

PestEx 2015
Preview inside

pest

The independent UK pest management magazine

Qualification mountain or molehill?



Issue 37
February & March 2015

The ups and downs of
pest management



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aid research!



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London calling! PestEx
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good for business



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Aims

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

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PestEx just around the corner

With the Christmas break now something of a distant memory, it's all go again in the **Pest** office. We will be in Italy at the big Italian event – Disinfestando – by the time you are reading this edition, with PestEx 2015 just around the corner.

In this issue we preview PestEx, but watch-out for our next digital **Pest*** edition. This will include more details about the extensive seminar programme than we have had space for in the magazine – as well as including any exhibitor updates. Judging by the number of exhibitors attending for the first time – as reviewed on pages 24 & 25 – there's going to be loads to see.

At **Pest** we pride ourselves on researching and advising our readers on what is changing and that's exactly what we have done on the changes affecting the use of aluminium phosphides – see pages 12-15. And never say **Pest** is afraid to include alternative views – some may find the opinion piece on pages 34 & 35 somewhat controversial. But we are all entitled to our own opinions and a good bit of controversy often stirs up a lively debate. If you have a view and want to express it, then please email us.

Frances Helen

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New look for Lodi UK

There's a new logo for Lodi UK. As Roger Simpson, UK director explains: "The Lodi group is investing heavily in new formulations and innovations demanded by professional pest control businesses throughout Europe and the rest of the world. The new brand ensures that the UK business reflects the global success, as well as maintaining our independent family business values."

Russell fundraising on the home straight

For the last four years Diana Al-Zaidi has tirelessly been fund raising in aid of the Leukaemia and Lymphoma Research. The campaign was inspired by her own grandson, Callum, who battled his way through some very harsh treatment after being diagnosed with leukaemia. As Diana explains: "I'm confident that these contributions will really make a difference to the lives of the 28,500 people diagnosed every year with a blood cancer.

"We set a target of £100,000 to raise within five years. We knew that it was a high mountain to climb, but together we can make it." And make it she nearly has. Funds raised now stand at just over £94,000 – every pound raised by supporters is matched with a pound from Russell.

PestEx 2015 will either be the last push to reach the summit – or it may even be celebration time with the mountain already conquered.

www.justgiving.com/teams/forgetmenot



If readers had wondered whether the ITV programme called *Cockroaches* has anything to do with pests they would be mistaken. The title comes from the fact it's based on a post nuclear war society and cockroaches are believed to be the only living thing that could survive a nuclear attack

Pest control on TV... again

The great British public – or maybe it's just TV producers – don't seem to be able to get enough of pest control. The dingier and more infested the better! Still awaited is a transmission date for the four-part series produced by KEO Films for the BBC called *The Ladykillers* – see **Pest** issue 35: September & October 2014. ITV has just commissioned a factual programme called, at the moment, *Pest House*. Here leading entomologist Dr George McGavin has been given the opportunity to deliberately infest a house with domestic pests such as rats, cockroaches, mice, moths and bed bugs. It is to use natural history filming techniques and close-up 'critter cams' to follow the animals as they bed-in, feed and reproduce.

Not to be outdone, the Irish TV station, RTÉ, has teamed-up with Rentokil to make a new documentary called *The Verminators*. It will follow Rentokil technicians around the country as they go about their daily tasks.

Specialist food organisation launched

The Institute of Food Safety, Integrity & Protection (TiFSiP) was formally launched by the Chartered Institute of Environmental Health (CIEH) on



22 January. CIEH chief executive, Graham Jukes, OBE explained its relevance to pest control saying: "Keeping premises pest free is an integral part of food safety so professional pest control is certainly to be encompassed within TiFSiP. We already hold a broad section of relevant information produced by the National Pest Advisory Panel (NPAP) and CIEH and this will be made available."

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Pest control goes electric

A new electric van has been bought for use by Environmental Health Officers at Daventry District Council as part of the authority's drive to reduce carbon emissions. The Renault Kangoo Maxi ZE will be used for pest control, environmental crime and dog warden services, replacing a petrol-driven van.

The new vehicle has a range of about 100 miles, making it ideal for the trips around the district. It was bought following a successful trial held in February last year.

The petrol van was driven about 10,000 miles per year. Based on that figure it is estimated the new electric vehicle will allow the Council to make a carbon saving of about 1.8 tonnes a year.

The Council benefited from a £5,000 Government Plug-In Grant, bringing the cost of the vehicle down to £13,588 and, over four years, it is estimated it will be over £2,500 cheaper to run than a diesel equivalent.



Left to right: Environmental improvement officer Alice Ellis, environment portfolio holder Cllr Daniel Cribbin, environmental health manager Paul Knight and Jason Kemp from Richard Sanders Renault in Northampton with the electric Renault Kangoo Maxi ZE

Black rats in the clear

Swedish researchers believe that the black rat may not have been to blame for the numerous outbreaks of the Black Death (bubonic plague) that swept across Europe during the Middle Ages. Instead, gerbils from Asia are cited as the culprits. The Black Death epidemic started in 1347 and killed millions of people over a period of four centuries. Black rats were always regarded as the host reservoir, when the fleas they carried jumped from the infected rodents to people.



However, Professor Nils Christian Stenseth (pictured) and his colleagues from the Centre for Ecological and Evolutionary Synthesis at the University of Oslo, Norway do not think a rat reservoir was to blame. They compared tree-ring records from Europe with the timing of plague outbreaks. The research showed that climate-driven outbreaks of the *Yersinia pestis* bacterium in Asian rodent plague reservoirs are significantly associated with new waves of plague arriving in Europe, via its maritime trade network with Asia.

Rat find!

Two mummified rats were discovered under the floorboards of Dyrham Park, a National Trust property north of Bath. The perfectly preserved rats, with their fur and whiskers still intact, gave the workers who found them something of a shock! It is thought the rats are between 100 to 200 years old and have been so well preserved due to the warm and bone-dry conditions where they lay.



It is planned the rats – now christened Martin and Collin after the workers who found them – will take pride of place as a display with a Perspex floorboard over them when the house re-opens in March.



Jim in a messy jam

Earlier this month Jim England, director of London-based bird work specialists, Protex Pest Control Services, found himself (as seen above) dangling on the end of a rope descending seven stories into a shaft that had had years and years worth of pigeon fouling. Gosh – you do get some good jobs Jim!

At the site, just off Piccadilly in central London, Jim and his team began by scraping-down as much of the dry and built up 'stuff' before moving onto using a jet washer. Jim was lowering himself into the abyss, rather than a colleague, just in case he was lowered a little too quickly.

After a successful mission, Jim said: "As I was descending it reminded me of being in a SciFi movie. I was half expecting an alien to pop-out."



Smoke bomb' triggers fire alert

The Dorset Fire and Rescue Service has issued a warning after being called out to a number of properties where occupiers were using smoke bombs, the smoke from which prompted neighbours to call 999. The station manager, Charlie Pack, said: "Householders set off these devices and then leave their properties for a few hours to fumigate them. Neighbours unaware of the fumigation plan then call the Fire and Rescue Service, thinking the property is on fire. If you are carrying out pest control operations in your own home, as a precaution it is advisable to let your neighbours know to avoid false alarms such as this."

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New European role

B&G equipment has announced the appointment of Dave Avery as its EMEA business manager – a new role created to expand the international sales of the company.

Dave joins American-based B&G equipment and returns to the pest control industry after three years with USA-based flavour and pheromone manufacturer, Bedoukian Research. Dave is maybe better known in the UK from his previous role as director of sales and marketing for industrial pest control with Suterra UK (then AgriSense).

Jeremy Pierce – from Calderdale to Killgerm

After 26 years in pest control at Calderdale MBC, Jeremy Pierce has switched to the commercial side of the industry. He is now technical support adviser for Ossett-based distributor, Killgerm where he will be providing technical advice on pest control operations, products and product application techniques to customers.

Jeremy's first experience of pest control was attending a course at the School of Health in Sennelager, Germany during his time in the army. After this it was off to Calderdale MBC. During this time he acted as secretary of the Yorkshire & Humberside Pest Management Committee, a role he held for seven years.



Addition at Syngenta

Syngenta has appointed Daniel (Dan) Lightfoot as Professional Pest Management (PPM) business manager for the UK and Ireland. Dan will be supporting pest managers, businesses and distributors to get the best from Syngenta's product range. He brings an exciting skill set of practical experience, technical understanding and communication know-how from the turf and landscape industry. Dan will work alongside pest management professionals to keep the industry one-step-ahead of new, evolving challenges and assuring best practice. He will be based at Syngenta's Fulbourn office in Cambridge.



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Henry Mott elected as CEPA vice president

At the Confederation of European Pest Management Association's (CEPA) General Assembly held on 20 January in Brussels, Belgium, Henry Mott of Nottingham-based Conquer Pest Control was elected to the position of vice president. The role is for a two-year term.

Henry is well known in the UK pest control industry. He began his pest control career in 1993 with Rentokil in Central London before buying Conquer Pest Control, a Nottinghamshire-based regional servicing company in 2005. Henry was president of the British Pest Control Association between 2012-14 and currently sits on the BPCA board as immediate past president. He is married with three children.



New at 1env Solutions

Richard Lamb has joined Essex-based 1env Solutions as product and training development manager. Richard has been in the pest control industry for over 25 years. He was initially with Rentokil, but more recently he has been involved with two large national companies, the most recent of which was working as a national bird surveyor for ISS. For five years he was also a partner in a pest control servicing business.

Richard is no stranger to the distribution and supply side of pest control, as in 2009 he joined SX Environmental Supplies as technical sales manager for the north of England.

Adam Hawley takes NPTA chair

Adam Hawley has been elected chairman of the National Pest Technicians Association (NPTA).

He started out in pest control in 2000 and, two years later, set-up his own business. After a lot of hard work, his Guardian Group has become successful enough to allow him to devote some of his time to the things he wants to do. This includes giving time to the National Pest Management Association.

Find out more about Adam and his views on the industry in our article on pages 18 & 19 of this issue.



More technical expertise for Pest

Pest is pleased to announce the appointment of three new Technical Advisory Board members. The TABs, as they are affectionately known in the **Pest** office, help keep us on the straight and narrow, technically. With technical accuracy at the heart of everything we do, they have a significant part to play and they all give their time for free. We thank them for their support and guidance. The new members are:

John Charlton, whose career began at the Department of Agriculture and Fisheries for Scotland at East Craigs in Edinburgh monitoring warfarin resistance in rodents.

Other work was on hooded crow, geese, starling scaring, American mink, grey squirrel and fox. John held a variety of positions with Rentokil Pest Control, latterly as UK technical director. He now has his own consultancy business providing technical support, pest control quality audits & training and sits on the Chartered Institute of Environmental Health's

(CIEH) National Pest Advisory Panel (NPAP).

Dave Oldbury has expertise in pest management and its implications for public health gained over a long career.

He has been a technical director for a commercial pest control company in Ontario, Canada and, more recently, until his retirement in 2011, group manager and principal environmental health officer for Manchester City Council.

He is currently a Royal Society for Public Health (RSPH) examiner, chair of the BASIS PROMPT Committee and secretary to NPAP, a position which he has held since the inception of NPAP in 2001. Dave has authored a number of NPAP best practice guidance documents and was made a fellow of the CIEH in 2009.

Brian Duffin is an environmental biology graduate from Plymouth University. He joined Hampshire-based Rokill Pest Control Services in 1991 and is still enjoying working in this industry.

He has experience in many roles – technician, field biologist, operations manager and is currently chief technical officer for Rokill.

Brian is a past chairman of the British Pest Control Association (BPCA) Servicing Committee. He now specialises in the provision and management of pest control in the food manufacturing and food retail sectors, managing a dedicated team of field biologists. He is also responsible for co-ordinating training and ensuring Rokill's ISO and SSIP needs are met.



Left to right: John Charlton, Dave Oldbury and Brian Duffin

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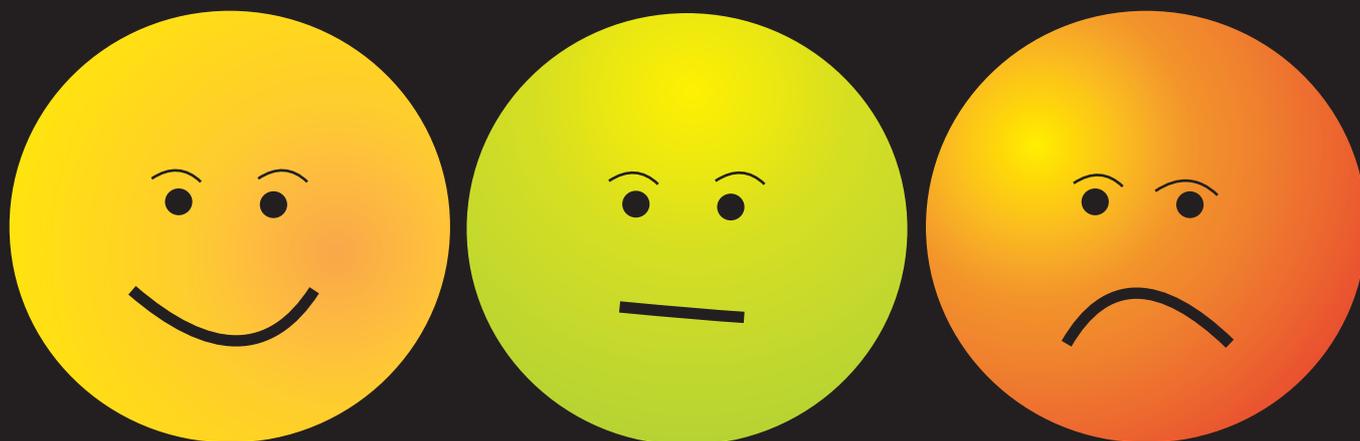
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Make your voice count

Please take part in the National UK Pest Management Survey 2015

The annual 'state of the nation' survey, organised by BASF Pest Control Solutions and *Pest* magazine was launched in February, but there's still plenty of time to take part.

Don't miss the chance to let your views be known. The more people who participate, the more reliable the findings.

Please take part this year.

If you work at the sharp-end of UK pest control you should have had an email from our editor inviting you to participate in the 2015 National UK Pest Management Survey. This was emailed on 23 February.

managers and owners in the professional pest management sector.

However if that invitation went astray, ended-up in junk, or has simply got buried in your inbox, don't worry, there's still plenty of time to take part. The survey does not close until 20 March.

By taking part you will help create a national picture of the ups and downs of the UK pest management sector.

If you can't find the invitation you can still take part. All you have to do is go to the news section of the *Pest* website www.pestmagazine.co.uk then look for the survey launch story, which was posted on 23 February. Within the story there's a link to the survey.

All the information you provide will be treated as confidential and no comments will be attributed to individuals.

So what sort of questions can you expect?

And even if you didn't get an email invitation you can still go to the website link and join in. The fact is that the more people who take part in the survey, the more complete will be the picture it provides of our industry and the more useful the data will be to everyone involved.

Pest associate editor Helen Riby explains: "Completing the online survey is really easy. It comprises a series of tick box questions about your experiences at work. For example we ask about which pests occupied most of your work time and what the split is between any commercial and domestic work you do.

The survey is designed to record the fortunes of the whole UK professional pest management sector and to assess its prospects over the short and medium term. The results are made freely available. They allow individuals to benchmark their activities and opinions and to gain a better understanding of the industry as a whole. They also help those who lobby on behalf of the pest management sector.

"We're interested in your opinion on which pests are increasing in importance and which look as if they are on the decline and we also ask how confident you feel about your future in the industry. There are a couple of questions about the barriers to pest control and how important these are to you. This year we've also added a few special questions about the situation with the second-generation anticoagulant rodenticides (SGARs).

Only people who work at the coal-face can take part so that's anyone who works in a local authority pest control unit, those employed as technicians, surveyors or field biologists in private companies and self-employed pest controllers as well as all

"But, don't worry, if there are questions you **can't or don't want to answer** you can just skip ahead to the next one."

A special report on the key survey findings will be published in the June & July edition of *Pest* magazine.

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Gulls favour fast food

Recent research at the University of Liverpool revealed that black-headed gulls choose food most likely to be found in their immediate environment, with birds in urban areas selecting less 'natural' foods than their rural counterparts.

Researchers studied the feeding habits of black-headed gulls at 11 sites along a 41 km stretch of the Merseyside coastline, from Liverpool to Southport, over the course of a month. They found a preference for a 'natural' food source – in this case sprats – decreased as urbanicity increased, with only 5% of the birds in urban areas choosing fish compared with 80% at rural sites.

Molegate – RSPCA in the dock

One reader of *Pest* 'saw red' when he heard the Royal Society for the Protection of Cruelty to Animals (RSPCA) was appealing for information after 50 dead moles were strung up on a fence 'like trophies'. They proposed to investigate if they believed any offence had been committed.

It was reported in the North Wales-based *Daily Post*, that a walker on Denbigh Moors made what the paper described as 'a macabre discovery'. The walker said: "It's gross. I'm not sure what the reasoning is, if there is any reason. I'm not sure what harm they do. To hang them up like trophies was disgusting. I don't know if they'd been poisoned or perhaps trapped. It was on the edge of farmland on Denbigh Moor."

Hearing about this, wildlife manager Mark Horsfall from Yorkshire Wildlife Management couldn't believe the nonsense he was hearing. Although not the person responsible for catching the moles, he leapt to the defence of whoever it was. Not only was he featured on the weekly web-based *Fieldsports Britain* TV programme, but the paper, which originally printed the article, ran an explanation.

As professional readers know, and as Mark explained: "The practice of hanging dead moles on fences is not only a 'tradition', it also allows farmers to see, and be sure they pay for, the right number of moles caught." However, in our current 'politically correct' climate accompanied by an ever decreasing knowledge of rural practices by the urban throng (including the RSPCA), is this really a tradition the industry should maintain? Publicity such as this, is not good publicity. Molecatchers do need to be aware of where their catches are hung.



© Mark Horsfall

A tradition, yes but surely one we can do without?



CRRU to focus exclusively on SGARs stewardship

The Campaign for Responsible Rodenticide Use UK (CRRU UK) is to change its remit so that it can focus exclusively on implementation of Second-Generation Anticoagulant Rodenticide stewardship (SGARs).

Readers will recall that CRRU, at the request of the Health and Safety Executive (HSE), has been coordinating the development of the stewardship regime across all industry sectors.

We understand that CRRU is currently setting-up six work groups to deliver stewardship covering the following activities:

- | | |
|----------------------|----------------------------|
| 1 Best practice | 2 Training & certification |
| 3 Regulatory aspects | 4 Point of sale matters |
| 5 Monitoring | 6 Communication |

People with appropriate expertise will be invited to participate in these work groups. They will be drawn from CRRU member companies, CRRU technical advisers and from the stakeholder organisations in the old Sector Groups, which includes professional pest control, local authorities, agriculture and gamekeeping.

For our sector, we heard at the *Pest Control News* workshop during PestTech, that the stewardship proposals submitted had largely been deemed acceptable by HSE.

On 12 January, HSE circulated an information document that laid out its plans and timescales for the authorisation of SGARs in light of the development by suppliers and users of the 'stewardship scheme'. You can read more about this document and download a copy from the news section of the *Pest* website.

This consultation closed at the end of January and, since then, HSE has confirmed that the timetable laid out in that document has not been questioned by any of those who commented. It is, therefore, the timetable that CRRU will be working towards.

The most important deadline for users is 1 June 2016.

From this date no-one will be able to purchase a SGAR for outdoor professional use unless they have a recognised certificate of competence.

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Starve London foxes

Fox control in the London Borough of Wandsworth hit the headlines once more, after the council put out a statement encouraging residents who are concerned about fox numbers in their neighbourhoods to make sure they store and dispose of their refuse carefully to help tackle the problem.

The statement, issued late last year, continued: "The numbers of foxes living in an area is totally dependant on the availability of food. The more food there is, the more foxes there will be."

This was picked-up by certain local and national papers and translated into a request for residents to starve out urban foxes!

It is believed this whole episode was sparked by a Facebook campaign run by a local resident who wants new wheelite bins to be issued.



Beavers back

A licence was issued to Devon Wildlife Trust on 2 February by Natural England (NE) permitting the managed release into the wild of beavers currently resident in the River Otter catchment in Devon, on a five-year trial basis. The licence is subject to a range of conditions, including confirmation that the beavers are of Eurasian origin and are free of the *Echinococcus multilocularis* parasite.

This is an emotive topic, as originally Defra announced it was its intention to capture and remove the animals. Reintroduction of a species is a complicated subject so NE considered the application very carefully.

In the event, public support won the day. These will be the first breeding pairs in England for hundreds of years.



Heard of – now seen

With 35 years of mole trapping under his belt, Dave Archer of DKA Pest Control based in Devon finally achieved something he had only ever heard about – catching a weasel in a mole trap!

It has often been reported, but rarely photographed, that weasels will hunt moles underground. Now there is proof. The trap was set around four inches below ground and the weasel was trapped inside a day. Interestingly the mole in this area neither made any more hills, nor any damage, so one can only assume the weasel caught the mole before being trapped himself!



Wild boar get bad press

Wild boar rose to public attention in two incidents early in the New Year.

The first involved Princess Anne. One of her favourite Gloucester Old Spot boars was killed by a wild boar during the night of 6 January. The wild boar got into the pet's pen on her Cotswold estate and attacked it.

Only a day earlier, a driver was killed when his car hit a wild boar

on the M4 motorway before the car was struck by a lorry. The accident happened between Chippenham and Swindon in Wiltshire. The 47-year-old man's black Seat Ibiza had struck a wild boar in lane two of the motorway on the evening of 5 January.

It was a particularly large specimen and there was debate if it was a wild or farmed one – the Real Boar Company which breeds boar being less than two miles from the crash site.

The exact population of wild boar remains unknown, as reported in **Pest** issue 30: November & December 2013.



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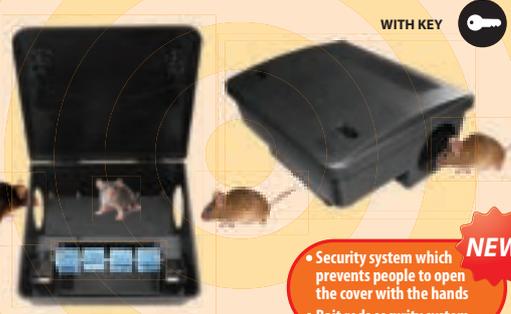

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All change

Are you ready for the new metallic phosphide requirements?



The aim of RAMPS UK is to ensure the sustainable use of metallic phosphide products in all market sectors, through the training and certification of stockists and end users.



Change brings opportunity

Kevin Brown from RAMPS says: "It is a fact the purpose of the legislation coming from the Sustainable Use Directive is to restrict use to only those persons holding the appropriate certificate of competence. This will inevitably lead some parties to choose not to use gassing compounds and therefore to an increase in qualified contract work. There has already been some growth evident in the professional contractor sector."

From 26 November 2015 all users of metallic phosphide products, such as Phostoxin and Talunex, must hold the new Level 2 Award. It's the final element in an industry-led programme to ensure the continued availability of these useful, but potentially dangerous products. Richard Strand of the Pest Information Consultancy reviews how we got to where we are and asks, will users be trained and certificated in time?

In early 2003 undercover journalists for the consumer affairs series *Rogue Traders* targeted pest control with a programme highlighting the ease with which toxic products could be obtained by people who really didn't understand their potential risks.

The programme concluded with a sequence where journalists set-up a spoof pest control company and following one phone call, purchased some aluminium phosphide. The various approval holders had met-up some years earlier to pull together data for product registration purposes. The screening of *Rogue Traders* was a catalyst in extending that alliance with a view to piecing together an effective product stewardship scheme for metallic phosphides used for vertebrate control.

Birth of RAMPS

The initial objective was to regulate the supply of the product. Criteria were set for the distributors of metallic phosphide-based products and a comprehensive list of distributors compiled. This list was then whittled-down with distributors opting to withdraw and the remainder being assessed by BASIS or by the Royal Pharmaceutical Society. Those that remained were placed on an approved list of suppliers and RAMPS (Register of Accredited Metallic Phosphide Suppliers, as it was then) was born.

But, regulating just one side of the supply chain can never deliver product stewardship on its own. Pressure was already mounting to restrict who could obtain the products. Anyone purchasing Schedule 2 poisons had to sign the Poisons Register, but such a signature was no warranty of competence. Untrained farmers, part-time pest controllers, office supplies clerks... or, indeed, a journalist posing as one of the above, could all turn up at their supply merchant, spin a yarn and purchase the product.

Home Office concerns

The Home Office was by this time expressing concerns that such a dangerous substance could be used for nefarious purposes. Although the more responsible suppliers were already beginning to request evidence of training from their customers, it quickly became apparent that 'training' came in a variety of shapes and sizes.

Very often no attempt was made to assess the competence of the trainees at the end of these training days, trainees instead being

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given a 'certificate of attendance'.

Distributors pointed out that they had got their house in order and that now, spurred on by the legal requirements of the Sustainable Use Directive, it was the turn of users. So began the next stage in the process, which comes to a conclusion in November 2015 – just a few months away!

A decision was made that **ALL** users of metallic phosphide products would, by a certain date, have to be assessed and certificated as being competent. Easier said than done.

Standards had to be developed to define competence, these themselves had to be approved and registered, training guides had to be written and then instructors and assessors had to be identified and trained.

It is a testament to the single mindedness and determination of those who comprised RAMPS (which now had evolved to full trade association status as the Register of Accredited Metallic Phosphide Standards – RAMPS UK) that such a task progressed surely to completion.

RAMPS was however spurred on by the Home Office, a representative of which sat in on many of the meetings and, very occasionally, when a stalemate on a particular aspect was looming, leaned forward with the words: "We can always withdraw the approval."

Is the industry ready?

So with the span of a pregnancy to run, are we ready? Are the training and assessment teams in position in sufficient number and with an adequate geographical spread to ensure that all of those who need assessment will be able to obtain it? Does everyone who uses aluminium phosphide realise that if they do not act and act soon they will no longer be able to purchase and

use the products after 26 November?

We have three Awarding organisations now able to offer assessment and certification – City & Guilds, Royal Society for Public Health (RSPH) and, the latest addition from 1 April 2015, Lantra. All undertake assessment via a mix of written and oral questions and observation of treatments (albeit simulated) being undertaken. It's important to point out that you don't have to complete any training before being assessed and there is no set time after training by which the assessment must be completed.

Don't leave it to the last minute

Dr Richard Burton at RSPH says: "We've been offering the qualification for a year now and so far more than 60 candidates have gone through assessment with about the same number so far booked onto future courses. We do urge pest controllers to book a course as soon as possible to ensure that they can obtain their certificate before the deadline."

Karen Hobson heads-up the Boston-based, Lincolnshire Proficiency Tests Committee. Her organisation assesses for City & Guilds and has been carrying out assessments for three years now. Karen shares Richard Burton's concern about candidates leaving things to the last minute, but is seeing numbers picking up significantly.

In 2013/14, 41 candidates went through assessment whilst for 2014/15, still with two months to run, 89 candidates have



Training in the field. Parkhill Training's Mike Wells shows how the applicator is loaded (dummy product is used) and, above, what protective clothing is required

Race against time, warns RAMPS

David Cross, chairman of RAMPS UK says: "The clock is ticking in the race to meet the new aluminium



phosphide legal requirements for user certification. A large number of candidates are already taking the course and numbers are growing. But, as the deadline nears demand is likely to exceed supply, so I would urge people who will be affected to act soon."

Purchasing controls

We asked RAMPS what has been done to stop product getting into the wrong hands. Kevin Brown from RAMPS UK welcomed the question.

"It's a good point and one that's often forgotten," he said. "These new regulations in no way undermine our existing laws. The Plant Protection (Sustainable Use) Regulations control the 'use' of aluminium phosphide, but the sale is still covered by the existing Poisons Act 1972 and the Poison Rules 1982.

"These require vetted companies, approved by their local authority, to follow certain protocols, including ensuring that the person buying the product is known to them, known to be a professional, using the product for professional purposes and providing evidence of such by signing the Poisons Register.

"The Poison Rules also specify that the product, when delivered, should be signed for by the person purchasing it."

"This documentation has now been updated and, in particular, there is a newly designed Poisons Book which records both the user's certification number and the new individual numbers of the flasks purchased. Another addition has been to add a reference to the delivery note to make cross referencing that much easier.

"Finally, this year distributors will be taking a stockist qualification specific to aluminium phosphide."

FEATURE

Aluminium phosphide

been assessed, with at least 20 more already booked for assessment before the year end. Karen observes that this brisk turnover is in large part due to an active group of training providers throughout the county and with courses booked to capacity.

In any new scheme there is a concern that new requirements will be ignored by some, either through ignorance or quite deliberately. Some will attempt to carry on using the product after November 2015, with or without the certificate. They will look to work from a stockpile or by getting others to buy products for them. Product stewardship is one thing but how is plain misuse going to be policed?

What are metallic phosphides?

The products covered by RAMPS are aluminium phosphide, a vertebrate control and grain/commodity fumigant and magnesium phosphide, a grain/commodity fumigant.

The active substance is phosphine a highly toxic colourless, tasteless and odourless gas. When aluminium phosphide pellets are applied, they react with water vapour in the environment to generate phosphine gas. Impurities associated with this reaction give it a strong garlic smell. Phosphine is the most toxic substance approved for pest control in the UK.

Lack of alternatives, especially for rabbits and moles, has led to an increased reliance on aluminium phosphide. It is also the only non-anticoagulant poison for the control of rats.

Government has made it clear that ensuring that the product is used, stored and disposed of correctly is the only way to ensure its long-term future availability.

After November only certificated users and companies employing them (evidence may be required) will be able to purchase metallic phosphide products and/or collect the products from the supplier.

It is anticipated that RAMPS initial registration of distributors will make supply rules secure. But, where there is a will there is a way. Could the uncertificated seek to gain a supply from certificated users as a favour or for profit? It is hoped not!

Rentokil's David Cross, chairman of RAMPS UK emphasises that the import of approved products into the UK is strictly controlled and reminds us that the import of any other formulations that do not have an approval is illegal.

Full product traceability

In the case of supplies sold in the UK, Mr Cross explains: "Each flask of tablets or pellets is now individually coded and its sale logged. If a flask turns up in an incident it will be traceable back to the person who purchased it." He goes on to say: "Policing will be undertaken by Natural England (Scottish Natural Heritage, Natural Resources Wales, Northern Ireland Environment Agency) on behalf of HSE. Misuse is a criminal offence with those found guilty incurring a fine and a criminal record."

This is fine for the UK but, increasingly, we live in a world of international commerce. Will the enterprising operator get around the sales restrictions by buying online? A quick search on the two obvious websites, eBay and Amazon, happily revealed a blank. Looking further afield it is possible to buy unfamiliar (unapproved) aluminium phosphide products from outside Europe. Most advertisers require a minimum order of one tonne, or more, so this route is unlikely to prove of interest.

On a more positive note, could the tightening of regulation provide new business opportunities for those prepared to get themselves certificated? One outcome already observable is that potential users are weighing up the commitment now required and deciding that it is not for them. No doubt a number of farmers and gamekeepers will be included within this number. That being the case there may be new opportunities for pest controllers as those who have, in the past, done it themselves, will, in the future, contract in professional pest controllers.

Remember November?

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From November 2015 if you are a user of **aluminium phosphide** for the control of rats, moles and rabbits, you will need to have an accredited certificate to demonstrate you can use it safely.

Additionally anyone who purchases it must ensure that the user is certified.

RSPH has introduced the **Level 2 Award in using Aluminium Phosphide Safely for the Management of Vertebrate Pests** to get you ready for the deadline.

Key features

- ▶ This qualification consists of a theory based unit assessed by a short exam and a competence unit assessed by practical exercises.
- ▶ RSPH approved centres can assess their own candidates meaning there is no need for you or the centre to find an assessor following the course.
- ▶ Once you gain the qualification your details (with approval) will be passed on to Register of Accredited Metallic Phosphide Standards (RAMPS)

Find your nearest RSPH approved centre by visiting www.rsph.org.uk/qualifications
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Classroom work covers legislation, personal safety, the information on the product label, storage and transport

How to get certificated?

To obtain the necessary Level 2 Award in the Safe Use of Aluminium Phosphide for Vertebrate Pest Control there are two main routes you can follow. There is a one-day training course followed by a separate 2 to 2.5 hours assessment, or a two day course which incorporates the exam/assessment. Or you can, if you wish, just take the assessment.

For the one-day training course expect to pay £120 to £150, with a further £80 to £100 for the assessment plus there is a fee payable to the awarding body (City & Guilds) of £30.

The two-day all-in option will cost in the region of £250 to £300 including the assessment fee paid to RSPH.

The RAMPS website displays a list of trainers, but most of these individuals will not be organising training days, just tutoring on them. The key training providers for our sector on the RAMPS site are:

- Barretine
- Killgerm
- PestTrain
- Russell IPM
- Penybont Training Group
- Parkhill Training
- Martin Glenn
- Pest Solution Ltd
- Talunex.co.uk (HFM Ltd)
- SX Environmental

The RSPH website has a very useful 'Find a centre' search facility. Go to: www.rsph.org.uk/en/qualifications/centre-search/

You can find out more about the new Lantra Awards course at www.lantra-awards.co.uk/

Storage, transport & disposal

The way these products are stored, transported and disposed of is equally important to the way they are used. People have died as a result of poor storage; both at fixed stores and during transit.



Separate storage cabinets made of metal, or other fire resistant material, are essential, as is clear labelling (see sign above) and a vapour-proof barrier between product and people when transporting.

Natural England's Paul Butt has plenty of horror stories when it comes to the storage, transport and disposal of aluminium phosphide. He emphasises that the scenarios, pictured below, are just examples of the sort of cases he has come across all too frequently. People who treat these products with little respect are endangering themselves, their families, their neighbours and passers-by, no wonder anyone who uses them is now being asked to prove their competence!

- 1 Shows full fumigant flasks that had been dumped on the edge of a forest in a plastic bag. The product was safely retrieved and disposed of by the supplier.
- 2 Is of a part-used flask discovered in a vehicle glove box!
- 3 Shows flasks being stored in an unsigned, wooden shed, in an area of domestic housing.
- 4 Is an eBay case where the fumigant was being offered for sale – full and part-used flasks were being kept in an unlocked, wooden shed with no warning signs. In a joint police and Natural England operation the material was seized and safely disposed of. Prosecution produced a guilty plea.



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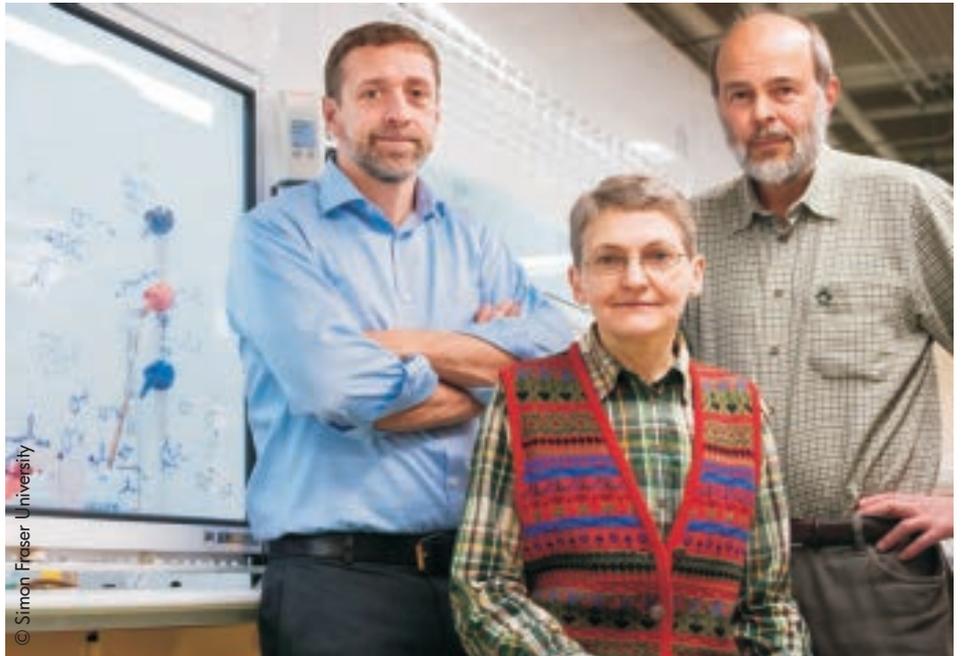
Bed bug breakthrough?

Five years of research has led a team from Canada's Simon Fraser University to identify the secret of which chemicals cause bed bugs to aggregate and, just as importantly, what chemical signals to them that this is a 'safe shelter'. Could this be the breakthrough in monitoring that the industry has been waiting for?

After a series of successful trials in the laboratory and, significantly, in bed bug infested apartments in Vancouver, a team of researchers from Simon Fraser University in British Columbia, Canada has published its research: *Bed bug aggregation pheromone finally identified* in the scientific journal *Angewandte Chemie*.

The team comprises biologists Regine Gries, her husband Professor Gerhard Gries, chemist Robert Britton and a team of Simon Fraser students.

The paper details how the team made its discovery, which the researchers say represents new and affordable technology – just 10 cents (around 5p) per lure – to allow successful bed bug detection and even control. Indeed, the team is now working with a Canadian company to commercialise the technology and expects it will be available within the next six to nine months.



Simon Fraser University's Robert Britton (left) with Gerhard Gries and Regine Gries. Five years of research has led them to identify the bed bug aggregation pheromone

So, what is it that has been discovered?

Earlier work by the same team, had identified three volatile components in the pheromone that causes bed bugs to come together (aggregation). These attracted bed bugs in laboratory experiments, but not in bed bug infested apartments.

"We realised that a highly unusual component must be missing—one that we

couldn't find using our regular gas chromatographic and mass spectrometric tools," explains Gerhard Gries.

The biologists therefore teamed-up with chemist Robert Britton, an expert in isolating and solving the structure of natural products, and then synthesising them in the lab. He used the university's state-of-the-art NMR spectrometers to study the infinitesimal



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amounts of chemicals that had been isolated from shed bed bug skin, looking for the chemical clues as to why the bed bugs find the presence of skin so appealing in a shelter.

After two years of frustrating false leads, the team finally discovered that histamine is the molecule that signals 'safe shelter' to bed bugs. Once in contact with the histamine, the bed bugs stay put, whether or not they have recently fed on a human host.

Yet, to everyone's disbelief, neither histamine alone nor in combination with the previously identified pheromone components effectively attracted and trapped bed bugs in infested apartments. Something was still missing. Work then began on analysing airborne volatile compounds from bed bug faeces as an alternate source of the missing components.

"We contend that our bed bug detection technology will be effective and affordable, and we are positive that the technology will be adopted by pest control professionals," says Professor Gerhard Gries.

Five months and 35 experiments later, Regine Gries had found three new volatiles that had never before been reported for bed bugs. These three components, together with two from the earlier research and histamine performed well in small laboratory experiments. The work was repeated in larger bioassay arenas that better reflect the more spacious nature of bed bug habitat.

Some corrugated cardboard shelters were baited with just the histamine, some with just the five volatile pheromone components (VPCs) and some with both histamine and VPCs. The shelters with both invariably attracted all the bed bugs in the arena. The conclusion was that highly mobile bed bugs are attracted to VPCs, but only adopt a shelter when histamine is present.

To determine whether this synthetic pheromone lure with histamine was effective in infested premises where competing attractants are present, the trapping experiments were repeated in a heavily infested apartment. Large captures of bed bugs were only achieved



© Simon Fraser University

The general media were fascinated that Regine Gries was prepared to offer up her arms as food to 1,000 bed bugs per arm, every week, for five years

where the complete synthetic pheromone was used.

During the course of the experiment, the researchers report that they found all five nymphal instars (fed and non-fed) as well as adult males and females (fed and non-fed), just like the natural aggregation pheromone.

Synthetic pheromone baited shelter traps were also effective in apartments with light to moderate bed bug infestations, claim the team. In all apartments where at least one live bed bug was found during careful inspection, at least one bed bug was captured.

Interestingly, because traps with the histamine component actually retain the bed bugs that have entered, there is no need for any sticky surfaces. Indeed the use of sticky traps actually prevented the bed bugs from coming into contact with the arrestant histamine component.

Our thanks go to Simon Fraser University News and the research team for providing access to their material. The team has a short video about the work at <http://youtu.be/H5eXbf064P4>

Can the research be turned into a practical tool?

Commercialisation may not be as easy as the researchers think, although they have won the backing of an industry partner, Contech Enterprises Inc based in Victoria, British Columbia. The company describes itself as 'a worldwide leader in designing, manufacturing and marketing products for the pet, garden and pest control sectors. It's a privately owned company and claims over 20 years of continuous growth.

UK bed bug expert **Clive Boase** from The Pest Management Consultancy welcomes the findings:

"Professor Gries' team has been working on this topic for some years and has already published several important papers on the components of the bed bug aggregation pheromone.

"In this latest paper, they believe they have finally cracked the complete

composition of the pheromone. If correct, this is undoubtedly a **very significant breakthrough**.

"The trick now will be to combine these different compounds, each with very different physical properties, into a commercial product that releases the compounds in the right proportions and at the right concentrations. We will be watching progress closely..."

Australia's internationally renowned bed bug expert **Stephen Doggett** from Westmead Hospital is more sceptical:

"How many times have I heard someone come out with a claim of the next great thing for bed bugs and the item invariably fails. In the US there have been some landmark legal cases such that landlords, hotels/motels, etc have to demonstrate due diligence when it comes to bed bug

monitoring. Traps are a potential way of doing this. Thus traps are going to sell, whether they work or not.

"Every trap we have tested to date (not a big number I have to admit) does not work. The issue is that there are so many competing harbourages in a room and many of these will contain aggregation pheromones due to the fact that bed bugs have been sitting there.

"Thus, even if there are traps with the perfect pheromone, I suspect they will not work all that well, simply because of the sheer number of competing pheromones already in the room.

"In such circumstances to get traps to work well as monitors, you need lots, making it expensive and time consuming to inspect; thus commercially not viable. Thus I am highly sceptical, but I will wait and see."



"Being in pest control is like being in a big family. I've made loads of fantastic friends all over the country. For the past 13 years I've had experience in just about every role – technician, surveyor, manager and auditor and now, as chairman of NPTA, I'm looking forward to the challenge of being a voice in the industry," says NPTA's new chairman Adam Hawley

How Adam got into pest control

- In late 1999 Adam Hawley was offered a job with a local pest control company in Grimsby – Amacus and he jumped at the opportunity. At 27 he was looking for a career change (see Three things you probably didn't know about Adam);
- Before he started on 1 January 2000, the business was purchased by American company, Terminix, and Adam found himself, after just four weeks of training, covering the whole of Lincolnshire;
- Readers may recall that Terminix went on a buying spree at this time and, although working for a big company gave Adam lots of useful experience, the American approach didn't go down too well with many of his customers, so, in 2002 he decided to set-up on his own.

Action man!

New NPTA chairman likes to get things done

The new chairman of the National Pest Management Association (NPTA) is Adam Hawley of the Guardian Group. Associate editor Helen Riby caught up with him at his offices on the outskirts of Lincoln.

You don't need to speak to Adam Hawley for long to discover that he's a man that likes to get things done. Make a decision, get the job sorted and move on to the next challenge. However, having built a very successful pest control and water hygiene business over the past 13 years, that need for action is also clearly backed-up by good business acumen and a genuine understanding of the importance of meeting customers' needs. Two attributes which will stand him in good stead as he embarks on this new role.

Elected chairman

Adam was elected chairman at the NPTA's annual general meeting on 10 December 2014. He takes over from Alpha Pest Control's Iain Turner who remains on the NPTA board and becomes the new editor of the NPTA's house magazine, *Today's Technician*.

Adam's successful business has been built from scratch. He has surrounded himself with good people such that, at just 42, he says he can now afford to devote some of his time to the things he wants to do. This includes keeping fit, organising and participating in fundraising events for charity, taking more holiday and giving some of his time to the National Pest Management Association. And for NPTA that means they now have someone who doesn't have to take holiday to attend important industry meetings and has the time to get things done.

Invited onto the board

So how did Adam become involved in NPTA? It was the then NPTA chairman Peter Crowden who shoulders the blame! Following Guardian's audit to become an accredited member, conducted by Mr Crowden, Peter encouraged Adam to join the board.

That was back in 2011 and, from his first meeting, it was clear that things needed to change in order to meet the needs of a rapidly-changing industry. Not because

those involved were doing anything wrong. Far from it! The NPTA had actually been more successful than anyone could have imagined when it was first set-up as a sort of regional self-help group, primarily for those connected with pest control in local authorities in the Midlands.

Getting stuck in

In true 'action man' style Adam got stuck in. He was instrumental in finding new premises for NPTA in Eastwood, near Nottingham – even taking a week off work to view prospective buildings – and he made sure he negotiated a good price reduction too!

He also got involved in promoting membership and, in particular, accredited membership, which has increased from around 40 in 2011 to 55 today. He has also become actively involved in auditing companies that want to become accredited. All these activities have one goal in mind, to make the NPTA more business-like and professional.

More of the same

So, when Adam is quizzed on what he's going to do now that he's been elected chairman, the answer is simple: More of the same! He says: "Don't get me wrong. I have great respect for the people who set-up and have been running NPTA. Many of them are still on the board, all giving their time freely to help the association but, to meet the challenges that our industry faces in the 21st century, the association and its membership, has to become even more professional."

If becoming more business-like and professional are the goals, then training and standards are the tools he sees as critical to achieving those goals.

"I think the industry has got its whole approach to training wrong. How many small/medium-sized businesses can afford to let a technician take a whole week off to do a training course and take the Level 2 exam? It's not just the monetary cost that's difficult to justify, it's the time away from work that's the killer.

"What's more, when everything's crammed into such a short space of time, people may remember it for the exam, but, how much is then quickly forgotten? I would suggest quite a lot.

"Far better to have a modular approach where you can continuously top-up your knowledge, for example by taking online modules at home in the evenings and combining those with the occasional training day or half day – a sort of Open University approach."

So is NPTA going to launch its own training programmes?

"Definitely not," says Adam "That's not NPTA's role. What we're doing is forming partnerships with existing training providers so that members can access good training through us, but we're not delivering it.

"A good example is the new urban deer training launched last year and provided by Jelen Deer and the new Lantra Rodent Control qualification, which is being developed primarily for professional users of rodenticides in the agricultural sector, but which is also expected to be available to pest controllers.

Adam is a big supporter of BASIS PROMPT and of the new European standard for pest control services – the CEPA CEN standard – which is to be launched in Brussels on 17 March. However he doesn't envisage NPTA going down the compulsory route taken by BPCA. From 1 January this year all technicians working for a BPCA member company must be qualified to RSPH/BPCA Level 2 and be on the BASIS PROMPT register.

Softly, softly

Adam favours a softer approach. "I will be pushing our members to become more professional and to sign up to the idea of CPD by joining BASIS PROMPT, or the equivalent Lantra scheme. It's what they should be doing because whether you've been in pest control for one year, or 30 years, there's always something new to learn. But, forcing someone go on a course, or do a test, doesn't mean they learn anything. To learn you have to want to do it. I also think it's far more preferable to have those who aren't quite up to scratch in the Association, where they have a chance to improve and become more professional, than outside it, doing their own thing."

Looking to the immediate future it is the

Three things you probably didn't know about Adam

- 1** Like son like father – no that's not a misprint, Adam introduced his father to pest control, not the other way round, and dad still works for Guardian although, these days, it's on a more part-time basis;
- 2** His first job after college was as a postal worker. In fact he worked for the Post Office for eight years, working his way up the management scale to grade 3. But the rather old fashioned approach to promotion, not quite waiting for a dead man's shoes, but heading that way, meant that, when it came his way, he jumped at the opportunity for change;
- 3** There's a motto on Adam's office wall. It says: 'Don't forget to be awesome!'

second-generation anticoagulant rodenticides (SGARs) stewardship plan that is uppermost in Adam's mind: "We've been working on a five-year strategic plan but it's impossible to complete it until we know where we are going with SGARs."

Also keeping him busy is waste disposal guidance, the new training partnerships and how to promote the new CEPA CEN standard – and that's just for starters!

Outside work

When he's not working, fundraising, or contributing to NPTA, Adam enjoys sport – it used to be playing football but these days it's golf – he's the instigator of the now annual NPTA golf day – and cycling. He's currently training for a coast-to-coast bike fundraiser later this year.

They say that behind every successful man, there's a good woman (or is it perhaps more politically correct to say 'behind every successful person, there's a good partner!') In Adam's case it's his wife Danielle who has provided him with a tremendous amount of support and encouragement. Adam and Danielle have two children, son Kian (7) and daughter, Evie (4). Adam is also close to his daughter from his first marriage, that's Bethany who is 17.

A long term commitment

Asked how long he intends to stay in the role Adam says: "As long as it feels right." But he goes on to point out that he's not expecting it to be a short-term job. "This is for the long-term," he concludes.

However, he is going to have to get used to what can sometimes be frustratingly slow progress in tackling some of the big industry-wide issues. Whether he will find the role involves a bit too much talk and rather too little action only time will tell.

Guardian Group



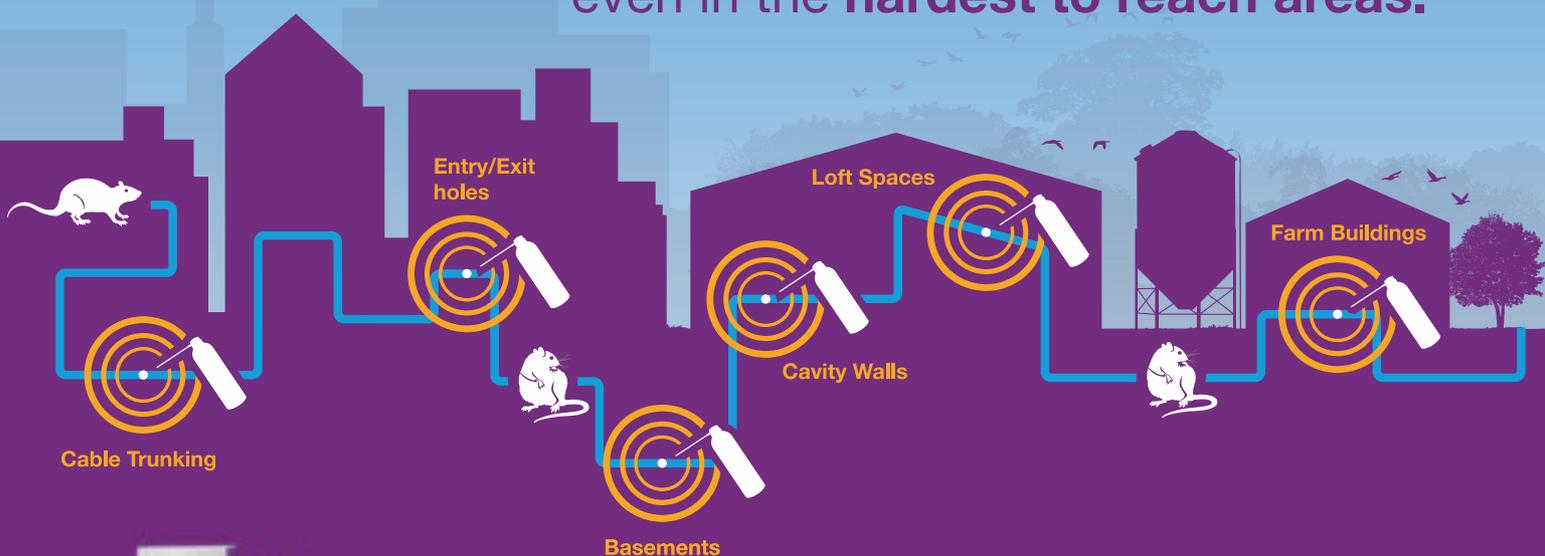
- Adam established Guardian on 21 February 2002, bringing a loyal band of customers with him. Working from home, the office also doubled as the kitchen, he turned over £62,000 in his first year;
- In year two, he took on his ex boss and a fellow surveyor from Terminix;
- In year three, three more technicians were employed, including his dad;
- From 2004 to 2008 there was a period of steady consolidated growth, then, in 2008, the water hygiene business commenced;
- Today he employs 22, comprising seven pest control technicians, nine on the water hygiene side and six support staff in the office. In addition there are eight sub-contractors on the pest control side;
- The company deals with clients nationwide and lists some major household names amongst its customers such as McDonalds, KFC, the NHS in Lincolnshire and Hull & East Yorkshire, Lakeland, Mecca Bingo and the Co-Operative Society.

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

PestEX

THE PREMIER PEST CONTROL EVENT

LONDON - 25 & 26 MARCH 2015

www.pestex.org

Run every two years and over two days, PestEx is the UK's biggest pest management event. This year, because of the way Easter falls, it is being held a full two weeks earlier than usual, on 25 and 26 March, at its now habitual venue, London's prestigious ExCeL exhibition and conference centre.

Plenty to see

In the exhibitor listing (printed overleaf), we've counted 86 stands so there will be plenty to see. Working through these you will spot a number of 'first-timers' and in our review on pages 24 and 25 we provide you with some background on these. Take a look and make a point of going along to talk to all those that interest you.

The exhibition is open from 09.00 to 17.00 on the first day and closes an hour earlier at 16.00 on the second. Entrance to PestEx is free and you can beat the registration queues if you pre-register - just visit the PestEx website at www.pestex.org

Plenty to hear

Running alongside the exhibition is a series of seminars and technical presentations and it's a packed programme. Indeed, you could easily spend the whole of your visit sitting in one of the two lecture theatres. Predictably there are sessions on the UK Second-Generation Anticoagulant (SGAR) stewardship regime and introduction to the CEPA CEN standard. There is also an update on anticoagulant resistance across Europe, but you have to wait until day two for all three of these.

On day one there are a number of presentations with a 'how our customers see us' theme. These include non-conformity against auditing standards, a panel discussion on pest control from the client's perspective and a paper on achieving quality in pest management services in a global setting.

Technical topics include: rodent monitoring in the food industry, rodenticide labels, fumigation, fly control in animal production, sustainable and cost effective spraying, pest control strategies when faced with habitual hoarders, tree bees and much more. Full details of the programme are printed on page 22.

Easy to get to

Getting to ExCeL is pretty easy. If you're travelling by car there's plenty of parking, although it's not cheap, so it will pay to car share, where possible. London, of course, is well connected by rail to all major UK cities with the underground and Docklands Light Railway providing connections to ExCeL. For those coming from further afield, London City Airport is just a short taxi ride away.

As you would expect **Pest** will be there in force. Look out for us in our red polo shirts! Quite how we will cover everything remains to be seen. If you don't manage to speak to us, copies of the magazine will be found in the media centre as well on some of the exhibitor's stands. Here's to a great couple of days!



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As a world leader in pest management, Orkin, Inc. has more than 500 company-owned locations and more than 80 franchise operations in the U.S., Canada, Central America, Europe, the Middle East, Asia, Africa and South America. This number continues to grow as more individuals and businesses align themselves with Orkin's trusted name, more than a century of experience and consistent service worldwide.

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- Full access to sales, marketing materials and programmes.
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Visit the Orkin booth at PestEx in London ExCeL
25-26 March, 2015

For more information, contact:

Tom Luczynski tluczyns@rollins.com
Vice President International Development & Franchising Office: 001.404.888.2360 Mobile: 001.404.725.1536
Contact a local UK representative at 44.1403.791993

Wednesday 25 March Seminar & Technical Programme

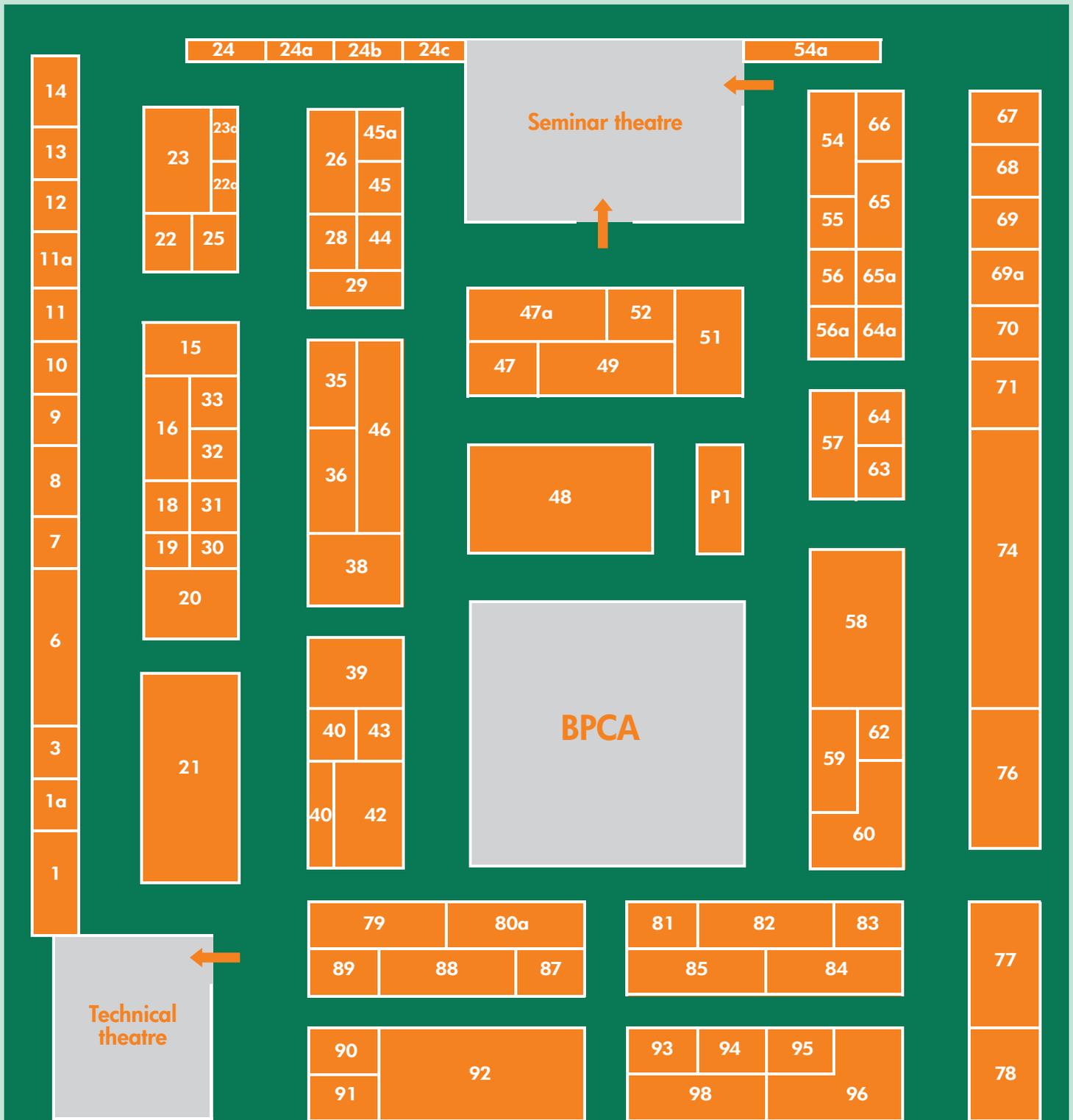
Seminar theatre		Technical theatre	
10.00	Wildlife licensing provisions: Reviewing procedures and updating arrangements – Paul Butt, Natural England	10.00	Accidental imports of dangerously venomous arachnids – Chris Woodard, Chris Woodard Pest Control Services
11.00	Non-conformity against audited standards – John Figgins, British Retail Consortium, Richard Moseley & Simon Forrester, BPCA	11.00	Reading & understanding rodenticide labels: What exactly do they mean? – Adrian Meyer, Acheta
12.00	Biting back: novel pest and vector control methods – Dr James Logan, artec at London School of Hygiene of Tropical Medicine	12.00	Rodent monitoring in the food industry: An electronic future? – Dr John Simmons, Acheta Consulting
13.00	Pest control from the client's perspective – panel discussion	13.00	Wildlife control & police intervention: Changes to attitudes and enforcement – Gary Williams, AUWP & a police representative
14.00	Professional pest management services: Achieving quality provision in a global setting – Dr Peter Whittall, Tripod Consulting	14.00	Asbestos safety for pest controllers – Dr Martin Gibson, Health & Safety Executive
15.00	In and around, better second-generation anticoagulant rodenticide (SGAR) use – Dr Sharon Hughes, BASF	15.00	Fumigation solutions and the BPCA member network – Dr Martin Cobbald, BPCA FaCE Committee
16.00	Wasp treatment & behaviour – Professor Stephen Martin, University of Salford, and Helen Ainsworth, Barrettine	16.00	Fly control in animal production – Dr Kai Sievert, Syngenta

Thursday 26 March Seminar & Technical Programme

Seminar theatre		Technical theatre	
10.00	Which? approval is right for your business – Dave Quinton, Which? Trusted Traders	10.00	Invasive pests: Pest control's frontline – Clive Boase, The Pest Management Consultancy
11.00	Anticoagulant resistance in Europe: What next? – Dr Alan Buckle, Rodenticide Resistance Action Group (RRAG)	11.00	Minimum application for maximum effect: Sustainable & cost effective spraying – Dave Avery, B&G Equipment
12.00	CEPA Certification: The European Standard for Professional Pest Management Services – Dr Chris Suter, independent consultant	12.00	Hoarders: Effective pest control strategies – Les Leonard, London Borough of Southwark
13.00	The UK SGAR stewardship regime: The role of CRRU – Dr Alan Buckle CRRU and an HSE representative	13.00	Tree bee conflict in urban dwellings – Andy & Abigail Reade, The Tree Bee Society
15.00	The future of general pest management – Mark Hoppé, Syngenta	14.00	Siting and surveying for EFks (Electronic Flykillers) – Jeff Callaghan, BPCA
		15.00	Managing staff and the challenges it brings: Sponsored by Professional Women in Pest Management – a PWIPM speaker

Exhibitors and their stand numbers

6 Tenv Solutions	55 Bird-X	64 Gloria	25 Mestro
20 Agropharm	48 Bleu Line	95 GSG Urbanguard	26 Mousestop by iPest Control
32 Airofog Machinery	98 Bower Products	71 GreenTrapOnline	1 MobileWorxs & Brother
51 Alcochem Hygiene	93 Bradshaw Bennett	16 Hockley International	9 National Pest Technicians Association (NPTA)
57 AP&G Catchmaster	74 Brandenburg	83 IGEBa	22 NBC Bird & Pest Solutions
62 artec	P1 Brown Y	7 International Pest Control magazine	29 Orkin Pest Control
44 Association of Urban Wildlife Professionals	18 Clean Brands	64a Irto Trio	85 OR.MA
60 Bábolna Bio	40 Confederation of European Pest Control Associations (CEPA)	19 JSC Nando	46 Pelsis
96 Barrettine Environmental Health	54a Control Zone Products	92 Killgerm Chemicals	39 PelGar International
48 BASF Pest Control Solutions	11a Campaign for Responsible Rodenticide Use (CRRU)	78 Lance Lab/Birchmeier/ Agralan	56 PestFix
33 BASIS PROMPT	10 Detia Degesh	82 Liphatech	67 Pest Publications
59 Bayer CropScience	90 Earthcare	58 Lodi UK	3 Pest Scan
65 Belgagri	70 Eurotrap	66 Longray	80 Pest Trader
42 Bell Laboratories	68 Fox Control London	1a Makesafe International	88 PestWest Electronics
41 Berson	24 Friendly Data Solutions	35 Martignani	80a Plastdiversity
11 BioGenius		36 Merlin Environmental	45 Pomel
			14 Pulimac 3



- | | |
|--|------------------------------------|
| 66 Quimunsa | 54 Suterra |
| 45a RatPak Engineering | 382 SX Environmental |
| 15 Rentokil Products | 1 Syngenta |
| 30 Royal Society of Public Health (RSPH) | 63 Thermokil |
| 77 Russell IPM | 31 The Pest Management Consultancy |
| 8 Sentomol | 23 Tifone |
| 84 Service Pro | 91 Trust K9 |
| 52 Sharda Cropchem | 49 Verbi Instituto Biochimicho |
| 28 Simpson Turner Holdings | 87 Vermend |
| 94 Sitno | 81 WaspBane |
| 93 Spray Systems | 47 Yutaka Make Co |

Registration desks



Organisers' office





Stand 45

Pomel is a Polish manufacturer offering a full range of electronic fly killers for locations where food products are stored, prepared, cooked, served or eaten.

All units have high catching and attracting capability, using high quality UVA lamps and glueboards. For areas of high humidity and dust, units with IP44 or IP65 ratios are recommended. All fly killers are produced to ISO9001 standards, have CE approval and are in line with HACCP requirements.

www.pomel.com.pl



Stand 69

B&G occupies a state-of-the-art manufacturing facility in Georgia, USA and distributes its equipment throughout the world. The company has become the leader in supplying equipment for the pest control, industrial and consumer markets. B&G attributes its success to innovation, design and quality of construction.

www.bgequip.com



Stand 70

Eurotrap is a European pest control products manufacturer which deals directly with pest control companies and distributors worldwide. It manufactures a variety of products such as electronic fly killers, glue boards and glue traps for either rodents or insects. All products are eco-friendly and the material used is of premium quality.

www.eurotrap.net

PestEx first-timers introduced

Gloria – stand 64

For 70 years, the Gloria label has stood for high-quality, technically proven sprayers. The company devoted its efforts from the outset to consistently developing premium sprayers. Whether in the pest control, greenhouse or household sector, Gloria products can be put to use everywhere. At this show Gloria is exhibiting with its partner GPS – Sprayers. For the first time ProControl 100, a vector control sprayer certified by the WHO will be on the stand.

GLORIA

www.gloria-industrial-sprayers.com



Makesafe International – stand 1a

Formed late in 2014, Makesafe International is a new name and a new international company. Based in The Netherlands, the company is bringing together a range of new and innovative products and customers, by working closely with a network of master distributors. Makesafe does not sell directly to pest controllers.

www.makesafe.eu



1env Solutions – stand 6

1env Solutions offers a complete and comprehensive range of high-quality trade products. The company has one of the UK's largest stocks of innovative products at affordable prices – products users can rely on following prompt and timely delivery. Our friendly RSPH trained staff with over 75 years worth of experience help you get the job done faster, better and for less money.

www.1env.co.uk

Martignani – stand 35

Founded in 1958, Martignani is a leading manufacturer of municipal pest control machinery, specialising in advanced chemical application equipment.

It has a full range of tractor-mounted PTO sprayers and back-pack electrostatic mist blowers (including portable and vehicle mounted fogging equipment) for use in environment hygiene or public health, green care, pest control in (high) trees, dairy farms, open field and even locust control. Martignani has been a leader in electrostatic spraying in Europe since 1981.



www.martignani.com

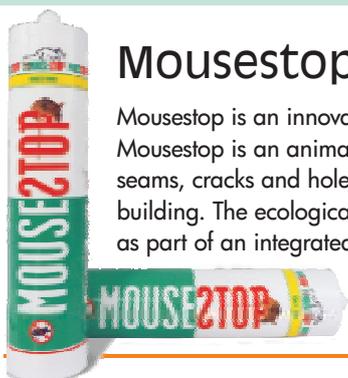
www.electrostaticspraysystem.com

Association of Urban Wildlife Professionals (AUWP) – stand 44

The AUWP is a national, not-for-profit organisation formed with a clear and concise vision – namely, to set standards of excellence for the professional control of urban wildlife species and to encourage an informed approach to urban wildlife management. The Association positively contributes to species welfare through continued education programmes and assists industry professionals in reducing wildlife-related crime, committed either through ignorance or bad-practice.



www.theauwp.org.uk



Mousestop by iPestControl – stand 26

Mousestop is an innovative, solvent-free solution to rodent pest problems. Mousestop is an animal-friendly pest control paste that is used to seal a variety of seams, cracks and holes, preventing rodents and other pests from entering the building. The ecological benefits of Mousestop make it ideal for use as part of an integrated Pest Management approach.

www.ipestcontrol.com

MobileWorxs & Brother – stand 1



MobileWorxs and Brother are showcasing solutions which help to improve field worker productivity and management reporting, whilst reducing paper use and travel costs. PestWorxs is the mobile app for pest control technicians which allows teams to log calls at the office, issue jobs and receive feedback documents. Brother mobile printers allow users to print Material Data Safety Sheets and A4 treatment reports from a tablet or hand-held device whilst on site.

www.mobileworxs.com

www.brother.co.uk



Pulimac 3 – stand 14

Successfully presented for the first time at PestWorld 2014, Mimetic-Mhouse arrives in Europe at last! This new and revolutionary multi-catch system for mice and rats is completely mechanical, poison-free and safe for everyone. It will finally eliminate the inability to know where rats and mice go to die, the constant risk of poisoning children and pets and the problems related to ectoparasites, loss of blood, urine and foul odours.

www.mimetic-mhouse.com

RatPak Engineering – stand 45a

Rat Pak Engineering specialises in the design and manufacture of rat and mouse bait stations. The company is pleased to introduce the new Quicklock range of products which all benefit from a new steel locking mechanism and one key system.



www.ratpak.co.uk



Berson – stand 41

Insectron insect killers have been produced by Berson UV-Techniek in the Netherlands for more than 40 years.

The systems are specifically designed to control insects and thereby prevent transmission of germs and infectious diseases in industrial environments requiring a high degree of hygiene.

www.insectron.com



Yutaka Make Co – stand 47

Yutaka Make, from Japan, will be presenting their new rat repellent, Rat'em Out. The product has a unique smell that scares rats more than their natural enemies! When rats smell certain substances their instinct response is fear. No catch so no kill.

www.yutakamake.co.jp



Fox Control London – stand 68

The Pest-Go stand is aimed at pest control companies in London, Essex and Hertfordshire who do not undertake their own urban fox management. A key component of our service is that we are proactive – we want to meet those who would benefit from our professional services.

www.urbanfoxcontrolondon.co.uk



Stand 10

Detia Degesch specialises in the development, production and distribution of fumigants, rodenticides and insecticides. Our fumigants are used by PCOs for fumigation in containers, warehouses, silos and ships. Rodenticides and insecticides are used in hygiene and plant protection areas.

www.detia-degesch.de

Other first-timers

- Belgagri – stand 65
www.belgagri.com
- BioGenius – stand 11
www.biogenius.de
- Clean Brands – stand 18
www.cleanbrands.com
- JSC Nando – stand 19
www.nando.lt
- Simpson Turner Holdings – stand 28
- Tifone – stand 23
www.tifone.com

3 New Products

From the manufacturer of the **Ultrabait VR**



NEW Quicklock Ultra (Steel Rat Bait Station)

- **Steel** vandal resistant rat bait station
- Re-locks in under 3 seconds using the New Versa key
- New stainless steel locking mechanism
- Available in black & green

Visit us at PestEx
stand 45A
for a free sample

NEW Quicklock Durabait (Plastic Rat Bait Station)

- **Plastic** tamper resistant rat bait station
- Re-locks in under 3 seconds using the New Versa key
- Steel lock
- Accommodates break back traps



NEW Quicklock Microbait (Plastic Mouse Bait Station)

- **Plastic** tamper resistant mouse bait station
- Re-locks in under 3 seconds using the New Versa key
- Steel lock
- Plastic insect monitor also available



Ultrabait VR still available



Designed & Manufactured by
Rat Pak Engineering Ltd, Moor Lane, Thorpe on the Hill, Lincoln LN6 9BW
Tel : 01522 686070 Fax : 01522 691112
Email : sales@ratpak.co.uk Web : www.ratpak.co.uk

Bed bugs exclusive!



The good, the bad and the buggly!

Anyone who's someone in the bed bug world could be found in Denver, Colorado, USA in January as researchers and bed bug management specialists gathered for the two-day Global Bed Bug Summit. David Cain, left, from BedBugs Ltd in London, was there and filed this entertaining and informative report.

No sooner had 2015 started than I was packing my bags and heading off to the USA – to Denver, Colorado for the 2015 Global Bedbug Summit, held between 7-9 January. It's organised jointly by the National Pest Management Association (NPMA) and BedBug Central. The last event in December 2013 (see **Pest** issue 31: January & February 2014) also coincided with record-breaking cold temperatures, so I anticipated something of a frosty meeting. This turned-out to be very far from the truth.

A great way to relax

Having arrived a day early, I was lucky enough to be invited by Douglas Stern, of Stern Environmental Group from New York, on a trip to the Indian hot springs in nearby Idaho Springs in the foothills of the Rocky Mountains. I have to say that it's been a long time since I felt that relaxed, spending most of the day in and out of the geothermal cave capturing near sauna temperatures while relaxing in hot mineral water pools held at between 36-42°C. It really was the perfect way to unwind from the long flight.

Back to business

Having attended all of the previous specialist bed bug meetings, I was keen to see exactly what was new this year, as well as to catch-up with the latest research from some

of the top international laboratories.

As it happened a change in the agenda meant that, following the opening session and a discussion on the growth in the bed bug market, one of my favourite speakers Dr Michael Siva-Jothy from Sheffield University, UK presented his lab's latest insights into bed bug feeding, fecundity and immunity – with an emphasis on what this means for pest controllers.

He offered some great insights into models for population survival versus growth, which really helps explain some of the behaviour that we see in the field. However, he also illustrated significant behavioural and population dynamic differences observed between recently captured bed bugs and long-term lab colonies. Much of which went



a long way to explaining why we often see such differences between testing data and what actually works in the field.

Harborage selection

This was subsequently complemented, on day two, by a second paper from Dr Siva-Jothy with an update on harborage selection and the role of host cues, most notably CO₂. His presentations never fail to cause the least field-hardy members of the audience to become uncomfortable in their seats, as they bear witness to very detailed information on some very advanced cases.

Next there was a very interesting discussion from Dr Mark Feldlaufer of the USDA, Agricultural Research Service on 25B products (minimum risk pesticides) and why they are not subject to the same regulatory process as the synthetic insecticides. Although not applicable in Europe where the EU Biocidal Products Regulations handle things somewhat differently, it did explain where a lot of the on-line bed bug lotions and potions have come from. If a product is regulated as a 25B product there's no need to prove it actually works!

Going green

Having recently taken a step to go 100% green, I was hoping to gain some useful



Speakers Mark Feldlaufer (centre) and Michael Siva-Jothy (right) with delegate Mark Sheperdigian (Shep) from Rose Pest Solutions

insight from the 'how do bed bugs fit into the green service model?' session.

But I was left rather disappointed. I'm fairly certain that most of the room would have noticed my shock when one of the speaker's proclaimed that: "You can still be green and use synthetic insecticides." But, I was later told that in Europe we have a different understanding of the term 'green'. I guess so, because for me it always meant not using synthetic insecticides and also achieving the lowest possible impact on the environment, which of course extends to the production of hot air in public spaces.

Bed bugs and disease

I later learned that attending this 'green' session meant that I had missed a somewhat controversial presentation by Dr Phil Koehler from the University of Florida. This was brought to a halt when he went off subject and started talking about bed bugs as disease vectors.

His comments followed the publication of academic research work undertaken at the University of Pennsylvania which indicated a potential for bed bugs to vector Chagas disease. Although reported in *Pest* issue 36: November & December 2014, it was not widely picked-up in the UK.

Whilst many of the world's leading medical entomologists have agreed that flaws in experimental design of the study, accompanied by a somewhat overzealous interpretation of the results, means the bed bugs are still not proven to be a vector of any disease, Dr Koehler chose to extol a different path.

At the last event, I myself had had a similar discussion with this speaker, pointing out that his theories conflicted with the latest published medical research. I later heard a

rumour that a sweepstake had been organised to see if I would attend this talk following last year's exchange!

How bed bugs walk!

The next session which addressed the similarities and differences between tropical and common bed bugs was presented by Prof Chow Yang Lee from the University of Malaysia. Once again this was the highlight of my trip. His access to a scanning electron microscope has helped take our understanding of how bed bugs walk to an entirely new level.

Their habit of walking on rough surfaces using only their tarsal claws means that very little of their penetrable exoskeleton comes into contact with treated surfaces. This is in contrast to when they move across smooth surfaces, when they rely upon their fine spoon-like appendages called pulvillus to gain traction. He concluded that there was little, or no point, in using synthetic insecticides on rough surfaces precisely because of these adaptations and that bed bugs were more than capable of climbing-up smooth surfaces, particularly the tropical bed bug *Cimex hemipeterus*.

One of the refreshing aspects of hearing Prof Lee present is that he is not worried about saying what does not work, as well as making clear what does.

Tasting the beer

The evening saw the return of the expo beer tasting session and a chance to wander around the various booths.

There was an interesting array of products, although there were noticeable gaps in the floor plan and a few 'big name' exhibitors were missing.

One of the more obvious groups that did not attend was the canine scent detection



The exhibition contained some useful new tools but, sadly, nothing that will arrive in the UK any day soon

community, many of whom were still upset following a recent publication of the canine efficacy study by one of the event organisers.

In fact, on the Friday night (9 January) ABC, one of the national TV stations in the US, aired footage taken by a hidden camera featuring scent detection dogs, so for the most part many of them were busy working against this negative PR. (See Bed bugs caught in a sting box oposite).

There was, however, a bed bug scent detection piglet on display that had been trained to walk on-a leash and to detect bed bugs on a scent wheel.

Of the new items I saw that impressed me, sadly all had significant barriers which would prevent easy entry into the UK market, so I don't think we'll be getting any new toys soon.



Delegates from the International Bed Bug Resource Authority – a grouping of US pest management businesses following a quality and consumer focused approach to bed bug control that is really gaining ground in the sector

Stimulating paper

The final academic session I attended was possibly one of the most unique and stimulating of the Summit.

Dr Stephane Perron presented her research on the public and mental health implications of bed bug infestations. Dr Perron works as a field public health specialist in the Montreal Health Department, Canada and is very much at the interface between the medical community and those people suffering from bed bug infestations.

She spoke in great detail about the implications of bed bugs on people's physical and emotional health. She also made it very clear that there is a vast spectrum of how people are impacted by bed bugs as well as how people can be affected by the treatment process itself.

Some of the health risks associated with the over application of insecticides were discussed, as well as their impact on people's anxiety levels. It was a pleasure to listen to such a well-informed and passionate speaker, who was genuinely interested in what people encountered in the field.

It is a shame that we don't yet have a dedicated conference of this nature in Europe, but I'm just not sure that you could get 500+ people to stop work for two days in order to attend the event.

As an interesting aside, it appears that year-on-year the attendees understanding of the need to inspect their hotel beds upon arrival is increasing, as this year only one person ended up with a problem. That was significantly down on last year's level of reported activity.

Bed bug dogs caught in a sting



On 9 January, the national ABC TV channel showed undercover footage their 20/20 team had taken after setting-up a sting in a Brooklyn, New York apartment.

After a very thorough examination by industry experts, Paul Bello and Lou Sorkin, the apartment was declared bed bug free.

A fictitious home owner invited in ten pest control companies with canines saying she thought she was infested. In total, 11 canine detection dogs screened the premises.

Whilst the majority failed to find any trace of bed bugs and performed 'by the book' four of the dogs gave 'false positives' and the companies recommended treatment, despite not being able to demonstrate any trace of the pests.

The footage can be viewed at <http://abcnews.go.com/Lifestyle/exterior-dogs-perfect-sniffing-bedbugs/story?id=23638950>



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"New guidelines show how you can speed-up baiting and help prevent too many bait points being put down," says BASF's James Whittaker

Fast track baiting

Improving the efficiency and efficacy of cockroach control



Labour costs are the biggest slice of any cockroach gel treatment so finding ways to speed-up the application process is good for business, provided, of course, the levels of control aren't compromised. BASF has come up with just such a system.

Doing bread-and-butter cockroach control jobs quicker needn't mean doing them less effectively. Which is just as well in an increasingly price-sensitive and competitive market where labour makes up 60-80% of treatment costs.

Improving treatment efficiency without losing control efficacy does, however, demand a streamlined approach based on a sound understanding of both pest and customer behaviour, coupled with the best bait choice and placement.

This, at least, is the experience of BASF insect management specialist, James Whittaker who insists that the best approach to cockroach baiting with the right gel can easily cut 25% off the time taken to do a typical job without compromising its effectiveness in any way.

"In some cases, I've found it can actually halve the job time, delivering savings that are invaluable in improving both business competitiveness and profitability," he pointed out.

Customer trust and support essential

"We all appreciate that the better we understand our foe, the easier and quicker we can target our treatment for the greatest effect. It's easy to forget, though, that we also have to understand our customers and secure their trust and support from the outset, if we are to avoid costly call-backs.

"For instance, they need to appreciate that, as well as giving more complete and discrete control, gel baiting will always take a little more time to deal with a cockroach infestation than traditional spray treatment. They must also understand that if they

use aerosols unwisely for spot treatment after baiting, or for 'flushing' to try to detect pockets of infestation, they are likely to drive cockroaches away from the bait.

"Equally, customers have to be made aware that bait points should never be inadvertently cleaned-up. It's an obvious thing, but you'd be surprised how often this interferes with effective control."

James Whittaker suggests that the best way of combining good communication with efficient treatment is to involve customers in the initial inspection. Apart from building an all-important bond of trust from the outset without taking-up extra time, this allows the right control expectations to be established and the most common post-treatment pitfalls avoided.

With a good understanding of cockroach behaviour, he is adamant that a quick, carefully structured walk- round most premises is more than sufficient to establish the scale and focus of any infestations.

"Baiting is most effective when it's as close as you can get to where cockroaches are actually living," he stressed. "They always seek warm, moist and, above all, undisturbed places. That's why kitchen inspections should concentrate on fridge engines, the underneath of sink drains and grease traps and the backs of cooking stations and dishwashers. In bakeries, make straight for the ovens and work outwards from there. In bars, focus first on the coffee

Commercial kitchen Goliath Gel guidelines for German cockroach control

Key locations	Bait spots*	Recommended placement sites
Cooking stations	4-6 per station	Corners or joints between units; base of legs; switch points
Food preparation surfaces	4-6 per surface	Underside of shelves; corners or joints; base of legs
Deep fat fryers	3-4 per fryer	Corners of units away from oil splashes; switch points
Pipes, conduits & switches	1 per metre run	Joints; electrical sockets; entries to walls, floors & ceilings
Food storage areas	3-4 per shelf	Underside of shelves close to corners or joints
Appliances	3-4 per appliance	Corners; base of legs; access points
Sinks	3-4 per sink	Behind splash-backs; pipe work junctions, underside of surfaces

* Standard 0.03 g (3-4mm) spot from a Goliath Gel dosing pistol

machines and glass washers. If they're anywhere, this is where German cockroaches will be. So this is precisely where the main bait points need to be placed."

Easy guidelines

To cut through time-consuming and frequently inaccurate calculations of infested areas to determine applications, BASF has developed a set of uniquely easy 'rule of thumb' guidelines translating label application rates for Goliath Gel (fipronil) into recommended bait point numbers and placements for a range of key commercial and domestic treatment situations as shown in the table above.

On this basis, the company calculates around 100 spots, or as little as 3g of Goliath Gel, will be sufficient for effective control of a normal German cockroach infestation in a typical commercial kitchen serving 40-50 covers, with up to 300 spots (9g) for a heavy infestation. Similarly streamlined baiting guidelines indicate 10-25 spots are likely to be required for a typical domestic kitchen and up to 12 spots each for domestic bathrooms and other living areas.

Extensive testing

"We have developed and tested these guidelines extensively with experienced pest controllers to make sure they fit the bill in every possible way," James Whittaker explained. "We find they really help speed-up baiting. They're also a very good discipline in preventing too many bait points being put down or placed where cockroaches are less likely to feed."

Vital to this time and cost-saving treatment approach is a bait that combines sufficient killing power with both attractiveness and palatability. That way, enough cockroaches will be attracted by its chemical signals. They will then transfer enough to others within their harbourages to give the most complete kill of colonies, in which a proportion of individuals is almost always foraging on micro-fungi and other food sources hidden within walls and cavities.

At the same time, however, the bait must not have too immediate an effect. Otherwise, individuals can succumb before they have time to carry the insecticide back to their harbourages. Or, even worse, stop feeding before consuming a lethal dose and so recover from their initial knockdown.



Baiting is most effective when it's close to where cockroaches are actually living

“The best balance of power and immediacy undoubtedly comes from fipronil,” James insisted. “At least one other commonly-used insecticide is far too immediate in its activity for its own good, and others may not be sufficiently powerful for effective control through transfer to non-foraging individuals, by what we call the ‘cascade effect’.

Powerful and palatable bait needed

“In my experience, cockroaches only eat dead individuals and faeces when they’re very hungry. So, for most practical purposes, the ‘cascade effect’ depends on individuals within harbourages eating small amounts of bait carried on the bodies and antennae of foraging colony-mates. For this to work the bait needs to be as powerful and palatable as possible.

“Other baits can give a level of harbourage transmission – especially where food sources are limited. But our studies indicate it takes the power and palatability of a bait like Goliath Gel to give reliable whole building control from baiting alone.

“Low dose bait points, the power to work even where placement is less than ideal and the full ‘cascade effect’ means Goliath Gel costs significantly less in use than other baits,” he noted. “Employed with the streamlined treatment approach our modern baiting guidelines allow, it also significantly cuts down the time that is the most expensive part of any job.

“Add to this the extent to which reliable whole building control from fast and accurate baiting eliminates call backs and you have the best way of increasing your treatment efficiency without losing efficacy. This has to be the way forward in today’s high pressure pest control world.”



As spotted at Parasitec, BaitSafe Dotz are making their way onto the European market from Dutch company Makesafe International. These are small (25mm) circular ‘dots’ onto which a dose of insecticide gel bait can be applied.

By placing the bait on the ‘dot’ it lets the customer know where the gel has been placed, so preventing it from being cleaned-away. The dots incorporate microscopic suction cap technology, meaning they do not feel sticky at all, yet still adhere to the treatment surface. When baiting is finished, they can be removed without leaving any mark. These are good idea as they show the technician how big a gel ‘dot’ to apply and which locations have been treated, but still nothing beats applications directly into out-of-sight harbourages, crevices, behind loose tiles and the like.

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Bed bugs on the label... but what does this really mean?

Many insecticides have bed bug control on their labels. Yet practical experience suggests that controlling modern bed bug strains with many of these can be problematic. How can that be? Internationally renowned bed bug expert, Stephen Doggett, and his PhD student, David Lilly, believe they have the answer. In this article they share their views.

There are many insecticides on the market that claim to be effective at killing bed bugs. Yet the simple fact is that most have little impact on modern bed bug strains.

The reason is due to insecticide resistance. In reality you should expect that every infestation you treat will be composed of resistant bed bugs.

As with other insect pests, resistance in bed bugs is extremely complex and modern strains may possess multiple resistance mechanisms that could confer reduced susceptibility to one or more insecticide groups. They have been described with target-site insensitivity knockdown (kdr) resistance, increased detoxification, reduced cuticular penetration resistance and may even exhibit behavioural resistance. Different strains may also vary in what combination of resistance mechanisms they possess. So, whilst almost all bed bugs can be expected to exhibit a degree of resistance, the magnitude of that resistance may vary from one infestation to the next.

The net effect is that the humble old bed bug has developed a range of defences to nullify the insecticide you, as professional pest controllers, are using. It would be wise to assume that not all bed bugs encountered are the same. (For a full discussion of resistance mechanisms in bed bugs, see the paper by Dang, Doggett and Lilly in *Pest* issue 28: July & August 2014).

The reality is that due to the existence and variety of resistance mechanisms, there is not one synthetic insecticide on the market that will provide any great level of residual control against bed bugs. Thus it makes you wonder, just how did bed bugs make it onto the label of that product you are using, if it is so ineffective at controlling bed bugs?

Only tested on susceptible strains

The vast majority of products that are sold for bed bug control today were evaluated against old laboratory strains that are susceptible to all insecticides. Given that today the world is full of insecticide resistant bed bug strains, such data is totally irrelevant. Even worse,



David Lilly, left, with Stephen Doggett have concerns about how bed bug insecticide efficacy trials are conducted.

there are companies out there that still insist their product is tested on old bed bug strains, despite being aware of the issues of resistance! Their aim is to get the product on the market and make a quick buck. Invariably, their adverts present a positive efficacy image with data that is just too good to be true. Unfortunately, efficacy authorities around the world have yet to clamp down on this problem.

Tested on inadequately defined 'resistant' bed bugs

Many researchers and insecticide suppliers claim that their efficacy data was derived via testing on resistant bugs. However, as stated above, bed bugs possess many different resistant mechanisms, and a particular strain may not have them all. The result is that there can be tremendous variation in the magnitude of resistance observed between different strains.

In testing over 20 different bed bug strains within our laboratory, many with known kdr resistance, the level of efficacy when exposed to high doses of deltamethrin varied between 100% killed to 0% killed. Thus which 'resistant' strains are testing laboratories using? Those that are highly resistant, or those with a lower degree of resistance? Any claim of residual efficacy via the pyrethroids against so-called 'resistant' bed bugs has, without a doubt, been tested on bugs with little resistance.

Furthermore, resistance is lost in colony strains over time. For

example, within our Sydney strain, 30% no longer have any kdr resistance. Very few laboratories routinely undertake resistance profiling of their laboratory strains to ensure that resistance has not been lost. Also, there are no standards as to what constitutes a resistant strain. Nor are there any universally accepted standards on how to test for resistance in bed bugs.

Inappropriate test pressure

Efficacy testing of products must take into account the normal biology of the pest. For example, if bed bugs were exposed to an insecticide 'bomb' without any harbourage, then they may succumb to the product. However, bed bugs do not live in the open; they naturally hide in a variety of cracks and crevices that would protect them from such products. This is why insecticide bombs are useless against bed bugs.

Minimal testing

Many household aerosols have bed bugs on the label and indeed these products will kill insecticide resistant bed bugs when sprayed directly at the insect. However, they have zero residual effect. Thus, presumably the insecticide companies do not provide residual data to registration authorities, as the product would never end up on the market. Curiously, the labels omit the fact that they have no residual effect!

Efficacy testing not required

In some parts of the world, products can be registered for insect control if they are considered to have low toxicity. In the USA for example, products can belong to a category called 25B which covers food grade chemicals and efficacy data does not have to be provided to the registration authority – in this case, the US Environmental Protection Agency (EPA). The EPA believes that it is more important to ensure products are safe to humans, rather than being effective against the pest. They allow market forces to decide whether a product is effective and will stay on the market. Such a view is a recipe for disaster; it encourages exploitation of the people through the provision of bad products and can result in greater insecticide resistance. Not good when we have so few products available for use.

Do unscrupulous labs fake the results?

It is abhorrent to think that testing organisations, or chemical companies, would fake efficacy data to get their product onto the marketplace, but Recently we were provided with a product to evaluate against bed bugs, which had been tested by a commercial testing facility. The results from the group included data from the testing of a very slow acting insecticide that normally takes a week, or more, to kill bed bugs. Yet, this

Below: Products may be effective if sprayed directly onto the bugs, but bed bugs do not live in the open, so how is this to be achieved in practice?

facility claimed control in a few hours, which is simply not possible with the mode of action of that particular insecticide.

So why would anyone fake results? Money!!! In the trial mentioned above, my testing proposal for the product was for around AU\$10K (£5K) worth of research. Our research proposal was planned over several stages, and progression onto the next stage was dependent on the success of the previous. In our case, the pilot study failed to demonstrate any efficacy, thus the trial was ended and our final bill was only around AU\$1K (£500). It is thus easy to see why less scrupulous laboratories might be averse to being overly critical in their testing regimes; it ensures ongoing money!

In a nutshell, always beware of claims when it comes to bed bugs, especially with the pyrethroids - whoever is making them. Some researchers are paid enormous amounts to promote dubious products. Some conference organisers are also paid huge dollars to have these researchers present at bed bug conferences.

The consequences of bad efficacy data

The most obvious consequence of an inadequately tested product is that it probably will not kill the bed bugs that you have been contracted to control. The result is a treatment failure.

These failures cost you time, money and can even affect your reputation. More insidiously with bed bugs, treatment failures often results in the dispersal of the infestation. This can lead to the adjoining premises also becoming infested. Product failures also exacerbate insecticide resistance. Treatment failures reflect badly on the pest control industry as a whole, something that we should all be concerned with.

Until quality efficacy guidelines for bed bug products are produced and until standards on resistance testing are developed, my best advice is to be sceptical. Always be wary of company claims by ensuring that you always conduct thorough follow-up inspections following any bed bug control programme. The best sources for quality information are the various industry standards on bed bug management.

About the authors

Stephen Doggett is from the Department of Medical Entomology, Pathology West, Westmead Hospital, Westmead NSW, Australia. Since the beginning of the modern bed bug resurgence, Stephen has been at the forefront of documenting the rise and impact of bed bugs.

David Lilly is a PhD Candidate at the University of Sydney and the recipient of an Australian Postgraduate Award partly comprising an industry grant from Bayer Environmental Science (Australia). Such grants are administered by the University of Sydney to ensure independence and the 'rights to publish' are maintained for the duration of the student's candidature.

Practical pest handbook

Although primarily targeted at museum curators, conservator and all persons concerned with the management of collections, this book is certainly worthy of a place on the bookshelf of every practical pest controller.

Written by the well-know entomologist, David Pinniger, *Integrated Pest Management for Cultural Heritage* is a 156-page practical, working handbook which comes with a very large number of colour photographs and illustrations.

It is an essential guide to the recognition of insect pests. The rodent and bird pest chapter is written by Adrian Meyer. For each pest, there is practical advice on the steps required to prevent and control damage, not only in collections, but also in virtually all other pest situations.

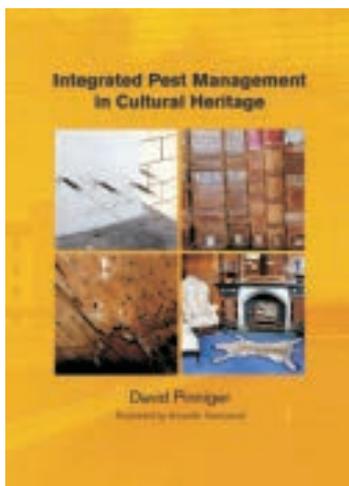
The latest information on the trapping and detection of pests is presented together with guidelines for pest recording.

The author explains the advantages and disadvantages of physical and chemical control measures, including concerns about the use of pesticides.

In addition, the book demonstrates that Integrated Pest Management (IPM) is not only a safer option, but also a more cost-effective solution.

£35 ISBN: 9781909492226

www.archetype.co.uk



Joined-up US thinking on bed bugs

This 21-page document reflects a broad-based consensus of USA federal agencies, known as the Federal Bed Bug Workgroup, whose aim is to clarify the federal role in bed bug control.

By doing so it is highlighting ways that all levels of government, community, academia and industry can work together to reduce bed bugs across the USA.

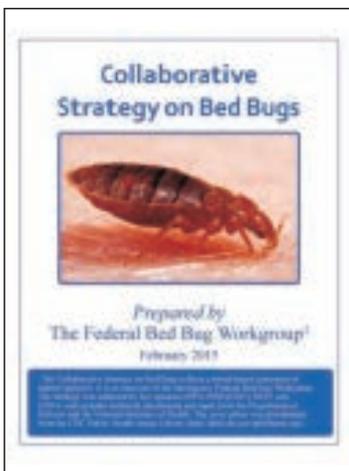
With such a joined-up approach, the strategy outlines four priority areas for bed bug control, namely:

- Prevention;
- Surveillance & Integrated Pest Management;
- Education
- Communication.

Each topic is addressed at length. What is very helpful are in-built weblinks to the numerous previously published documents on this subject.

A copy can be downloaded from the EPA website at

www2.epa.gov/sites/production/files/2015-02/documents/fed-strategy-bedbug-2015.pdf



What pest is eating you?

This resource, again with David Pinniger's input and primarily aimed at the museum world, – is equally applicable to all in pest control. It is a new website called: *What's Eating Your Collection?*

It falls into three main sections covering insect identification, how to solve your problem and finally potential risk zones in a property. Devoted virtually entirely to insect pests, approaching 200 are covered. For each there is at least one photograph, often more, a description and other insect pests you might mistake it for. The problem solving section deals with prevention and treatment as well as offering some useful links.

www.whatseatingyourcollection.com



Also worth a visit

Another site dealing with insect identification is *NaturePlus* on the Natural History Museum's website. You can send in a photograph of a pest to be identified and there is an active Blog section.

www.nhm.ac.uk/natureplus/community/identification



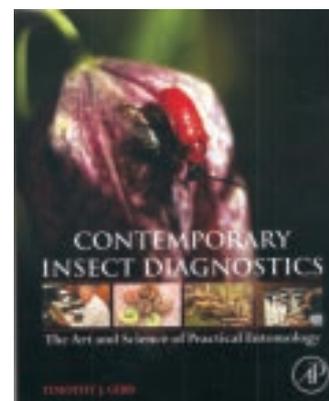
For the serious entomologist

Correct insect identification is a vital part of professional pest control. At the more scientific end of the scale, entomologists are often involved in problem solving and can benefit from improved diagnostic skills. This excellent 336-page book, written by Timothy Gibb from Purdue University, USA is designed to provide a basic understanding of the workings of insect identification.

The first few chapters of *Contemporary Insect Diagnostics* discuss the diagnostic laboratory itself, then the book moves on to insect identification techniques followed by a run-down on the pests themselves. Finally, chapters cover understanding the client, responding and making management recommendations.

This is by no means a 'light read' but should find a place for itself on the shelves of those concerned with serious entomology.

Academic Press ISBN: 9780124046238

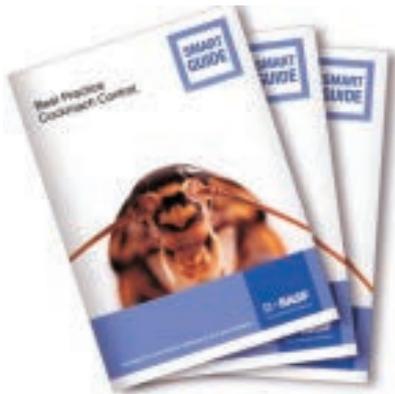


Best practice cockroach guide

A best practice guide to modern cockroach control has been published by BASF to help pest controllers deal with the challenges of these problem pests in a world in which both access and co-operation between multiple building occupants is becoming increasingly difficult.

The 12-page SMART guide sets out the key elements of cockroach behaviour that should underpin treatment planning, emphasising that a single round of gel baiting is unlikely to provide sufficient, sustained control in most situations. Instead, it advocates an integrated approach involving thorough inspection, good sanitation, precise placement of a top quality gel bait and supporting crack and crevice treatment wherever necessary.

The guide identifies the key locations for inspection and treatment in typical commercial and domestic situations, diagrammatically. For each location it goes on to provide recommendations for the most effective bait placement and the number of spots likely to be required.



Available to download at

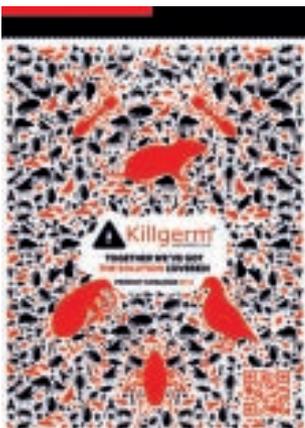
www.pestcontrol.basf.co.uk/go/cockroach

First distributor catalogues arriving soon!

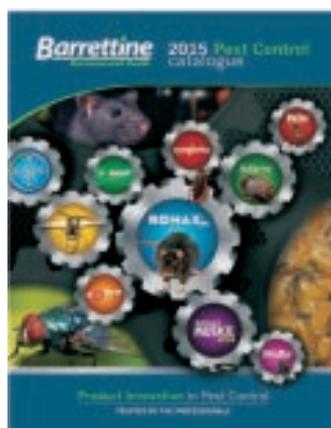
Maybe because PestEx is slightly earlier in the year this time, but two of the distributors – Killgerm and Barrettine – have not let the grass grow under their feet, so their product catalogues should be ready in time.

As well as all their products, they also contain much valuable and useful reference material – such as pest identification guides, environmental guidance for rodenticides, disposal and waste issues, legislation overviews, sources of further information, details of training courses and the like.

A word of advice though, these are jolly heavy items. So, rather than acquiring yours at PestEx, particularly if you have to carry a copy from more than one distributor, why not request yours in advance and have your poor postie take the strain!



www.killgerm.com



www.barrettine.com

Take the Pest Test

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** and answering all our questions correctly. So read through our articles on the use of metallic phosphides (pages 12-15), bed bug research (pages 16 & 17) and cockroach baiting (pages 31-33) in this issue of **Pest** and answer the questions below. Try to answer them all in one sitting and without referring back to the articles.

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

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

- 1 Which regulations are driving the change in the use of metallic phosphide products?

<input type="checkbox"/> a) The Poisons Act 1972	<input type="checkbox"/> c) Biocidal Products Regulations
<input type="checkbox"/> b) Plant Protection (Sustainable Use) Regulations	<input type="checkbox"/> d) The Poison Rules 1982
- 2 What is the minimum qualification you must hold to be able to use metallic phosphide products?

<input type="checkbox"/> a) A driving licence	<input type="checkbox"/> c) Level 2 Award
<input type="checkbox"/> b) Level 1 Award	<input type="checkbox"/> d) Level 3 Award
- 3 There are three Awarding organisations offering assessment & certification. Which of these does **NOT** do so?

<input type="checkbox"/> a) BPCA	<input type="checkbox"/> c) City & Guilds
<input type="checkbox"/> b) Lantra	<input type="checkbox"/> d) RSPH
- 4 How are pests killed by aluminium phosphide products?

<input type="checkbox"/> a) The pests eat them	<input type="checkbox"/> c) They block-up the pests' runs
<input type="checkbox"/> b) They squash the pests	<input type="checkbox"/> d) They react with water to give off a poisonous gas
- 5 Which chemical has the team from Simon Fraser University in Canada identified as 'the safe shelter' signal for bed bugs?

<input type="checkbox"/> a) Hydrogen	<input type="checkbox"/> c) Histamine
<input type="checkbox"/> b) Iodine	<input type="checkbox"/> d) Risperidone
- 6 What percentage of treatment costs does BASF estimate is made up of labour charges in cockroach control?

<input type="checkbox"/> a) 10-20%	<input type="checkbox"/> c) 40-60%
<input type="checkbox"/> b) 20-40%	<input type="checkbox"/> d) 60-80%

Name: _____

Organisation: _____

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best
product
award
2015
pest

Time to nominate



Timetable

- 13 February – **Pest** Best New Product Award announced;
- 13 February to 31 August 2015 – **Pest** readers can nominate products;
- 1 September 2015 – product shortlist drawn-up from nominations;
- 1 September to 30 October 2015 – readers vote to find the winner;
- 2 November 2015 – all votes counted;
- 4 November 2015 – winners announced at PestTech.

Products launched between 1 January 2014 and 31 August 2015 are eligible for the **Pest** Best Product Award 2014 – so what's impressed you so far? Get your nominations in!

Readers can use the form printed below to nominate any product that they feel has made an improvement to their lives and/or working practices.

Pest associate editor, Helen Riby, explains: "Now in its sixth year, we have already had some fantastic winners. Last year, as pictured, it was Muskil wholewheat bait from Barrettine that took first prize, with runners-up Bird Free gel in magnetic dishes and the Mini Flex flexible hose from Lance Lab. For the 2015 award, any product introduced commercially during the qualifying period of 1 January 2014 to 31 August this year, can be put forward, with one exception. The products which achieved a first, second or

third place in last year's award cannot be nominated.

"You can put forward as many products as you like and you can add to your nominations as the year progresses. Don't worry if you're unsure about when your favourites were introduced. We'll double check that for you," she adds.

Pest readers are in the driving seat. You nominate the products (photocopy the form or go online if you don't want to deface your copy of the magazine.) We then produce a shortlist and you vote for the product you feel has been the most innovative. The winners will be announced at PestTech in November.

Nomination form

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

1

2

3

4

5

Name:

Organisation:

Tel:

Email:

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

For all the legal stuff visit www.pestmagazine.co.uk/content/newsitem.aspx?id=1262



Rules of engagement

- 1 Only commercial pest control products can be nominated. Services, promotional schemes, special offers and the like are excluded;
- 2 Products nominated must have been launched after 1 January 2014 and before midnight on 31 August 2015;
- 3 Products must have been fully commercially available at some stage during the time period shown in 2 above. Products supplied free for trials purposes cannot be entered;
- 4 Only products sold in the UK are eligible;
- 5 Entries must be made via the official nomination form or by email following the format specified on the **Pest** website;
- 6 Readers can submit up to five products per nomination form but can only nominate the same product once. You can send in an unlimited number of nomination forms;
- 7 Readers may vote for their top two products, but may only submit one voting form. Second choices will be taken into account in the event of a tie;
- 8 Votes submitted after midnight on 30 October 2015 will not be counted.

Addition to the Chameleon range

The new Chameleon Sirius has been added to the PestWest range of UV fly control units which benefit from energy efficient T5 14-watt UVA tubes. The stylish new unit is designed for front-of-house use, with its clean curves and a choice of stainless steel, white or trendy anthracite finish.

PestWest claims the Chameleon Sirius delivers professional fly control with low running costs and reduced glass and mercury, making it both more environmentally friendly and cost effective.



www.pestwest.com



Jade Cluster Grain

Developed by Lodi, Jade Cluster Grain contains bromadiolone and is presented as green non-crumbly blocks. These are made-up of a mixture of crushed and whole grains, such as millet, sesame and crushed wheat. The block is formulated without paraffin making it, as Lodi claims, extremely palatable to both rats and mice.

The cluster block comes wrapped in a sleeve, ready-to-use, meaning the user doesn't come into direct contact with the bait.

www.lodi-uk.com



Drop box for rabbits

Designed along traditional lines, the KC96 Rabbit Drop Box is made out of hard-wearing reinforced fibreglass and is capable of catching up to 20 rabbits in a single setting.

A durable weldmesh cage sits beneath the tipping mechanism to contain the rabbits, whilst the balance system automatically resets after each catch.

An inspection hatch allows catch inspection. Once installed, it will last many years with little maintenance required.

www.killgerm.com

Getting ready for the wasp season

Claimed by Killgerm to be a powerful aerosol foam, Wasp Nest Destroyer is designed for killing wasps in their nest. Containing both permethrin and tetramethrin, it is easily applied from a safe distance from the 600ml can directly into the wasps' nest. Application is recommended in the late evening or early morning when the wasps are less active.



www.killgerm.com



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Adam Juson of Merlin Environmental on 0800 037 7332

www.bedbugcontrol.co.uk



A sticky end for NZ glueboards

Always something of a 'hot topic', the Ministry for Primary Industries (MPI) in New Zealand has, from 1 January 2015, declared that the sale and use of glueboard traps to catch rats and mice is prohibited under the Animal Welfare (Glueboard Traps) Order 2009. The use of glueboards for insects is not affected.

The official release states that this sends a clear message that glueboards are no longer acceptable from an animal welfare perspective. The release states: "There are welfare concerns over the pain and distress exhibited by captured rodents, the length of time they may be left on the traps and the potential for inhumane disposal. With these new regulations people and groups who routinely use glueboards as part of their business are encouraged to investigate and develop alternatives that are more humane."

Approval of the use or sale of a glueboard where it would otherwise be prohibited (and where it is in the public interest and no viable alternatives is available) can be gained from the Minister of Agriculture. This will be dealt with on a case-by-case basis for one year only. Sellers and users operating under Ministerial approval will be subject to a range of conditions, including a requirement to report annually on trap checking, rodent capture and euthanasia.

The changes in New Zealand will mean that the use of glueboards will come under greater scrutiny in Australia – and, who knows? – maybe elsewhere in the world.

Slide and check

The Cimexine bed bug monitor is a discrete device designed to give housekeeping an 'early warning system' for bed bug outbreaks. It comes with a unique viewing window, which allows for quick and easy weekly checking. The monitor slides into its discreet, plain case with an adhesive back that attaches to the underside of beds and the like. To check, the monitor is simply partially slid open and, if there are no signs of bugs, it is slid back in again.



www.cimexine.com

No way in for rodents

The Rotech NG drain protector prevents rodents from entering properties via the sewers.

It is made from acid-resistant stainless steel, with a rubber seal on the outside. This ensures that the rat blocker fits snugly into the sewer pipe. Available in four or six inch sizes.



www.tenv.co.uk



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25-26 March 2015
Stand 39

Monitor those insects

The Eradisect monitor offers a durable and secure solution to the monitoring of crawling insects. It contains pre-baited sticky pads and, coupled with its black slimline design, this makes it ideal for use in kitchens, store rooms and behind appliances. The monitor can also be attached to the Rascal mouse box.



www.1env.co.uk

Eliminate smells

This powerful cleaning deodoriser comes with a citrus scent. Not only does it remove odours caused by dead rodents, it also kills a wide range of smells caused by other pests, pets, urine, faeces and smoke. It is also safe to use on all carpets, fabrics and furnishings that can be wet cleaned, explains 1env Solutions.



www.1env.co.uk

Vacuum for particles

Developed for the professional pest controller, this Green Supreme vacuum eliminates potentially harmful particles from insects, such as bed bug and fleas, which can become airborne with a normal vacuum.

HEPA filters are fitted as standard – 99.97% efficient at 0.3 micron.

The machine comes with a range of attachments.



www.killgerm.com

Remote notice of rodent activity

The Kill-@lert remote notification system is a new rodent control system that uses radio frequency to link electronic rodent traps with an internet-based control system. It provides the user with data on a computer, tablet or mobile device, meaning the system can be monitored from anywhere in the world. Trap placement can be adjusted for optimal results.

The system is set up using traps and range extenders to enable full coverage of target areas. High voltage shocks are used to kill rodents humanely, claims the manufacturer, Woodstream.



www.killgerm.com

Clip designed for Bird Free dishes

So as to make it quick and easy to use Bird Free dishes on difficult rounded areas – such as railings, trees branches and the like, Killgerm has come up with a novel, specially designed answer – a cable tie clip. A Bird Free dish is simply inserted into the cable tie clip – then the loaded clip is secured by means of the tie.



www.killgerm.com

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TM

FUMICON

BPCA Fumigation Conference

Sponsored by Detia Degesch, the British Pest Control Association (BPCA) is hosting Fumicon 2015 in Felixstowe on 21 May 2015. Fumicon is aimed at addressing key issues in the fumigation industry surrounding the testing and controlling of cargoes and containers that are being transported under gas. The conference will also consider other key aspects of fumigation, including technologies that may be used to control pest species without the use of toxic products.

The conference aims to attract industry experts with the objective of opening lines of communication with major UK and overseas retail, export and transport companies to highlight the potential risks. Martin Cobbald, chairman of BPCA's Fumigation and Controlled Environments Committee said: "This is a unique industry event that gives the opportunity to mix with professional companies from across Europe and experience the excitement of being at the UK's busiest port."

The day costs £55 per person including a tour of Felixstowe Port, lunch and refreshments. The Orwell Hotel is offering special bed and breakfast rates for delegates



Joint NPMA and CEPA summit

The inaugural Global Summit of Pest Management Services, jointly organised by the National Pest Management Association (NPMA) and the Confederation of European Pest Management Associations (CEPA), is to be held on 3-5 June at Juan-les-Pins Conference Centre in Antibes, France.

With the trend towards increased globalisation of the pest management industry being most pronounced in the food and other commercial sectors, the summit provides pest management professionals and their clients the opportunity to come together to discuss public health pest management and food safety issues.

Welcome Pest Protect

The German pest control association Deutscher Schädlingsbekämpfer Verband (DSV) has chosen a new name, Pest-Protect, for its flagship exhibition, which is held every two years. There is also to be a new location for the event, Stuttgart, when it is held next on 2 & 3 March 2016.

The German event had previously been run under the name, Eurocido, but the rights to this name have never been owned by DSV. The current agreement runs out at the end of

this year and, to cut a long story short, the association has decided not to renew the arrangement with Frunol Delicia GmbH, which owns the name.

Explaining how the new name and new location were chosen, DSV chief executive, Andreas Beckmann, said: "It was challenging to find a name that has a clear association with pest control and was also easily understood, in German and internationally. Words like 'hygiene', 'bio' or

'bug' were not available because of copyright issues. We determined that the new name needed to promote the positive aspects of pest control. We concluded that 'Protect' should be part of the name. Adding 'Pest' meant it clearly identified our industry, hence Pest-Protect."



Diary dates 2015

24-26 March

Facilities Management 2015

NEC, Birmingham

www.fm-birmingham.com

25-26 March

PestEx 2015

ExCeL, London

www.pestex.org

21 May

Fumicon 2015

The Orwell Hotel, Felixstowe, Suffolk

www.bpca.org.uk/pages/index.cfm?page_id=367&fumicon_2015

3-5 June

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

Antibes, Juan-les-Pins, France

http://npmapestworld.org/events/global_summit.cfm

20-23 October

PestWorld 2015

Gaylord Opryland Resort & Convention Center, Nashville, Tennessee, USA

<https://npmapestworld.org/events/home.cfm>

4 November

PestTech 2015

National Motorcycle Museum, Birmingham

<http://npta.org.uk/pesttech>

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