bio so no wonder the company's stand was one of the most popular

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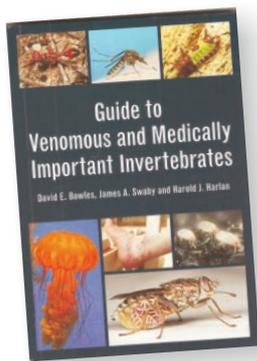


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All things creepy and dangerous!



This excellent 228-page book, written by three leading medical entomologists, provides the reader with a comprehensive, yet brief, run-down on virtually all the invertebrates that are likely to cause a problem, or even kill you. For each there is a biological description, an excellent colour photo, behavioural characteristics and, for many, a world map of distribution.

Entitled, *Guide to Venomous and Medically Important Vertebrates*, it

includes numerous species of direct relevance to pest professionals. As to be expected, mosquitoes, wasps, hornets, flies, moths, fleas, bed bugs, lice, spiders and ticks are covered, as well as those less likely to be encountered like leeches and scorpions. Several of the photos are not for the squeamish, as the problems caused are often graphically illustrated.

In addition there is an excellent introductory section covering methods of personal protection.

ISBN: 9781486308842 £51.50

www.eurospanbookstore.com

Smart new product catalogue

To accompany the company's new look, or using its posh description – its new corporate identity, PelGar International has published a complete product catalogue of its own-branded products, all presented in the new style.

The brochure covers the company's full range of insecticides, rodenticides, insect repellents and various accessories.

As to be expected with an international company, it is being produced in several different languages, French and Spanish so far. Copies in English can be obtained either direct from PelGar or downloaded from the **Pest** Library.



Fame at last...

In the **Pest** office we were mightily amused to discover someone was trying to sell two back issues of **Pest** magazine on eBay! Obviously they felt the copies were bright and colourful and a good read. What had passed them by was, as readers know, the magazine is available free of charge to qualifying pest professionals and not designed for members of the public.

Upon investigation, the posting had had over 50 hits but no big offers. Shucks.... not millionaires yet! It's since been taken down.



Pest Test 63

Also
online

BASIS has made two PROMPT CPD points available if you can demonstrate that you have improved your knowledge, understanding and technical know-how by passing the **Pest Test**. So, read through our articles on *2019 state of the nation survey* (pages 11 to 14), *Bird control barney!* (pages 16 & 17) and *Noisy nuisance or Asian delight?* (pages 20 & 21) 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 In the 2019 UK Pest Management Survey what % of an average pest professional's time is spent on prevention/monitoring?

<input type="checkbox"/> a) 27%	<input type="checkbox"/> c) 47%
<input type="checkbox"/> b) 37%	<input type="checkbox"/> d) 57%
- 2 In the same survey, what was identified as the number one constraint on effective rodent control?

<input type="checkbox"/> a) DIY activities	<input type="checkbox"/> c) Increasing restrictions on how products can be used
<input type="checkbox"/> b) Declining rodenticide range	<input type="checkbox"/> d) Poor professional practice
- 3 What do the new **individual** bird management licences being issued by Natural England cover?

<input type="checkbox"/> a) All activities for a single species	<input type="checkbox"/> c) All activities for all species
<input type="checkbox"/> b) A single species at one location	<input type="checkbox"/> d) A single species for three months
- 4 When will the new Natural England **individual** bird management licences expire?

<input type="checkbox"/> a) Three months after it was issued	<input type="checkbox"/> c) On 31 December 2019
<input type="checkbox"/> b) 12 months after it was issued	<input type="checkbox"/> d) On 29 February 2020
- 5 How many ring-necked parakeets (*Psittacula krameri*) does the RSPB estimate now live in the UK?

<input type="checkbox"/> a) 6,000	<input type="checkbox"/> c) 6,000,000
<input type="checkbox"/> b) 60,000	<input type="checkbox"/> d) 60,000,000
- 6 Which new General Licence now covers the ring-necked parakeet (*Psittacula krameri*)?

<input type="checkbox"/> a) GL34	<input type="checkbox"/> c) GL35
<input type="checkbox"/> b) GL04	<input type="checkbox"/> d) GL05

Name: _____

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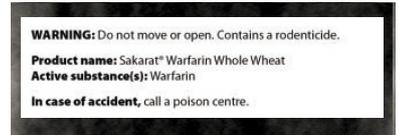
Use biocides safely. Always read the label and product information before use.

Distributed in the UK by:



Bait station warning labels

Rodenticide labels now refer to a requirement for labelling bait stations with specific information. To make life simpler, Killgerm has expanded its original bait station warning stickers range to include seven different Sakarat specific labels. Users simply attach the appropriate one.



www.killgerm.com

Produced for the same reason, 1env has come up with a different approach to bait station labelling.

To accommodate the different rodenticides used by companies, 1env has developed an online label designer.



www.1env.co.uk

The user simply selects the product used, the active ingredient(s) and, then, when doing the job, the technician just ticks the relevant boxes and that's it. There is also the facility for the company's logo to be added, if desired.

An eight-metre reach

For those high-up insecticide jobs, the new AR8 Pro telescopic dusting lance is just the thing. Powered by a one-litre stainless steel



www.lancelab.com

air tank, rather than CO₂ cartridges, it makes the product both economic and environmentally friendly, claims manufacturer, Lance Lab.

On average only nine pump actions are required to reach three bar pressure.

The newly designed nylon and glass fibre powder chamber (25g capacity) is attached to the top of the lance. This chamber is fitted with a robust 35cm flexible application tip (or with a finer tip available as an accessory) to access high-up or difficult-to-reach wasps' nest entrances.

Tunnel-shaped bait station

With entry points at both ends, this tunnel-shaped bait station, made out of high quality polypropylene, is designed for use outdoors – for both rats and mice.

Rodenticide bait is kept secure within the station in either a vertical or horizontal position, out of reach of children and pets. Made by Plastdiversity, these company's universal key works with this and all other Plastdiversity bait stations.

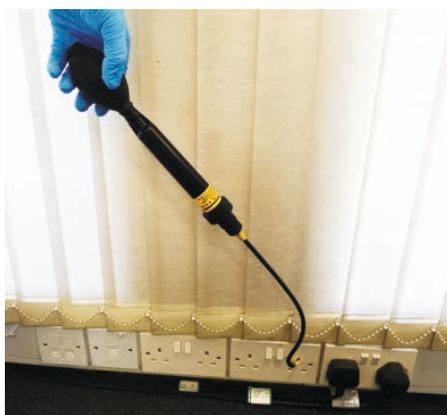


www.plastdiversity.com

Precise and measured dust application

This natty, hand-held bulb duster has a separate 25g capacity powder chamber to hold the dust situated away from the bulb pump, resulting in maximum performance.

Dust is expelled through a 30cm long flexible application nozzle pipe by squeezing the hand-held air bulb. It has two fine application tips, insulated for safe use around electrics and is ideal for accessing cracks and crevices, for example in bed bug use. The entire kit packs into a compact 40cm carry case.



www.lancelab.com

Convert your Cimex Eradicator into a steam cleaner

This is something for those who already own a steam generator Cimex Eradicator for eliminating bed bugs. Buy the steam accessories kit and it can be transformed into a steam cleaner. In this way it becomes an ideal ally for deep cleaning – a useful add-on service.



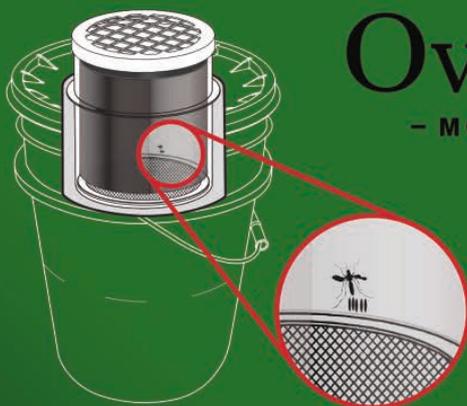
www.killgerm.com

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#OVI-1

Contact Sean Paker:
sean@catchmaster.com
catchmasterpro.com

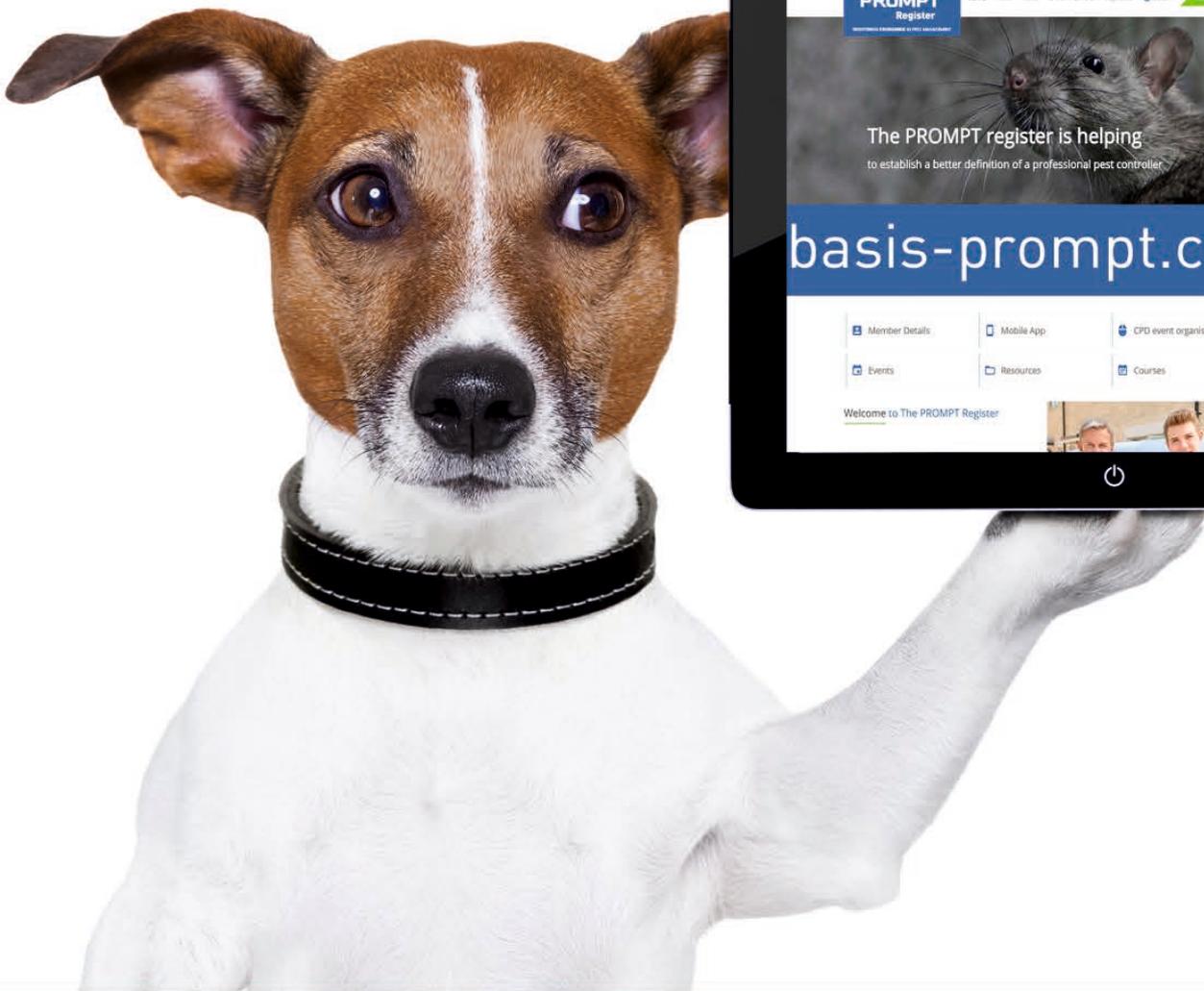


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Spain is the place to be for pest knowledge in 2020

Dates have been announced for the 10th International Conference on Urban Pests (ICUP). It will be held between 29 June and 1 July 2020, in Barcelona, Spain.

The 2020 organising team is chaired by Dr Rubén Bueno, pictured right, from Laboratorios Lokímica.

Rubén explained: "Since the close of the previous ICUP 2017 in Birmingham, our 2020 Organising Committee has been working hard laying the foundations for what promises to be another stimulating and productive event."

The programme is expected to address the science and management of a wide variety of urban pests and vectors, including those of hygiene, structural and medical importance. Pests of rising significance, which have caused researchers to reevaluate management practices and the future direction of urban pest control will also be on the agenda.

In addition to the main conference, there will be break-out sessions and workshops. Equally important are the informal networking times when views are freely exchanged between delegates and friendships formed.

This is a unique gathering of international pest management scientists, researchers and technical experts so it's your opportunity to talk to those at the leading edge of pest management science.

It only comes round once every three years so get the dates in your diary and make plans to take the short flight over to Barcelona next summer. It's a great place for a weekend break too so bring your partner. Hope to see you there.



Dr Rubén Bueno




Exposcida Iberia 2020
Congreso Profesional y Feria de Control de Plagas y Sanidad Ambiental
MADRID | 20 y 21 de Febrero 2020 | FERIA DE MADRID IFEMA

Much earlier, on 20 and 21 February 2020, Madrid is the host city for Exposcida Iberia 2020. Organised by the Spanish trade association, ANECPA, and held every two years, this is the major exhibition and congress for the Iberian peninsula. Whilst access to the exhibition is free of charge attendance at the congress is a paid-for event. Euro 195 for members and Euro 230 for non-members.

Collecting PROMPT 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 2019 is: PC/79634/19/g

PROMPT
Register
REGISTERING EXCELLENCE IN PEST MANAGEMENT

Diary dates

9-13 September 2019

12th European Vertebrate Pest Management Conference

VetAgro Sup, Campus Agronomique of Clermont-Ferrand, 89, avenue de l'Europe - BP 35, 63370 Lempdes
<https://evpmc2019.sciencesconf.org/>

24-27 September 2019

FAOPMA - Pest Summit 2019

Daejeon Convention Center, Daejeon, Korea
<http://www.faopma2019korea.org/>

15-18 October 2019

PestWorld 2019

San Diego Convention Center, Manchester Grand Hyatt Hotel, San Diego, California
<http://pestworld2019.org/>

6 November 2019

PestTech 2019

Arena MK, Stadium Way, Bletchley, Milton Keynes MK1 1ST <http://www.npta.org.uk/pesttech/>



FRUIT FLY MONITORING TRAP & LURE

Fruit Fly Trap is designed to capture fruit flies (*Drosophila melanogaster*) in commercial, residential and industrial premises such as bakeries, groceries, confectioneries, restaurants, domestic premises and similar locations, to locate the source of a **Drosophila infestation** through monitoring the count in the trap. Fruit Fly Trap is designed to lure adult fruit flies, being a perfect tool for mapping infestation levels.

Traps are most effective when placed near breeding sites.

Place behind or under bars, beverage centers, dishwashers, food displays, food preparation areas, and other location where fruits are stored etc.

Email: aldefglobal@gmail.com - info@aldefglobal.com
Website: aldefglobal.com
Facebook: [facebook.com/aldefglobal](https://www.facebook.com/aldefglobal)

PCO box contains:
20 traps
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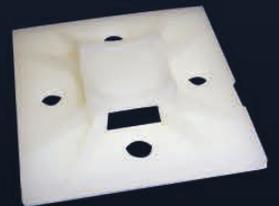


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